Personal Experience as a success guarantee

Koehn Industry Consulting assists manufacturing companies in the following series and mass production trades:

Industry

- Engineering
- Automotive
- ▶ Electronics/Electrical
- Industrial Equipment & Components

Our skills cover the following areas:

- Productivity
- ▶ Recapitalisation
- Production
- ► Interim management

Sales

- ▶ Project management
- ▶ Reorganisation

For furhter information, see

www.koehn-industrieberatung.de!



advanceme situation analysis development cooperation calculation advancement organisation coaching structuring commitment \(\frac{1}{8}\) solutions Koehn concept development **Industry Consulting** qualification efficiency a customer orientation modification customer aquisition concept developement strategy programs tactics restructuring business objectives marketanalysis ഗ്ര incentives & ptimatisation 2 goal setting 5 operational excellence nsplanning expertise ಕ್ಷ sales requirement measure controlling & Precapitalisation g reorganisation

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Core business solutions



We are committed to support our clients implement project and general management tasks in the series and mass production. As an independent consulting service for **medium-sized**

and big enterprises, Koehn Industry Consulting assists you in achieving your objectives.

During the consulting process we identify the company's core business. In accordance with our

cooperation philosophy, we are thus able to implement necessary measures together with our clients.



Experience has shown that, during the consulting process, our clients achieve a better performance profile



leading to **gains in productivity,** a rise in orders, the acquisition of new customers and an **increase in effectiveness**.

Advisors and staff members

Koehn Industry Consulting provides more than just consulting services:

Our mission is to develop **tailor-made solutions** and to identify possible success potentials. However, we do not only offer solutions, but we also tackle upcoming issues together with our clients.

Our services target small and medium-sized enterprises. Over the consulting process we are members of our client's staff and not external advisors.

Customer value:

Benefit from our know-how gained in many years of practical experience and success in the following fields:

- Optimisation of processes and manufacturing technologies
- Fast realisation of joint projects and objectives
- Cost reduction programming
- Management
- ▶ Initiatives aimed at achieving top line and bottom line growth
- ▶ Developement and implementation of sales strategies
- ▶ Reorganisation and recapitalisation

Customer Orientation

Our multi-stage action programm is always tailored to the company's particular needs.



The target concept is developed in close collaboration with the customer and the parties involved in order to reduce uncertanties and assure the project's success.

Successful history has proven these theoretical guidelines to be practicable.



Our **integrated approach** involves consulting services ranging from

project management to managament handover. We also provide assistance for the implementation of those tasks.

The secret
of getting things done
is to act!
6

Dante Alighieri

