

Sophisticated Corporate Security

Berlin-based **SIGNUM Consulting GmbH** is a leading consulting and investigation provider that operates across Europe. It specialises in fraud and white-collar investigations and developing sophisticated security concepts.



Managing Director, Mr. Eckhard Neumann, has led his enterprise to considerable success with an elaborate portfolio of consultancy and investigation services

Managing Director, Mr. Eckhard Neumann, had gained considerable experience regarding security and investigation procedures prior to setting up his own business in 1998. Mr. Neumann is our interview partner: *"SIGNUM Consulting's initial range of services focussed on security concepts, corporate crime investigation, and reference checks."* Today, the company offers a full range of consultancy and investigation services,

covering pre-employment screenings, personal background checks, security consulting, security audits, company background checks, fraud investigations, intellectual property protection, as well as international services and assistance in entering new markets.

SIGNUM Consulting has collaborated with many prominent customers since its inception. *"Our first client was a major oil corporation,"* stresses the

managing director. Other customers have included leading players from the automotive, retail, high-tech and tobacco industries. The enterprise is also represented on a global level through its comprehensive partner network; partner companies are located in Japan, China, India, South America, and Europe. Export plays a major role on the business agenda with 40% of the turnover being generated abroad. Eastern Europe is of particular importance in view of business operations, and Russia occupies a special position: *"We set up a subsidiary in Russia which is run by three skilled professionals,"* relates Mr. Neumann. The headquarters in Berlin employ 10 members of staff. In order to best serve its clients, the company has adopted a multi-lingual approach, as our interview partner elaborates: *"We are able to communicate*

not only in German and English, but also in the Russian, Portuguese, Spanish, Polish, and Czech languages."

Striving to achieve further expansion, SIGNUM Consulting GmbH attaches considerable significance to a targeted marketing strategy. The enterprise issues regular reports on crisis and risk management with special focus on the Eastern European market, in particular Russia. SIGNUM Consulting also advertises its services in ASIS Security Industry Buyers' Guide and is member of various international associations. An excellent reputation is the enterprise's major advantage, and SIGNUM Consulting is frequently recommended by satisfied customers. *"We are widely recognised for being absolutely trustworthy and discreet,"* concludes Mr. Neumann.

SIGNUM
Consulting

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