



## LINKIES. Management Consulting

“We are at the beginning of a new world economy with cleaner energy solutions, business, eco-political, social-centric risk management and infiltrated government-driven enterprise-wide control systems that will reduce the risks for individuals, companies and the entire planet. For more transparency, sustainability and profitable growth, let’s make the right choices. The race is on.”

Mario Linkies, CEO

## Who We Are

LINKIES. Management Consulting is an international management consulting firm. Our business is risk management. We believe in the huge potentials of proper corporate governance. That is why we work with the best in our industry to help organizations to succeed. Innovation and quality are key elements of our consulting delivery. We work together with companies of all industries and regions. Our customers ask for more than just plain advisory. They expect solutions that last. Solutions that generate values. Investments in risk control do not just improve security, they bring financial return as well. Our services include assessments and risk strategy, solution design and tool evaluation, implementation and training – remote, onsite, in any way customers need assistance and guidance. Since SAP and other vendors provide solutions that may be part of the current consulting focus we also partner with a number of great organizations for the benefit of our clientele.

We strive for perfection and quality performance in all our projects. Using clear performance measures, we deliver results.

# Consulting Expertise

## Enterprise Risk Management & Corporate Governance (ERMG)

Corporations often think of risks as purely financial threats. In order to protect assets and to guarantee organizational stability and growth, it is important to establish and follow a comprehensive risk management strategy to ensure all relevant risks have been considered and appropriately taken care of. Investment and market risks are as important as operational dangers and access control violations. ERMG contains strategic management consulting areas for SAP customers, including threat and impact assessments, education and training, security planning and design, as well as implementation and testing, plus evaluation and licencing of supporting software. Based on a holistic approach LINKIES. Management Consulting offers comprehensive advisory and solutions for enterprise-wide risk & control management, especially in SAP environments. The services are targeted towards new methods of authorizations design, identity & access management, business & security process optimization, and management controls for corporate governance and organizational risk mitigation. The company offers a wide range of SAP risk, authorization and technical security services for all SAP systems and applications, including SAP GRC solutions. Safeguarding through effective information security and integrated process controls are necessary obligations of any serious enterprise governance. Business requirements must be translated into security measures that count. Define information owners, distribute responsibilities, establish supporting solutions to fulfill your obligations and keep your business straight. LINKIES. puts the controls where they belong. We appreciate your requests.

### Examples of service areas

- Risk management strategy
- Project management, quality assurance, including change management, investment and cost control
- Risk analysis (strategic risks, data protection, process risks, system and application risks)
- Controls & security definition (segregation of duties, internal control design)
- IT security design and implementation (technical security architecture)
- SAP role & authorizations design and management (user provisioning, reporting, programming security)
- Neutral solutions evaluations (including vendor management and agency services)

## Regulatory Compliance & Legal Advisory (RCLA)

RCLA describes the consulting areas for compliance and legal advisory services. Since we have seen that even large corporations and financial institutions may have difficulties in identifying and managing their risks, and to avoid crisis situations and bankruptcy cases, governments and leading governing organizations have increased their effort to define rules and regulations that target customers to implement more sophisticated internal control systems. Non-compliance may damage reputation and comes often with severe penalties that can be avoided.

LINKIES. Management Consulting covers important national and international laws, and industry-specific regulations such as FDA, REACH, Sarbanes-Oxley Act (SOX), J-SOX, BASEL, or SOLVENCY. A team of SAP and industry experts and lawyers provide a professional view on the topics from a legal perspective and translate corporate and commercial requirements into IT-driven solutions. Topics like data protection and privacy, quality assurance and documentation, and compliance management are important areas, as well as risk analysis, pre-audit services, crisis management and bankruptcy advisory. Our specialists have indepth knowledge of legal paragraphs, court cases, implications on corporate compliance ranking and required solutions in a defined industry.

Additionally, LINKIES. offers special services around conflict solving and mediation with a focus on crisis and insolvency prevention, as well as commercial, company, and tax law. We help with compliance and legal questions. LINKIES. is at your service.

### Examples of service areas

- Regulatory & legal compliance (fit-gap analysis, assessments)
- National data protection and privacy laws
- Compliance requirement definition and recommendations for solutions for SAP
- Compliance risk analysis and score card
- Legal advisory (insolvency prevention, business law consulting)
- Crisis management
- Industry-specific regulations (consulting, audits, recommendations)

## Environmental Marketing & Compliance Services (EMCS)

EMPS covers a wide range of business consulting on environmental protection and corporate conservation like products and marketing services, emissions trading and environmental policies, renewable and clean energy technology exchange, compliance consulting and eco-patent services. In this area, LINKIES. Management Consulting can rely on its global experience since 1995. Environmentally friendly energy and production solutions need international co-operation to make an impact on our CO2 footprints. Environmental compliance effects your business and our planet. LINKIES. Management Consulting assists companies to cope with the challenges ahead. We advise on legal implications for non-compliance and act as agency for interested parties. Our consultants provide environmental information on a national and international scale (Aarhus Convention), and organize substantial stakeholders for commercial and environmental projects. Especially our network of international agents around the world assist customers with bridging the gap between continents, business partners, and governments. LINKIES. management consultants help to establish a solid environmental risk management system throughout your entire company. Make the right choice. We at LINKIES. want to hear from you.

### Examples of service areas

- Environmental compliance assessments and advisory (Aarhus Convention)
- Environmental information services (Environmental Information Act)
- Environmental agency services (emissions certificates trading, Kyoto Protocol)
- Environmental product marketing (including international representations)
- Investment agency services for green energy projects
- Environmental risk management (environmental risk management systems)
- Environmental laws (continuous information updates)

**Link up with LINKIES.**