



Business Advisory Services

KPMG CROATIA D.O.O.

Organisations are consistently being asked by their stakeholders to improve business performance, expand into new markets, increase revenue and reduce costs. Modern businesses must manage numerous and diverse pressures to maintain their competitive advantage.



Reducing and controlling operating costs, without damaging the core business, is vital for all organisations, particularly when faced with increasingly international competition. This, combined with the need to manage often complex customer relationships, rapid changes in demand, and improvements in the management of your supply chain, means that organisations need to continually seek ways to improve business performance in order to survive.

KPMG can provide an independent advisory services team comprising international professionals and highly qualified local resources, dedicated to helping you address these pressing commercial issues.

KPMG provides a wide range of services aimed at improving business performance. This range covers four major areas of assistance rendered to senior executives and shareholders looking to improve the efficiency and manageability of their businesses on the basis of international best practice and modern management techniques. We can help you address the most complex business challenges, by drawing upon the considerable know-how of skilled professionals throughout our global network.



Strategy and Organisational Development

Strategy and organisational development are fundamental to the creation of an effective management system.

Our services in this area include:

- Strategy and business planning;
- Turnaround management
- Development of procedures and processes for the implementation of strategy initiatives;
- Analysis and improvement of organisational structures; and
- Market and feasibility studies.

Performance Management

Many organisations track and store important analytical business information, but are not consolidating and using this information in everyday business decision making. We can help design and develop effective performance management systems, resulting in improved business decision making and performance management for all levels of company management. Our tools and methods are built around modern management techniques such as value based management, balanced

scorecard, activity based costing and benchmarking.

Business Performance Improvement

We can help our clients assess existing business processes and structures through the use of our Business Performance Improvement methodology, which is widely used within the framework of our advisory products and services.

We have experience in executing successful business transformations across various industry sectors through the implementation of new processes, organisational structures and performance management techniques. Key functional areas we focus on are finance and controlling, management information systems, supply chain and customer relationship management.

IT Advisory Services

KPMG can help improve the information technology function of our clients, in the areas of:

- IT and Business Strategy Alignment;
- Management Reporting;

- Business Processes Integration and Automation;
- IT Management Advisory;
- IT Applications & Infrastructure Advisory;
- IT Projects Management; and
- IT Due Diligence.

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