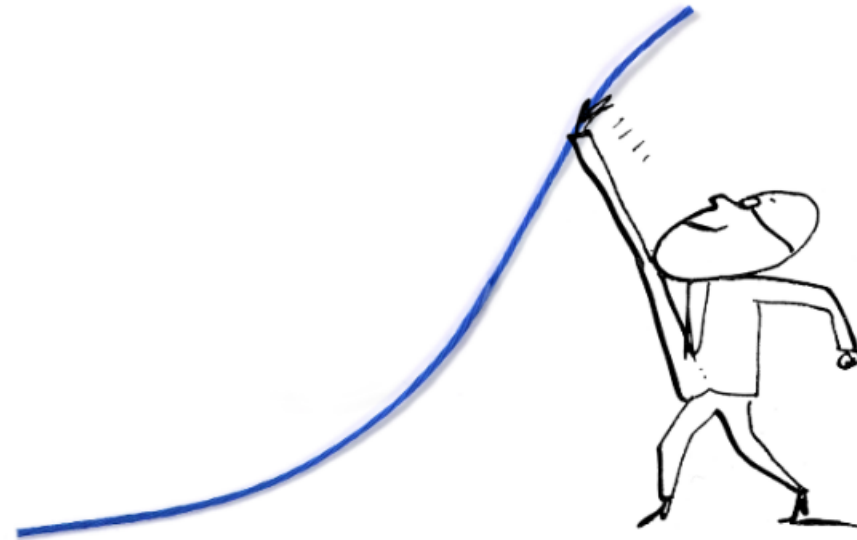




goetzpartners

STRATEGY | M&A | TRANSFORMATION



# Workforce Transformation

MANAGING COMPETENCES FOR SUSTAINABLE SUCCESS

# Workforce Balancing Dilemma

Now more than ever, companies are faced with the challenge of having to reduce redundant capacities and build up missing new digital competencies in order to remain competitive

## REDUCTION OF OVERCAPACITY



### Decline in demand

*Leads to overcapacity induced by the change in user behaviour during the crisis*

### Digitization

*Increasingly shifting processes and customer interaction to the digital realm*

### Automation

*Reduces the scope of activities and processes that cannot be carried out by machine*

## BUILDING UP COMPETENCIES



### Digitization

*Leads to fundamental changes in processes and interaction with the customer*

### Artificial Intelligence

*Significantly increases efficiency of processes and offers new possibilities, e.g. demand forecasting*

### Networking

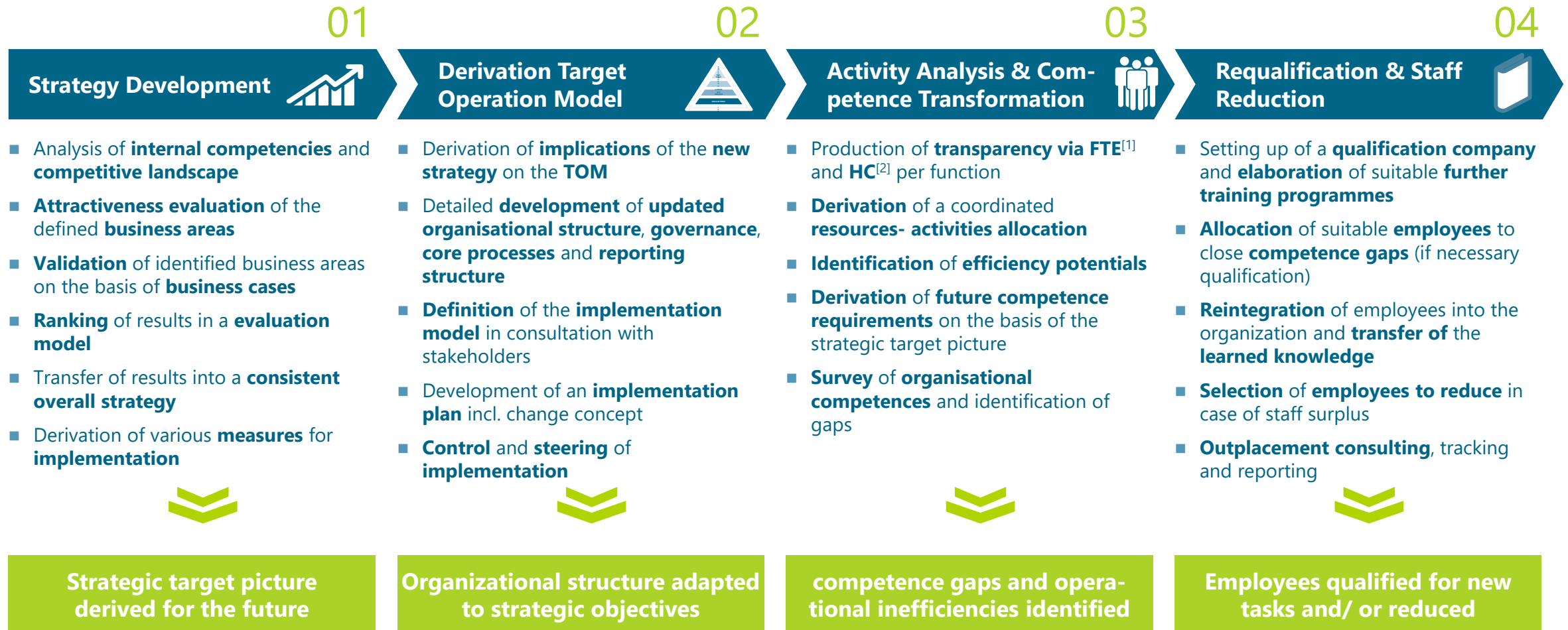
*Continually shifts the added value of traditional products towards digital functionality*



Only a balance of reduction and build-up can lead to long-term success

# Our Approach

Our holistic approach therefore provides for a detailed analysis of the activities and competencies after a strategy- and TOM-development in order to then adjust the personnel base and close existing competence gaps



1) Full-time equivalent [2] Headcount  
Source: goetzpartners

# Get in touch!



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We will gladly answer your questions in a personal meeting and provide you with further information on our services. We are looking forward to hearing from you.

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