

Press Release

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New online marketplace COMATCH brings flexibility and transparency into the management consulting market

- Ex-McKinsey-consultants found online marketplace, which connects independent management consultants and clients
- COMATCH offers clients high consulting quality, needs-oriented flexibility and fair prices
- Consultants build up their reputation via the platform and save acquisition effort

The first online platform for freelancing management consultants in Germany starts today with COMATCH. Management consultants, auditors, bankers and industry experts, who are looking for high quality support on fair terms, are brought together at www.comatch.com. COMATCH aims to make the consulting market more flexible and provide more transparency and quality assurance in management consulting. COMATCH's focus lies on medium-sized enterprises, who have tried to avoid the use of management consultants so far due costs and effort involved, and on consultancies, who wish to strengthen their team for specific projects.

COMATCH starts initially in Germany and a step-by-step expansion into other European countries is planned. The aim is to become the number one marketplace for independent management consultants in Europe. From the very start, there were already nearly 100 COMATCH-selected consultants registered. By the beginning of next year this number will have grown to more than 300. The combination of an intelligent algorithm and years of personal experience in management consulting ensures the perfect match of individual consultants, experts or entire teams of consultants to clients. The freelancing consultants benefit of a simplified project acquisition and earn more per day than in a permanent position. Via institutionalized feedback they can build up a transparent project history and develop it personally. Moreover they can organize their time more freely, use their abilities and specifications more effectively and find projects which fit to their own interests and expertises. This complies to the attitude to life of generation Y. Thus, COMATCH starts a model in management consultancy for the first time in Germany, a country already successfully established in other sectors with a high share of freelancers, like the design or IT branches. Employers benefit from fair conditions for top consultants and have the possibility to combine these with industry experts. They get support to exactly the extent that they need. At the same time they have the certainty that they will get the highest quality of consultancy, as COMATCH only accepts consultants, who have appropriate university degrees and perennial practical experience in top management consultancies, big auditors or well-known investment banks. Similar requirements apply for industry experts. COMATCH GmbH was founded in October 2014 by the former McKinsey-consultants Dr. Christoph Hardt and Dr. Jan Schächtele with the support of Venture Capital Company Atlantic Labs (Christophe Maire). Both have worked many years at the flagship of the consulting branch and built up a valuable network. At some point the question came up: What do I want? Work hard, but at the same time leave some space for private dreams. Earn good money, but also have time to spend it. Have a career, but

the flexibility to start a family as well. In this manner, the COMATCH idea arose for all those, who think the same way.

“At COMATCH companies find exactly the support they need and consultants client projects, which are suitable for them - and all that at minimal expense and fair conditions for both sides”, says Dr. Jan Schächtele. “COMATCH creates a win-win situation for consultants as well as clients”, emphasizes Dr. Christoph Hardt.

Herbert Wiesenhofer, freelancing management-consultant: “COMATCH offers me the possibility to implement projects with companies, to whom I wouldn't have access in the classical way. The mediation via COMATCH also has the advantage for companies, who can choose from a big pool of resources, full of various expertises and consulting approaches. Out of this interplay both sides can get optimal profit.”

Marco Rothberg, director FIPROX. AG: “Via COMATCH we found a consultant for a specific project. The work quality was very good, the consultant played within shortest time an important role in the project. Looking towards the future, we plan to supplement more projects with COMATCH consultants.”

About COMATCH

COMATCH is a marketplace for independent top management consultants and industry experts. It expands the flexibility of the consulting world and makes top management consultants more available and affordable for companies of all sizes. The complete offer is online since March 2015. Founder and CEOs of the Berlin-based COMATCH GmbH are the former McKinsey-consultants Dr. Christoph Hardt und Dr. Jan Schächtele.

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