

ASPLING KONSULT AB – examples of recent projects

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Organisational reviews

This type of engagement is a core part of Aspling Konsult AB's business. The approach is based on a clear, proven methodology and has been successfully implemented in several types of businesses and organisations.

From start to finish – an example

Documentation of processes/business flows in relation to the business system, with analysis of weaknesses and risks in relation to overall strategic and business objectives. Design of proposals for streamlining operations for increased effectiveness and efficiency in combination with reduced risk and assistance in implementing the proposed actions. Establishment of subsidiaries and incorporation of different business lines for more efficient management, control and accountability.

Analysis

Analysis of business processes, business flows and operational efficiency in relation to trading volumes of traffic for a leading commercial banks trading in financial instruments in different countries and business areas.

Interviews/Employee involvement

Interviews with staff members (approximately 90 people) at various locations in Sweden in connection with a major merger in order to identify differences and similarities in staff attitudes and approaches to:

- Change in business direction and management by objectives.
- Division of work between staff in each market area.
- Priority tasks for various job categories.
- Division of duties between management and central administration and local management and local administration.
- Administrative support in relation to identified needs.

The above resulted in the establishment of a common corporate benchmark organisational structure supporting local business in different regions and locations in Sweden combined with centralised functions for administration and control.

Implementation

Project manager for implementation of local deep-dive analysis of business and activities of all 34 Swedish trotting associations organised as private enterprises to identify potential for a wider base of operations, increased revenues, reduced costs, more efficient use of facilities and other resources to improve the prospects for long-term survival in a competitive market.

Research

Processing of data for the years 1957 – 1992 for the Swedish national accounts and our competitiveness in relation to our main export markets, and creation of graphs with comments as counsel to “Företagsdoktorn” Ulf af Trolle. Analysis of public inquiries on the structure of the Swedish securities market, the Stockholm Stock Exchange and VPC during the period 1960 – 1992, as a basis for my book.

Studies and analyses of several public inquiries and legislative proposals concerning the financial markets to determine their potential effects. Assisting in the definition of the statutory opinion to be given by companies and organisations. Local analysis of Swedish regional centres as part of decision support for prioritising establishment/expansion/settlement activities in various locations.

Study of the establishment of colleges and universities with different orientations at different locations in Sweden and their interaction with the local business community to evaluate their importance for regional development.

Studies of public inquiries relating to the development and changes in the flow of goods to and from Sweden and Europe as a means of evaluating strengthening/weakening of the various transport corridors and transport nodes as part of the basis for siting decisions.

Studies of public inquiries and legislative proposals in 1970 and 1992 for the Swedish Trotting Horse Racing and Sports for a greater understanding of its development, opportunities and current problems.

Business Negotiation

Review of current international framework for trading in different currencies and OTC derivatives products. Presentation of draft contract terms and counsel to leading industrial companies in the negotiation and signing of these agreements with some 80 international banks. Performance of due diligence and valuation of medium-sized IT companies. Participation in the negotiation and drafting of agreements for the acquisition and merger of companies including the design of prospectuses, etc., and the IPO. Involvement in acquisitions and sales of properties, including due diligence of substantial property on the buyer's behalf in connection with acquisitions of companies, including shopping centres, other commercial premises and residential properties.

Studies and assisting in the planned start-up of new businesses

Feasibility study for launching a Trade Comparison and Confirmation System for integration of the Nordic equity, currency and derivatives markets into international regimes and organisations, including the functions of presettlement netting associated with the final operators, banks, custodian and clearing organisations.

Contribution to the analysis and documentation of conditions:

- Establishment of a discount broker for securities trading via the Internet
- Securitisation of mortgage-backed securities (MBS)
- Launch of bonds issued by industrial firms for the private market
- Municipal financing through securities issued to institutional and private markets
- Launch of a new concept of financial information in real time via the Internet.