



SCHLEUPEN AG

*The software for
active risk management*



WE PUT OPPORTUNITIES ON THE RIGHT TRACK

Mission

We put opportunities on the right track

Every successful company is prepared to face up to new challenges and to take opportunities in the market. In order to use your opportunities in the long run, risks must also be identified, defined and controlled. Active risk management is a continuous process of risk identification, analysis, reporting and archiving.

THE SOLUTION

Schleupen AG has developed a software solution which supports the value-oriented management of your company and creates innovative possibilities for risk information and communication. **R2C – risk to chance** – optimizes the processes, which are necessary for identification, evaluation and control. **R2C** enables your company to actively conduct risk

management – both in the business and the project areas. Only with the help of a complete overview of all company-specific risks is purposeful control possible.

CONVINCING

R2C impresses with its systematic approach and a high degree of flexibility and security standards. The technology used, operates exclusively with standard components and demands no special technical system preconditions. **R2C** can be integrated directly and quickly in your company's system. Thus, future-oriented information will be available to you very soon, enabling you to clearly estimate the expected developments.

With **R2C**, Schleupen AG is purposefully putting opportunities on the right track, which you can use successfully.

“In the long term, you will only be successful, if you know why you are successful.”

Rupert Lay

SCHLEUPEN AT A GLANCE

Schleupen AG, with its head office in Moers, was founded as a software company in 1970 in Karlsruhe by Leo Schleupen. Focusing on complete, customized solutions for the energy and water industries, tax consulting professions, local authority administration and risk management, the company has been successfully operating in the IT sector for 30 years. From Moers and other branches in Wunstorf, Altenbeken, Dresden, Norderstedt and Berlin, the company today serves over 2,000 customers.

www.schleupen.de



OPPORTUNITIES

RISK MANAGEMENT

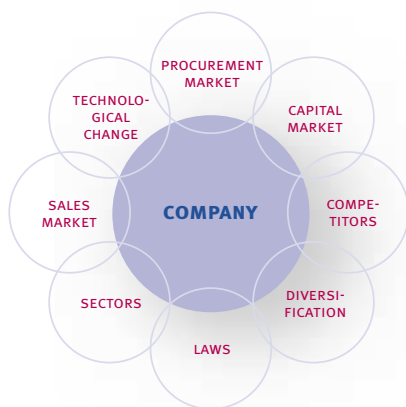
RISKS



Identification

What risks exist?

Effective risk management is the task of company management and, at the same time, begins in the minds of all employees. If the awareness of risk is heightened at all levels of the company, the risks relevant to the company can be comprehensively determined. The large number of possible influencing factors demands a systematic approach.



THE RISK ATLAS

R2C helps with the identification of individual risks. The Risk Atlas offers initial orientation for key risk

External Risks	Operational Risks	Financial Risks	Internal Risks
Charakteristika	Risikoprüfung	Accounting Information	Management Culture
Leistungscharakteristika	Interne, unternehmensinterne Risiken	Bank	Strukturierung
Qualitätsrisiko	Rechtliche Risiken	Umsatz	Systemrisiko
Wettbewerbsrisiko	Währungsrisiko	Finanzstruktur	Organisationsstruktur
Technologiecharakteristika	Währungsrisiko	Neuauflage	Strukturelle Risiken und Abhängigkeiten
Wettbewerbsrisiko	Steuern	Steuern	Wettbewerbsvorteilhaftigkeit
Reputation	Steuern, Steuererträge		
Rechtsrisiko	Schmelze, Steuern		
Steuerrisiko	Informationsrisiko		
Technologische Substanz			

Systematic recording of risks with the risk atlas

categories. The categories can either be prepared for specific sectors by Schleupen AG or individually filled with the results of an accompanying consulting company. The result is a pool of potential risks such as, for example, external risks, operational risks and risks from the area of management/organization. From this pool, the identified risks will be extracted for further processing. With the help of sub-categories – for example, capital availability, procurement prices, incentive systems – the risks can be further differentiated.

Also using the Risk Atlas, possible causes, early warning indicators and measures can be assigned to the risks. That is particularly important for the subsequent evaluation and con-

trol phase. The entered information is automatically passed on to the next phase of risk evaluation and is then already available there.

The structuring means that the Risk Atlas is clearly arranged and simple to use. Like all other components of **R2C**, you can extend the Risk Atlas as required – according to the company's development and experience. You can even decide for yourself on the degree of detail.

R2C enables you...

- ... to recognize risks early
- ... to structure risks clearly
- ... to evaluate risks
- ... to monitor risks
- ... to communicate risks
- ... to manage risks actively
- ... to report on risks ad hoc
- ... to visualize risks.



CAUSES

RISK

MEASURES

*“Nothing happens
without risk, abut
without risk
nothing happens.”*
Walter Scheel



Analysis

Evaluating, regulating, controlling risks

A risk without evaluation is meaningless. Therefore, when identifying company risks, initially it must be determined whether the risk in question is a real, potential or latent. Only then is effective risk management possible. As soon as the real risks have been identified, they will be considered in terms of their potential damage and the probability that they will occur, in order to assess the extent to which they are a threat to the respective company. A restriction to significant risks is essential in order to gain the acceptance of the employees, to pursue the objective of economic efficiency and to ensure that risk management itself does not become a risk.

STRATEGY AND MEASURES

R2C facilitates the target-oriented, comprehensive evaluation, regulation and control of identified risks. With the areas level of damage and probability of occurrence, risks can be evaluated both qualitatively and quantitatively. Once the key risks have been evaluated, this must be followed by the consideration of the risk strategy and the measures

resulting from it. Basic information on the handling of strategies is provided in the Risk Handbook. The handbook is electronically integrated in **R2C** and is thus immediately available to every user.

Risks can either be avoided, accepted, reduced or transferred. Based on each of these possible strategies, quite specific measures can be deduced.

Here is an example:

A risk manager evaluates a real risk, and as a result of the evaluation criteria, comes to the conclusion that the assumed level of damage would represent a threat to the company. The “transfer risk” strategy, for example, could lead him to adopting the measure of “taking out insurance”. If he selected the “reduce risk” strategy, he might reduce the risk of “fire damage” by implementing the “installation of a sprinkler system” measure.

Possible strategies for regulating risks:

- *avoidance*
- *acceptance*
- *reduction*
- *transfer*

STRATEGY

OBJECTIVE

EFFECTIVENESS



“In the midst of difficulties, lie the possibilities.”
Albert Einstein

Through the selected strategy it is, of course, possible that a new risk arises at another point. A company rejects, for example, the introduction of a new product because of the

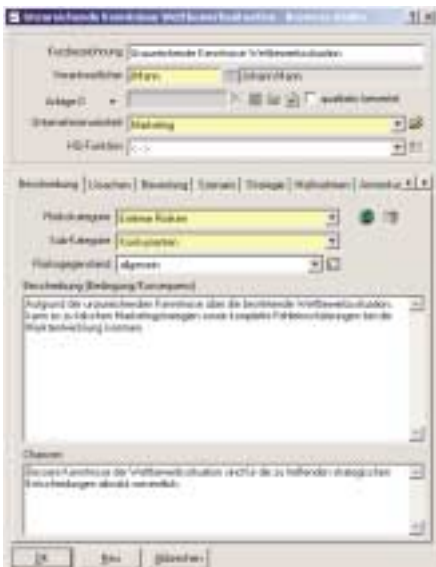
EFFECTS AND CONTROLS

R2C, namely, provides you with support not only in the selection of suitable strategies and appropriate measures. In order to guarantee the appropriateness of the means, **R2C** also registers the probable effects that are associated with a specific measure and the necessary expenditure. Through the assignment of a responsible member of staff and the actual status of the implementation, **R2C** offers the opportunity for fast and complete information at all times..

overview of your company’s entire risk landscape ?? at any point in time.

OBJECTIVE AND VALUE-ORIENTED MANAGEMENT

With **R2C**, you can also assign individual risks with respect to your corporate objectives. Thus, it is possible to illustrate which risks endanger or hinder the achievement of your objectives. In connection with the centrally deposited standards, a strategic management instrument is thus created. **R2C** supports value-oriented company management and can be integrated without difficulty into “Balanced Scorecard” concepts.



Entry and updating of individual risks in just one mask

risks. A short time later, a rival successfully positions itself in the market with a similar product. Here again, **R2C** offers possibilities for organizing for an active, timely and differentiated risk management.

risk situation and development can be monitored as can the effectiveness of the measures initiated to eliminate risk. Irrespective of the fixed responsibilities of individual employees, **R2C** facilitates a total

Risk management is a permanent process that can only be accelerated if the success is also controlled. That is precisely what is possible with **R2C**. The actual

Reporting

Information must flow

R2C provides your company with a continuous flow of risk information and communication. Via a permanently retrievable up-to-date risk profile, you can recognize risky developments at an early stage and counteract them in good time. **R2C** guarantees a target-oriented flow of information: at the right point in time to the right addressees.

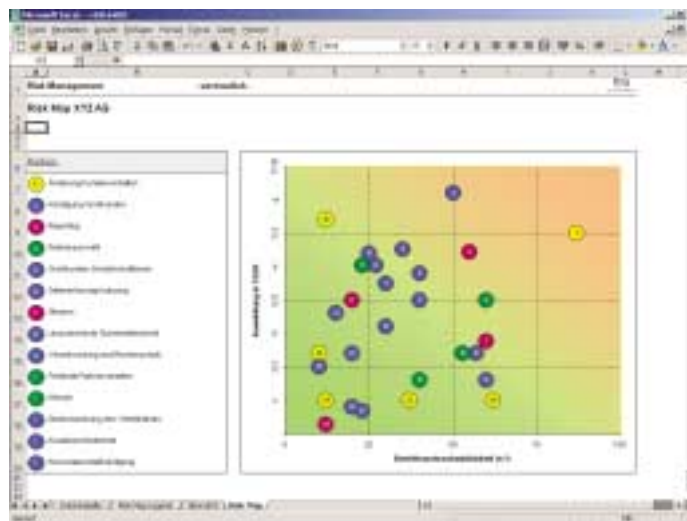
SECURITY FIRST

No matter whether supervisory board, board of directors, company management or employees – the relevant information is available to everyone concerned. **R2C**'s authorization system has a high security standard. Thus it is guaranteed that special information is only accessible to previously defined persons. However, **R2C** also automatically passes on important information. If defined threshold values are exceeded, the system informs those responsible automatically via e-mail.

CONCISELY SUMMARIZED

R2C also prepares continuous reports which contain the latest information about the risk situation. In this connection, you have specific selection possibilities. For example, you can call up the top ten risks of your company, request risk maps or a report on the topic of cause analysis and individual risks. You can personally influence the degree of detail in the information. Your company logo can be simply and quickly integrated into every report. The reports are optically attractively designed and can be presented at any time.

R2C also facilitates the historicization of data. In this connection, a monitoring period, for example, of a quarter, is defined. Once this period is completed, the current status is frozen. The data is thus deposited in an unchangeable state. By means of reporting, the responsible risk manager has access to the historicized data and, via the observation of various condition



Flexibles Reporting auf Basis MS Excel

and periods, understand the company's risk trends.

RISK MANAGEMENT WORLDWIDE

With **R2C**, several companies can be simultaneously registered. For groups and holding companies, therefore, it is possible to centrally monitor the risk trends of subsidiary companies and to develop group-wide risk management – worldwide.



*“Management
by persons is largely
a matter of communication.”*
Lutz von Rosenstiel

The R2C Reports provide a quick
and clear overview of the total risk
situation on the basis of the...

- ... Risk Map
- ... Top X lists
- ... Risk structure
- ... Overview of individual risks
- ... Cause analysis
- ... Task lists



“One should take things as they come. But you should make sure that things come the way you would like to have them.”
Curt Goetz

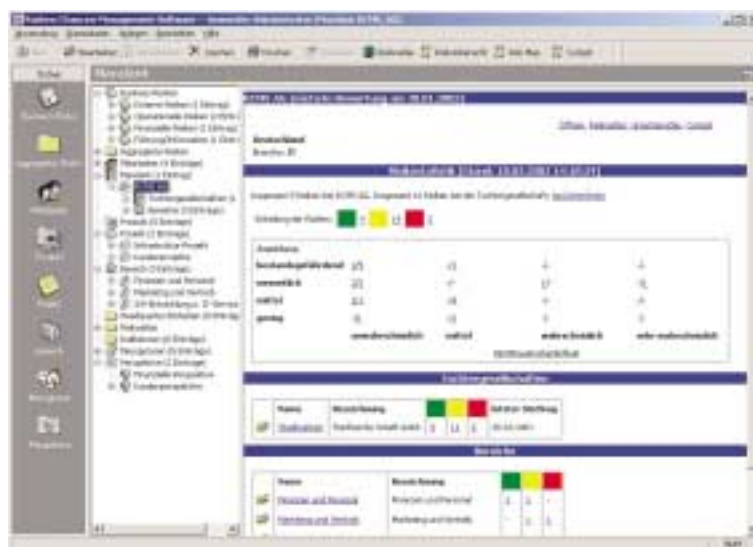
Features & Functions *At a glance*

Risk management must first of all be entrepreneurially thought out, structured and put into practice. A suitable software solution generally supports this process and brings

of a software solution is accepted by the persons concerned.

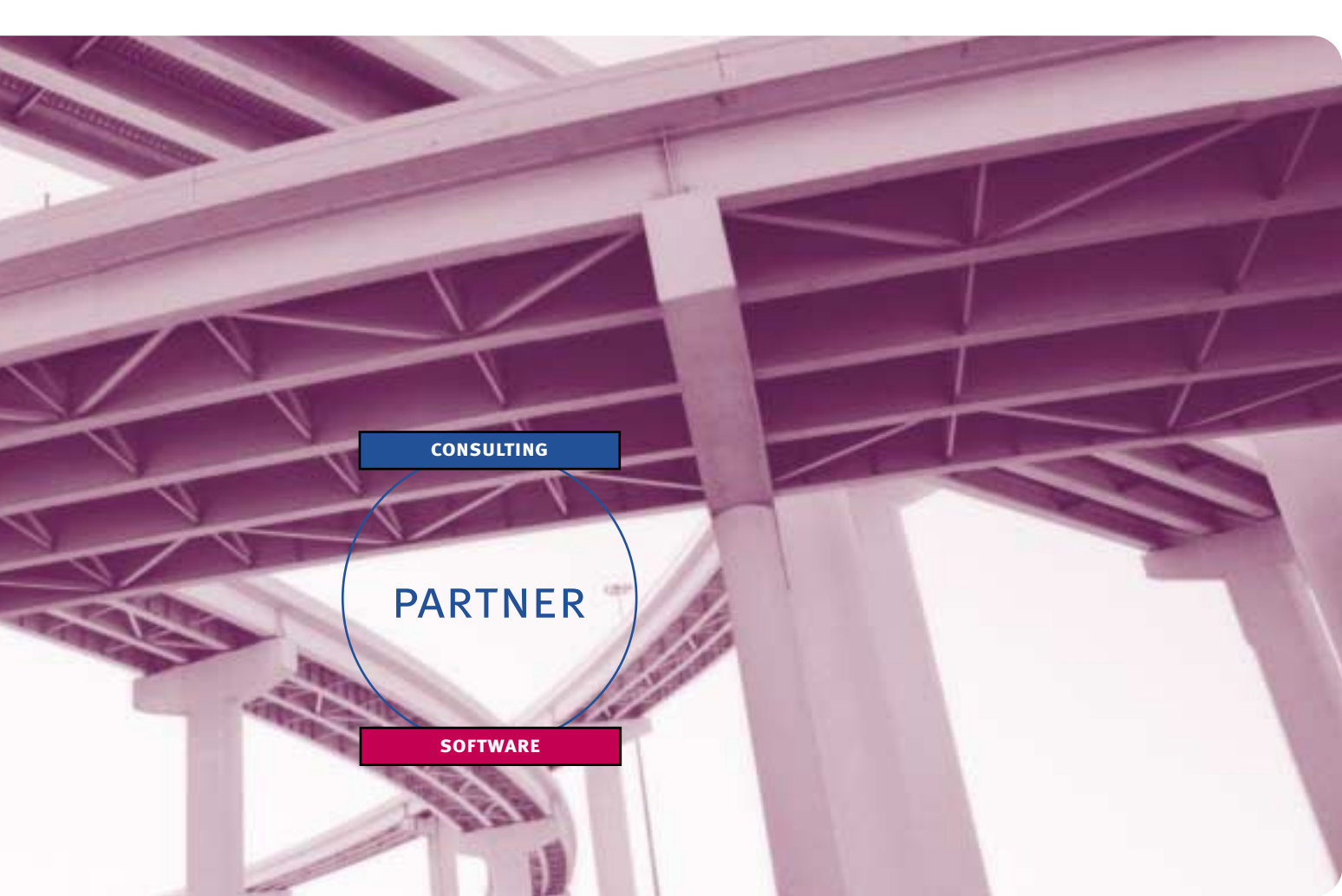
WHAT DOES R2C DO?

R2C is designed in such a way that it can be installed easily, quickly and directly integrated in your company's existing system. The solution operates exclusively with standard components. It requires no special technical system preconditions. R2C has proved itself as a stable solution in the market. It can be effectively used by all kinds of companies from start-ups to globally-operating groups.



Simple navigation and transparent visualization

transparency into a company's risk landscape. The precondition for effective risk management is that the use



CONSULTING

PARTNER

SOFTWARE

R2C

- was developed against the background of the current legal requirements
- facilitates the presentation of group structures
- has a clearly arranged Web surface
- supports value-oriented company management
- presents both business and project risks
- facilitates data import and export via defined interfaces
- is multilingual and has a user-friendly structure
- impresses with its flexibility
- offers clear reporting at the highest technical level and automatic e-mail notification
- can be used multilingually
- guarantees a high standard of security

- is a client-compatible software
- is a solution for companies of all sizes

CONSULTING AND MAINTENANCE

Schleupen AG offers you:

- Consulting and support both in the implementation and introduction of the **R2C** solution on site and also in the event of subsequent changes.
- Training within the framework of introduction

ON CONCLUSION OF THE SERVICE CONTRACT

- if you have questions about the operation of **R2C**, you can make use of our hotline at all times.
- you have access to all available release updates.

STRATEGIC PARTNERSHIPS

Schleupen AG has been cooperating with renowned consulting companies for many years. Out of this cooperation, a network of partners has been developed that concentrates differing core competencies. If you require a recommendation on the theme of risk management, we can provide you with the name of the right consulting partner in your sector or region.



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