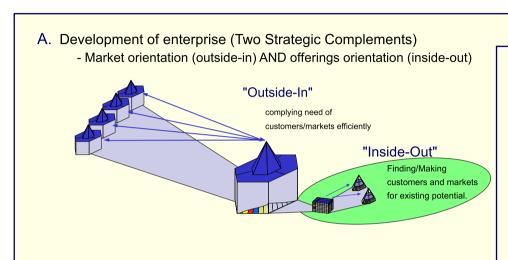
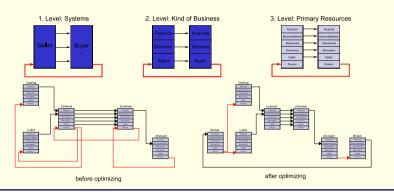
Four main points



- B. Closed Loop Business Relations
 - planning, design, optimize Value Adding Net [VAN]
 - from the supplyer of the supplyer to the customer of the customer



C. Structuring the Elements of a Corporation Three levels: Offerings, Processes, Prerequisites - Products / Goods Kind of business - Services - Rights / Licenses 3 kind of processes: Management - Offerings - Background Processes Core-Competencies P'Resources: Products BusinessMeans Documents Core-Resources Know-How Departments of enterprise Rights

Logistics & Finance

- D. Quantifying means (numbers and indicators)
 - from P&L account to the P&L profile
 - Numbering system for tangible and intangible values

