

Independent Management Consultancies Network IMCN

European

Professional

Personal



KARME CONSULTING

Name of the Firm

Karme Consulting Oy

*Full address
(incl. Phone, Fax etc.)*

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00180 Helsinki
Finland**

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Internet www.karmeconsulting.fi

Established

1997

*Responsible Person for the
Network*



Kim Karme

*Name of Managing Partner(s),
Executive Director(s)*

**Kim Karme
Tom Store
Niklas Green
Tina Karme**

Total Number of Consultants

6

*Number of associate
management consultants
(at least one entire assignment
together)*

3

November 2021

(The profiles of the members are permanently up-dated. Please ask for the latest version.)

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*Specialisations
(FEACO classification/
Main Field of activity)*

**Sustainability
Corporate strategy
Mergers & acquisitions
Management systems improvement
Operations & process optimisation
Organisational design & leadership
Change management**

*Type of Clients/Branches
(Industry areas)*

**Consumer goods, food and agriculture
Investment goods: metal industry, real estate, energy, raw materials,
mining industry
Chemical, pharma
Retail, wholesale
Transportation
IT, telecommunication
Banking, finance and insurance
Service industries, entertainment, tourism, health
Energy & utilities sector
Other services sector**

*International Practice
(Foreign countries where assign-
ments were completed;
in order of priority)*

**Finland
Sweden
Russia
Poland
Estonia
Latvia
Lithuania
Ukraine**

Language ability in the firm

**Finnish
Swedish
English**

*Professional Membership
and Cooperations*

**The Finnish Management Consultants Association
The Finnish-Russian Chamber of Commerce**

*International Certification
and Date*

**Certified Management Consultant, CMC, 12.1.2001
(Recertification 31.3.2020)**

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Karme Consulting Oy

Mission Statement / Consulting Philosophy

We work in the field of Operative Excellence delivering sustainable business transformation through people. Our methodology is based on Design Thinking. We are specialised in Growth, Performance improvement, Sustainability and Leadership development. We also assist companies in implementing digitalisation and the SDG's.
We work in accordance with the ISO 20700 Management Consultancy Services Standard.

Credentials (short description of some typical assignments)

- Type of client / Branch (Industry area)
- Field of activity
- Assignment summary and results

INDUSTRIAL MANUFACTURER FOR THE CONSTRUCTION INDUSTRY

Defending the leading market position

Opportunity identification to offset threats of growing low-cost competition.

Identifying that competitive edge needs to be achieved in areas of waste reduction, a fluent production flow and high customer satisfaction rather than by tackling labour prices. Establishing new working methods by involving all levels of management and staff, leading to production and delivery taking place according to a fixed plan, resulting in 10% increase in production efficiency and 15% reduction in waste plus significantly increasing client satisfaction due to improved delivery accuracy and predictivity. Better control and management of production process facilitating digitalisation of supervision and maintenance of factory floor management.

SUPERMARKET CHAIN

Retail chain service concept implementation

Integration of new supermarket chain with previous customer base remaining unchanged.

Conducting a study of strengths of previous chain's concept and brand as well as its customer perception leads to finding that no significant change required to maintain client loyalty. Addressing the challenge to increase client purchase necessitates a detailed study of food and non-food product categories, including sales statistics at other comparable supermarkets and internal logistics. Improvement of shop concept slightly increases client base. Focusing on product placement in food categories and by reallocating to sales service the time freed up from diminishing inhouse logistics, the pilot supermarket achieved its first positive result in five years.

Selection of important and well known clients (location)

Affry, Cargotec, Carlsberg, DSSmith, Eltel, Fortum, ICA, Intrum Justitia, Kone, McDonald's, Neste, Nestlé, Orion, Paroc, Pernod Ricard, Posti, SAS Group, Schenker

Partners / Senior Consultants short profile

KIM KARME – Partner & CEO

Kim Karme CMC has been working as a business advisor since 1991. He has a strong reputation especially in productivity improvement, supply chain management and logistics. During his career he has also at several occasions advised multinational companies on direct investments and cross-border trade with Russia and the Baltic countries. Behind Kim Karme's pleasant and extrovert personality is hiding a very result oriented, multitalented and communicative business advisory professional. Kim have been lecturing about management consulting in several universities and he is an accredited trainer of the ISO20700 Management Consultancy Services Standard.

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TOM STORE – Partner

Tom Store is a Senior Business Advisor with broad and deep experience from a large variety of industries. Tom has a background in Management Business Consulting since the '90s, including Big Five Consultancy Companies and IT Consulting Firms delivering turn-key IT Solutions. Projects completed in both Finland and internationally, SME and Global 500 companies with excellent ROI. Specialized in People Change Management projects improving Productivity and Quality. Tom is a down-to-earth and cooperative person. A fact-based approach is his high priority. He has the ability to gain different people's trust and the unique ability of always having the support element visible and at people's disposal whenever needed. Tom is a business professional full of creativity, energy and decisiveness, always delivering what is agreed. But he is also humble, listening and the business advisor always having the supportive and communicative mind-set visible.

NIKLAS GREEN – Partner

Niklas Green is a final year student majoring in Finance at Hanken School of Economics. Niklas holds both a BSc in finance and a BBA in Business Administration and has also studied at both the Fudan University in Shanghai and the Sun Yat-Sen University in Guangzhou, China. Besides working as a consultant Niklas is also a co-founder at Sustory and volunteering at Ambitious. Africa and Adelante Americas. Niklas has more than a decade of experience working in the retail industry. Niklas passions include behavioral finance, exploring new cultures and places as well as boating in the Finnish archipelago with his family. Niklas is always up for new challenges and enjoys long conversations and brainstorming.

TINA KARME – Partner & Chairperson

Tina is a storyteller, connector, and influencer. She has many roles as an expert and has strong knowledge in leadership, strategy, team building, sustainable development, and climate action. Her extensive Global Ecosystems pulls on action and knowledge from a broad variety of influencers for action accelerating sustainable development and opportunities. She is also been globally invited as speaker and educator in international conferences. Tina is still involved in several global initiatives related to sustainability. Currently, she is an Adjunct Professor at the UNITAR MSIM Program mentoring students on their path of specialization in Climate Action and Responsible Management. She is also doing her DBA at European Business University on Alternative Leadership Models that promotes an Inspirational Future. She was actively involved with e.g. UN PRME at Hanken (Helsinki, Finland) and La Trobe University (Melbourne, Australia). As a management consultant focus is on the growing demand for a better understanding of risks and opportunities related to relevant futures and the impact of e.g. climate change, the SDGs, and other enablers. Her extensive international network with professionals and researchers supports sense making through narratives, storytelling, and dialogue between different actors. She supports finding solutions, not only identifying problems. Tina is a solution and action-orientated individual. She quickly builds up plans on how to gain early mover advantages and strategies that can be put into practice. There are no "one fits all" solutions, only solutions we discover in collaboration.