

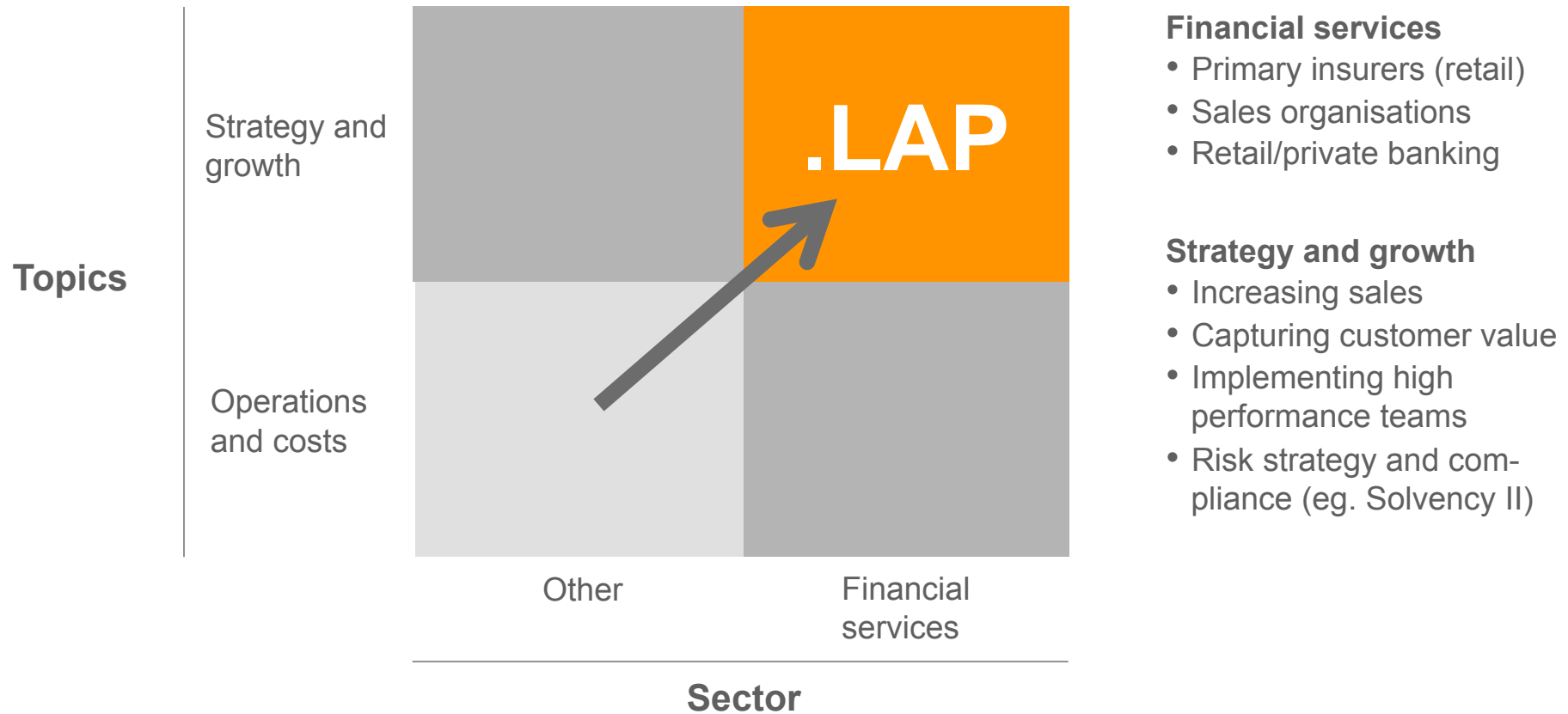


.LAP

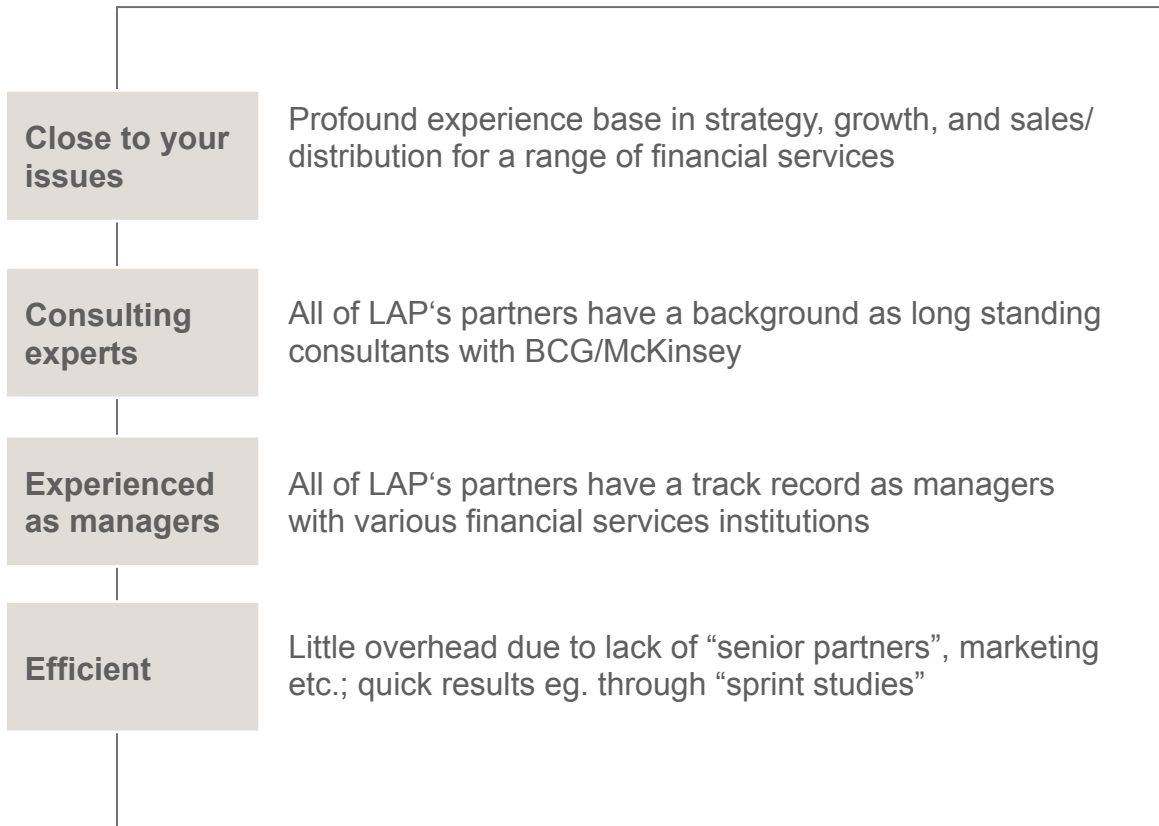
Your Success – Our Passion

Introducing LAP

Positioning of LAP: Focus on strategy and growth in financial services

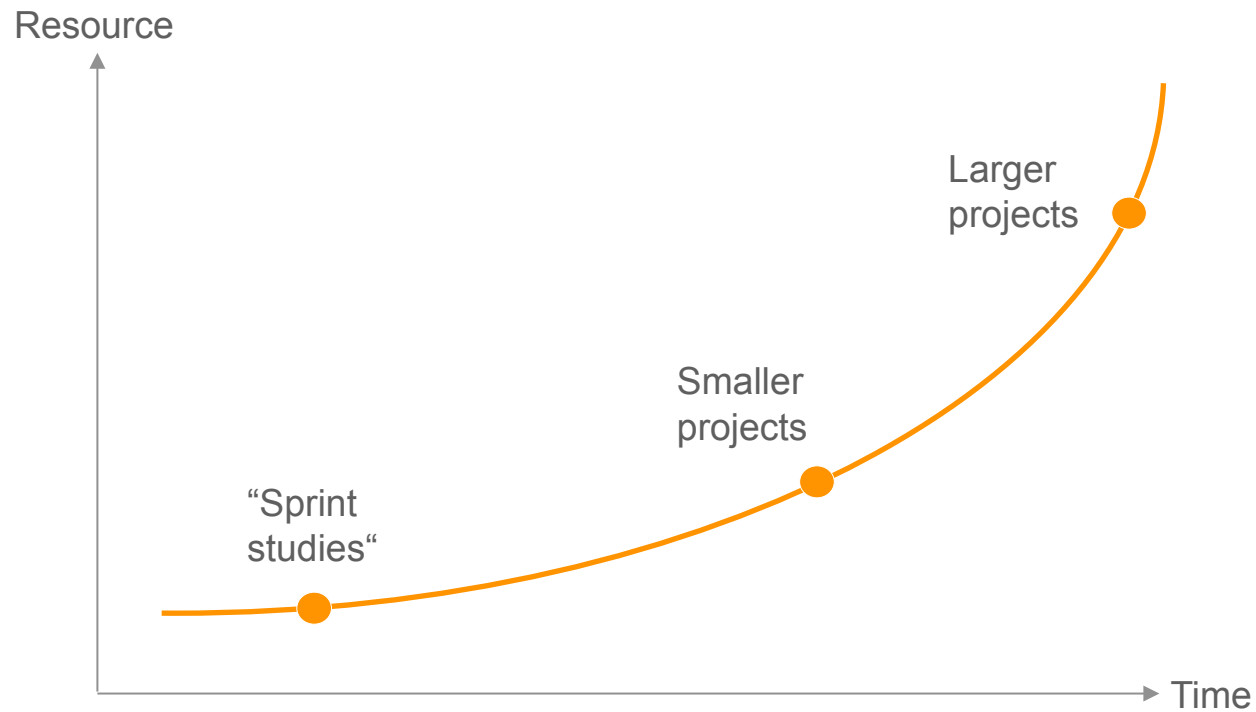


Why support by LAP?



- + No lengthy warm-up phase. You get **value from day one**
- + **Speed of implementation** through leveraging our broad experience base
- + **Highly practical** in terms of recommendation and advice due to thorough management expertise
- + **Outstanding value for money** as compared to other consultancy firms

LAP with “as needed” approach to resourcing and staffing



LAP’s flexibility allows for bespoke support in implementation – tailored to client’s needs and wants

Your contact: Dr. Claas de Groot



Professional Experience

- **LAP:** Managing Partner
- **Self-employed Management Consultant:** Financial Services, IT
- **Zurich Financial Services (Group Level, Continental Europe, UK):** Strategic Planning, Organisational Development, PMI, Business Restructuring, Profit Improvement; last position CFO Group IT
- **The Boston Consulting Group (BCG):** Focus on Financial Services, Strategy, and Organisation

Education

- PhD in Theoretical Physics, Swiss Federal Institute of Technology (ETH Zurich)
- MBA (Distinction), INSEAD, Fontainebleau (France)
- Studies of Physics, University of Hamburg, University of Heidelberg

Your contact: Friedemann Derndinger



Professional Experience

- **LAP:** Managing Partner
- **AWD Holding AG:** Member of the Board of Management, Chief Operating Officer, various group board mandates across Europe
- **The Boston Consulting Group (BCG):** Partner and Managing Director
- **Gerling-Konzern:** Marketing-Manager

Education

- Coaching and Consulting for Change, INSEAD, Fontainebleau (France)
- Business Management Studies, University of Cologne, University of California, Los Angeles, University of Hohenheim
- Bank Apprenticeship Program, Deutsche Bank

Your contact: Dr. Andreas Wohllebe



Professional Experience

- **LAP:** Managing Partner
- **Postbank Finanzberatung AG:** Member of the Board, Head of Distribution Management for the mobile sales force of Postbank and BHW
- **AWD Deutschland GmbH:** Member of the Board, Head of Sales Logistics, Sales Management and Sales Support
- **McKinsey & Company:** Focus on Sales Management of Insurance Companies and Retail Banks; member of the McKinsey Sales & Marketing Practice

Education

- PhD in Solid State Physics, Forschungszentrum Jülich/RWTH Aachen
- Studies of Physics and Mathematics, University of Cologne

Getting in touch – we are looking forward to hearing from you

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