

Optimization of Order Processing

Analyze and restructure all engineering-, production- and order processes (called "from customer to customer processes") in several sites of a pump concern, revenue > 1 Bill. €. Process cost analysis, process optimization, verifying of saving potentials on a detailed levels (teams and process steps), coaching the consequent restructuring.

Incoming Order Check and Director Operations with Pump Manufacturer

Process cost analysis and clustering of all orders into different classes of complexity. Evidence that incomplete check of incoming orders is the most important driver for costs and delays. Moderator of daily rounds for incoming order checks, attended by all relevant functions. Improvement of on-time delivery for more than 10 %.

After that, Interim-COO, disciplinary responsible for > 200 employees in milling, purchasing, logistics, assembly, service, quality management, testing, controlling. EBIT increase for about 2 Mio. € (on a level of about 50 Mio. € revenue), introduction of new production technologies, improving cooperation with neighbouring directorships of sales and engineering.

Project Manager Engineering for Large Project with Automotive Supplier

Supplier for production equipment for car body. Large project for well-known German company for sports cars, volume for production equipment about 50 Mio. € for robots and machines, engineering budget > 8 Mio. €.

Operational interim management with a start in confusing project situation. Firstly, contract review with final customer. Then, stabilization of engineering processes concerning change management, subcontracting, quality, production launch. Controlling of plant construction and production launch in the production site, oscillating between the sites. Handing over the production site to the car company with a comparably short list of open issues.

Quotation Processes and Interim-Manager Application Engineering

World market leader in wood processing machines. CEO's decision to relocate the price responsibility from sales into the business units. Installation and disciplinary responsibility for a new, sales-oriented department for rapid quotations for complex projects, although not having fixed all technical details at that time. Fighting for the new department's responsibilities against sales. Motivation of a team consisting of experienced specialists. Installation and ad-hoc-usage of all necessary processes, settlement of necessary process interfaces. Handover to the final manager.

Project Manager Cost-Cutting for Manufacturer of Packaging Machines

World market leader in a narrow market, complex machines. Process analysis and process cost analysis, design and implementation of cost cutting measures in all business units, change procedures and management of complexity in development and engineering, acceleration of order processing.

Installation of SAP-PS (project management) within 4 weeks.

Project Manager Turnaround for a Product Line, Manufacturer of Machines for Wood Processing.

World market leader. Turnaround for a vitally important product line, major number of units, complex machines, mixture of standardized and engineered units. Tightening of all process steps from quotation to final acceptance. Responsibility for project team > 10 managers. Disciplined pursuing of measures affecting all process steps. Sustainable increase of gross margin for > 1 Mio. € p.a..

Project Manager Production Transfer

World market leader for wood processing machines. Documentation for all assembly-, launching- and quality-processes at the giving production site, trainings at the receiving production site. Transfer of logistics and assembly during Corona.

Engineering Manager, Standardization of Production Transfers

Working as a hired development manager with a world concern of electronics, electronic components with significant mechanical content. Deputy production manager in parallel, standardization of production transfers to Far East, systematical decisions about the transfer of production, establishing and enhancing of routines for the complete set of documents and physical equipment for production transfer, carrying out and being responsible for > 10 transfers, integration and approval of suppliers locally in Far East, technical support for the production site in Far East. Structuring all processes for development and production, ISO9000-certification. Halfen time-to-market and triple revenue within 3 years.

Modularization and Standardizing with Manufacturer for Rail Vehicles

World market leader. Conceptual leadership in the principles of modularization, workshops with teams for harmonizing the interfaces between neighbouring modules. Linking the development, purchasing and sales departments to an own expert system (similar CAMOS).

Software-Tool for Project Controlling and Simulation

Test and preparation of market launch for the software (combination of MS-Project, MS-Access, SQL). The tool uses an innovative controlling approach, basing on the measurement of actual progress instead of progress in the consumption of resources.