



Barkawi Management Consultants is an internationally active management consultancy that specializes in supply chain management and after sales services. It was founded in 1994 and today employs more than 200 staff at venues in Munich (head office), Vienna, Riyadh, Dubai, Shenzhen, Shanghai and Atlanta. Numerous global enterprises with logistically complex business models, such as Airbus, Coca-Cola, Daimler, General Electric, Henkel, Siemens, etc. are among Barkawi's consultancy clients.

**Our intention is to continue this year the success story of recent years. Therefore we are looking for brilliant graduate to work on the**

## Master Thesis: The Internet of Things – What's the big deal?

The buzzword Internet of Things is one of the hottest at the moment. Everyone talks about the same use cases and pretends to know, what is going to happen. But in truth, most companies outside of the big internet companies internally feel that they lack a clear understanding how this technology is going to revolutionize their business. CEOs of innovative Germany engineering companies understand the requirement to 'become more digital', but they do not know what that means.

Often the first step is to put more sensors into their products. However, once the data starts flowing in, how can a small team start to derive value for the customer and commercialize it?

### The aim of this thesis is to

- review and structure the business experimentation approach,
- assess the business value and applicability of these models to supply chain settings,
- analyze focus areas and prerequisites for implementing business experimentation in supply chain practice, and
- derive critical success factors and recommendations for implementation.

**YOU** are passionate about supply chain management and have a good qualification in forecasting and planning methods and tools, as e.g. Business Information Systems or other highly IT-focused subjects. You are particularly keen on your personal and professional further development in exciting supply chain related projects. Your passion is for simulating complex networks and processes. You have deep experience in Supply Chain Planning Approaches and/or Operations Research, which you will already be able to put to profitable use. The professional usage of corresponding software and also your excellent analytical and conceptual expertise complete your personal skill set. You have outstanding technology skills as well as experience of setting up and handling project databases. Very good knowledge of English is a must. As a person you are confident and convincing. For you, flexibility and mobility mean an enrichment of your personal experiences. You are very committed and creative, can work on your own just as well as in a team. Moreover you are socially adept in dealing with clients and colleagues. With a high degree of initiative, curiosity and fascination for global supply chains, software development and putting innovative ideas into practice you will fit into our teams perfectly.

**WE** are offering exceptional personal support to contribute with our expertise to your academic success and to your professional development. We will invest in you! During your master thesis which mainly should happen next to our consultants in our headquarter in Munich, we are offering you a great insight into the exciting consulting business and individual entry into an innovative group of companies with attractive terms and unusual career opportunities. It is only with innovative solutions and smart tools that we can exceed our clients' high expectations time and again. Help us with your master thesis to further advance leading companies with the right solutions for strategic and operational challenges!

**Let's talk about it!**

**Barkawi Management Consultants GmbH & Co. KG**

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