

SUMMARY

MP Consulting & Advisory | Mastering Procurement supports medium-sized (manufacturing and retail) companies in

- Overcoming crises in (global) value and supply chains and redesigning them.
- Transforming Procurement and the Inbound Supply Chain (Plan & Source) to strengthen resilience and increase competitiveness.
- Unlocking the potential offered by the introduction of Agentic AI in procurement.

The foundation for this is a holistic approach to **Procurement Excellence**, tailored to each company's specific requirements.

ABOUT ME

My name is **Dr. Markus Pascher**.

As a Senior Procurement Executive and former CPO with more than 25 years of experience in various industries (semiconductors/high-tech, consumer goods, metal and plastic products) and globally active companies (DAX-listed and mid-sized companies, brand manufacturers, family-run "hidden champions"), I offer extensive expertise and a proven track record in all areas of Procurement.

SERVICES OFFERED

MP Consulting & Advisory | Mastering Procurement reengineers the Procurement and Inbound Supply Chain (Plan & Source) functions and supports your company's transformation through

- Strategic procurement and sourcing excellence.
- The development of resilient supply chains.
- State-of-the-art planning of demand and supply as well as controlling of materials and inventories.
- The implementation of Agentic AI to leverage the opportunities it unlocks.
- Lean Management, including the implementation of lean processes and seamless workflows.
- Development of organization, leadership, teams, and employees for long-term transformation and continuous improvement.

COLLABORATION

Business Consulting and Executive Search are two sides of the same coin: One supports the optimization of the operating system. The other secures the executives and talent who actually keep that system running. Excellence is only possible when both sides "shine."

Therefore, your challenge determines the best form of our collaboration:

- Business Consulting
- Executive Search
- Interim Leadership

METHODOLOGY

The methodology of **MP Consulting & Advisory | Mastering Procurement** is structured into 7 modules, reflecting the holistic approach: Costs / TCO, Demand & Supply Control, Inventory & Liquidity, Supply Chain Resilience, Lean Management, Development of the Organization / Team / Employees / Communication, Executive & Talent Recruitment.

A project is divided into up to 9 phases. This underscores the commitment to not only providing recommendations after completing the analysis and synthesis (Phases 1–3), but also to planning the implementation (Phases 4–6) and supporting sustainable execution (Phases 7–9). The latter can take various forms - ranging from active support to taking the lead.

USE CASES

Typical challenges:

- Revenues are under pressure.
- Cash flow is tight.
- Costs are too high.
- Delivery capacity limits the ability to realize revenue potential.
- Frequent supply chains disruptions.
- Inefficiencies in procurement processes.
- Deficiencies in team and leadership setup.
- Key and leadership positions which are unfilled or not optimally staffed.

CONTACT



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