

Stamm Consulting Group

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Preamble

This presentation contains a description of several projects realized by Stamm Consulting Group.

References and contact persons could be mentioned by request. The aim of this presentation is to present our services with focus mainly on operational improvements :

Advice on strategies, processes , operations and active execution

Managing of suppliers (time, quality etc.)

Support for the launch of new products

Restructuring of operating companies

Optimization of business processes (HR , finance, procurement)

Support in R + D + I and internationalization

Implementation and information of Lean philosophy

Training / Workshop : Tools Lean, 5S, DMAIC , Continuous Improvement (Kaizen)

Optimization of material flow (logistics)



Central Topics

- Concept development and implementation of reorganizational measures and restructuring of companies / Turnaround -Management
- Interim- Management
- Project Management , Claim Management, Lead Engineering
- Advice on strategies, processes , operations and active execution
- Optimization of processes and costs along the value chain / waste reduction / value chain analysis
- Implementation of synchronized production systems (ISO 9001 / VDA 6.3 , Toyota Production System)
- Development and expansion as well as the closure and relocation of companies, products and processes
- Lean Management training , consulting and project management type " lighthouse" and the implementation of Lean Management as Corporate Philosophy
- Introduction of synchronized production processes and KVP
- Project Management / Task Force / strategy development and change processes
- Optimizing the flow of materials , supplier management



Gerhard Stamm

General Manager Stamm Consulting Group



□ Experience

- ✓ Implementation of production systems. Definition and implementation of pilot projects in the Netherlands and Spain .
- ✓ Lean Management Maturity Scan
- ✓ Development and reorganization, restructuring and monitoring
- ✓ CEO during the change of ownership by private investors or closing
- ✓ Development of a new concept of Logistics (NLK)
- ✓ Accompanying the start of production of a new generation of vehicles
- ✓ Interim Manager in restructuring and renovation projects
- ✓ Director of the Board
- ✓ Responsible for the commercial and technical management
- ✓ Primarily responsible for the areas of relocation , acquisition, production and logistics products and complete production lines
- ✓ Responsible for plant closures
- ✓ Plant Manager , responsible for purchasing , production and logistics
- ✓ Responsible for the implementation of the concepts of " Lean Manufacturing " and as manager responsible for building the first " business model " in the automotive industry
- ✓ Manager of large industrial projects in the automotive supply industry



Lean Management / Six Sigma Trainer

Client: Euroports Holding

- Euroports is an international group, offering transport and logistics solutions. The core service package includes terminals, transport services, freight forwarding and contract logistics in a number of industries.

3 days Lean Six Sigma Training Euroports / Germany Rostock

- What is LEAN SIX SIGMA?
- Seven types of wasting
- LEAN STAGES (PHASES OF LEAN-MANAGEMENTS)
- CONTINUOUS IMPROVEMENT
- DMAIC Tools Practical example , VSM , 5W , Waste , added value , 5S , VOC etc ..

Objectives: Lean Six Sigma is used to optimize all production- und service- processes and eliminate waste in all areas of the company.

Feedback from the client:

We are very pleased with the result.

Thanks for the good work and hope to have soon more opportunities.

Pablo
Operational Excellence Director
Euroports



Lean Management / Increase Productivity

Client: ThyssenKrupp

Turnover € 6.200 million , approximately 49,000 employees in 17 production facilities worldwide

Duration of the project : The Pilot 12 weeks

Objective: Increase productivity / year by 5 %

- Implementation of a production system / Lean Management System
- Profitability analysis , years of losses , changes in the market .

Target and achievement of the project :

- Care and management of two lighthouse projects
- Spain : Pilots with the theme : increasing plant availability / OEE
- Netherlands : Pilots with the theme: shop floor management / reduction of quality costs
- Implementation of Lean Management Maturity Scan
- Coaching and Training of Lean management practices with regard to 6S and Push / Push Pull systems



Interim-Management

Customer: Magna Interior Exterior Vilafranca / Intier

Actual / Spain , Tier 1 automotive supplier , leading European Company in sintered metal parts , turnover € 30 million , 310 employees .

Problem: Management of the company with the actual difficulties

Target and achievement of the project :

- Ensuring quality , delivery and cost analysis of the spanish location
- Implementation of action plans to improve results
- Concept-development for partial or total displacement
- Implementation of product relocation
- Negotiations with the works council / unions / ministries
- Maintenance and Improvement of customer contacts
- Development of a reorganization and restructuring plan and monitoring of its implementation
- Saving of 10 % of the workforce
- Identified potential cost of 250,000 EUR and implemented action plan
- Complete camp fire did not produce a line stoppage
- Plant is shut down 12/2014 and all activities relocated
- Development and support of a relocation plan or closure scenarios
- Preliminary discussions with lawyers regarding closure scenarios and its implementation



Increase Efficiency

Client: AG SEAT / VW Group Martorell / Spain

4.1 billion sales of approximately 10.400MA with Management Engineers

Project duration : 04 / 12 – till today

Increase efficiency in the indirect area (Top – down) :

The project " fitness program " was implemented in two phases , in collaboration with the consulting firm Management Engineers

Phase 1: Functional Analysis

" Is " recording of all activities and their time demands

Approaches to process and structural optimization and definition of quick wins

Validation of results and activities → determine the expense drivers → application of measures

Result:

Definition of 14 fields of action , including 2 on the direct responsibility of the SCG :

Factory and Production Service/ maintenance , further monitoring of the operational logistics .

Phase 2 : Implementation

Optimization of preventive maintenance , improved planning - and control , fixation of core competencies

The conversion of the analysis and " lift " of potentials of indirect activities of approximately 240 people



Quality Management

Customer: Webasto AG . Munich / Germany . Birmingham / United Kingdom

- The Webasto AG is a worldwide leading manufacturer of roof temperature management systems
- The product range includes convertible, roof , body , air-conditioning , heating systems and hatches
Webasto products can be found in car, truck , bus , rail and special vehicles use
- In fiscal year 2010 sales of almost € 2.05 billion with approximately 8,600 employees
- Division GCS / Global Comfort Solutions / heaters

Problem: Unclear assignments of error descriptions in customer 8D have been stored in * PAWS and thereby a poor supplier evaluation was carried out in the Supplier League by Jaguar Land Rover

Objective of the project :

- Data analysis and assessment of the current 8D reports of Jaguar Land Rover (JLR) in factory in Neu- Brandenburg with detection of the current status
- Initial definition of the cause of the error and identify possible errors
- Coordination with the development departments and error mapping : application , component , or suppliers
- Error cause investigation and development of a test plan in the team
- Elaboration of an action plan for fault shutdown with assignment of responsibilities ,
- Organization and development of an action plan for the short and medium-term implementation



Projectmanagement

Division GCS / Global Comfort Solutions / heaters

Problem:

Failure of the project manager during the critical phase of the project for Daimler AG / Trucks

Objective of the project :

- Implementation of a structured approach using the current tools
- Coordination of task assignment in the project team (about 10 employees)
- Planning and / or review of the project budget
- Call for weekly status meetings and telephone conferences
- Appointment scheduling (internal and external) / cluster 1b until 15.03.2012
- Parts supply as well as in other clusters such as 2b and 3b
- Tracking and guiding the LOP (List of open points)
- Identification of the deviations from the current actual status of the software
- Risk assessment and , where appropriate, initiate corrective measures



Projectmanagement

División: Roof and Body Europe

Problem: Repeated attempts to reach the initial acceptance of Jaguar were unsuccessful

Objectives and results of the project :

- Assign a project manager for short-term sampling inspection
- Additional measures , in order to stabilize the product line

The support of SCG is carried out under the attention on Interim Management in the factory of Sutton Coldfield in the UK with the following main activities :

- Planning and coordination of all necessary project tasks
- Preparing the next gateways
- Assure appointments with customers
- Visualization of the central client interfaces
- Management of customer relationships



Restructuring

Customer: Trumpf machines Spain (TES) Spain / Madrid

- The TRUMPF Group is one of the leading companies in the manufacturing
- Sales € 1.340 (fiscal year 2009-10) with 7,928 employees

Project duration : 8 months

Problem:

Lack of transparency in the organization and corporate culture

High costs , inadequate services , strained relationship with the customers

Objectives and results of the project :

- Backup management in optimizing the service department , especially in the analysis of the current status of processes
- Project: Implementation of the Data Protection (Data Protection Act) and the introduction of new remuneration policy and systems after assessing results



Lean Management / Lean Manufacturing

Customer: IMPSA . Mendoza / Argentina

- Global market leader in the manufacture of water and wind turbines
- Turnover: not specified , approximately 800 employees

Problem: delay of projects and operating losses

Target and achievement of the project :

- Implementing tools of Lean Management (Shop Floor Management) . 5S / SMED / KAIZEN / 5M
- Material flow analysis
- Process studies cause and effect diagram / ISHIKAWA
- Control of the results (KPIs)
- Reduction of customer delivery deadlines
- Coaching of management



Lead Engineer

Client: BOMBARDIER . Zurich / Switzerland

- Leading manufacturer - Railway Company .
- Consolidated sales € 1,800 million , 22,000 employees

Problem: Delivery of the product with serious quality problems

Objectives and results of the project :

- Teambuilding (management and technical support teams) based on the Lead Engineer (Competence Center Austria , Germany Manufacturing , Project Manager Spain and China)
- Root Cause Analysis together with the engineering department , detection and deployment of solutions
- Representation in front of customers and shareholders
- Coordination of the facilities in Germany and planning the " retrofit " program, implementation of preventive processes



Restructuring

Client: WINDISCH . Barcelona / Spain

- Catalan family business of the consumer goods industry
- Turnover approx. € 4.0 million , 50 employees

Project duration : 7 months

Problem: In recent years, continued losses

Objectives and results of the project :

- Analysis of the situation of the company in crisis
- Create a restructuring concept
- Preparation and active implementation of the proposed improvements to maximize short-term profitability
- Development of technical office with a plan for R & D + I
- Introduction of a quality control system
- Training in quality system S5



Interim Management

Client: Sintermetal SA Barcelona / Spain

- Tier 1 and 2 automotive supplier
- Industry leader in Europe for the production of sintered parts
- Turnover approximately € 41 million , 380 employees

Project duration : 7 months

Problem: Accompany the purchase / sale of the company

Objectives and results of the project :

- Lead as administrator the complete process of buying / selling a family business to a group of investors
- Negotiations with the committee members
- Create a recovery plan with a three year focus
- Creating a marketing and sales plan
- Create an action plan to improve the result
- Introduction of Lean Management Tools
- Restructuring , define responsibilities, recruitment and a plan for staff training



Sintermetal S.A.

Innovation in Motion





Restructuring

Client: TK Bilstein / Bilbao / Spain

- German multinational company in the automotive sector
- Turnover approx . € 21 million , 150 employees

Project duration : 6 weeks.

Problem: In the last years, continued losses

Objectives and results of the project :

Second Opinion for business activities of TK Bilstein -in Bilbao

Evaluation of alternatives for the future business

BIB analysis of two alternatives for continued operation or closure of the plant

The evaluation was performed in different scenarios : In the best case , worst, and a base scenario.

Conclusion : We conclude that from a business perspective is the best decision to close the plant .
The main reasons are the market movements and the cost structure .





Start Up, Logistics

Client: Barça Fashion Store. Barcelona / Spain

Project duration: 6 months.

Definition and implementation of a logistics concept for the sale and distribution of Barça Fashion Store / www.fcbarcelonafashion.com

Problem: Development of an integrated logistics concept at national and international level

Objectives and results of the project :

- Logistic Concept development
- Searching for warehouses and transports
- Implementation of a reliable process for sales and distribution
- Preparation and implementation of system B2B Sales System (Business - Business -to)
Botiga Barça , El Corte Inglés B2C (Business - Consumer -to) worldwide through online sales (Internet)
- Complete organization of redemptions and complaints



Turnaround Management

Client : LEONI . Barcelona / Spain

- World market leader in cable manufacturing
- Turnover € 32 million
- 350 employees

Project duration: 11 months, Piera / Spain

Problem : Lost and continuous product quality problems

Objectives and results of the project :

- Relocation of a manufacturing facility in Morocco
- Layoffs and closing a work center
- Preparation and implementation of strategic plans and continuous improvement (recovery plan)
- Negotiations with the works council and the trade unions
- Implementation of short-term measures to reduce costs and improve the quality

THE QUALITY CONNECTION

LEONI

Wire • Cable • Wiring Systems



SCG



Production / Logistics

Client: Linde . Cardiff / Großbritannien

- Market leader in its industry worldwide , manufacturing equipment for maintenance
- Turnover € 150 million , 440 employees

Project Duration : 4 months

Problem : " Ramp Up " and the quality of a new model

Objectives and results of the project :

- Ensure the delivery's focusing on quality, deadlines and costs
- Implementation and optimization of processing times and assembly to improve the production flow
- Coordination of various departments (engineering, procurement , logistics)
- Reorganization of internal / external logistics
- Coordination of inventory (goods with a value of € 30 million)



Restructuring / Turnaround

Customer: Vogtland . Plauen / Germany

- Automotive, machinery CNC , transfer lines
- Sales Mio 41 € , 330 employees

Project duration : 14 months.

Problem: Substantial losses/ verge of insolvency

Objective :

- Preparing and presenting a business plan to the investors
- Restructure and reorganize the company especially in the operational structure
- Implement the "Toyota Production System" , Lean Management, Kaizen , Six Sigma, implement pull production
- Implement a system of machine design standardization (Same platforms)
- Introduction of new processes the entire company (small factory units)
- Continuous improvements in quality, costs and customer satisfaction



Restructuring

Customer: HENZE . Barcelona / Spain

- Company dedicated to polishing and debarring of metal parts

Project duration : 20 months.

Problem : Severe losses

Objectives of the project:

- Analysis of the situation of the company
- Development of goals and a business plan
- Suggestions to improve profitability
- Implementation of a new quality system and PPS
- Restructuring of staff , modernization of the computer system
- Direct communication of the distribution between factory and customers
- Improvement in operating profit
- Increase the efficiency of all parameters of the company
- Optimization of the reporting of all processes of production



References

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Feel the drive

HOMAG
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TRUMPF

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S.A. de C.V.
Modern Plastics Technology

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Sintermetal S.A.

SEAT

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THE QUALITY CONNECTION
LEONI
Wire • Cable • Wiring Systems

Werkzeugmaschinenfabrik
VOGTLAND

ThyssenKrupp

DÜRR

Ecoclean

Innovation in Motion

Miba

AGULLO

W WINDISCH®

MAGNA

BARÇA FASHION STORE



KUNOW
electronic

CAMERON

EUROPORTS

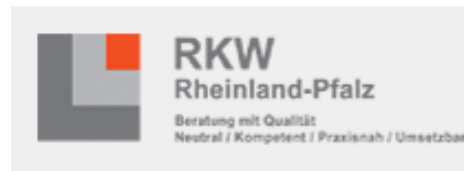
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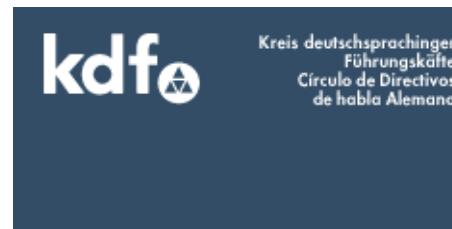
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