



IBG Management Consulting advises clients to realign and expand production capacity or innovation centers. We help to significantly boost cost savings through identifying, evaluating and build up new plants in Europe with focus on Central East Europe. Taking a holistic approach based on many years of industry experience.

## ABOUT ME

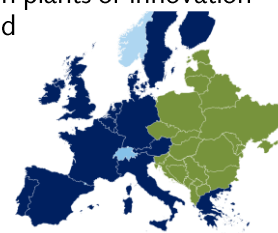
After my engineering studies at University of Karlsruhe (today KIT), focused on industrial automation, I first started my career at GE's drive systems division. On my further career I worked for renowned tech-driven global players: ABB, RWE and Panasonic. Thereof over twenty years in charge of Managing Director and CEO, before I founded IBG Management Consulting GmbH in 2007, starting consulting business. In brief: *entrepreneurial culture and a wide range of experience in business management is my solid foundation to successfully deliver client focused advices and solutions to tech-driven industries.*

## EXPERTISE

More than 12 years consulting experience with international clients in the high-tech industries with focus on mass production, advanced engineering and technical services. More than 20 years of executive management on CEO-level within global acting organizations. Deep understanding of industrial automation, mass production processes, product innovation processes, and general business management including corporate strategy.

## CONSULTING FOCUS

- Search, evaluate, and make implementation concepts for new production plants or innovation centers in CEE<sup>1</sup> countries based on both, client-specific requirements, and competitive local resources.
- Realignment of production or engineering organizations related to strategy, international consolidation, and HR-issues.
- Coach and assist in business strategy creation, work out business plans, and assist implementation.



## INDUSTRIES

Technology driven industries, mainly: automotive suppliers, industrial goods makers, industrial services providers, consumer electronics and white goods manufacturers, embedded systems and software developers, and engineering services providers.

## CLIENT STORIES

- Planned and managed the transformation of a former 80.000 m2 production plant into a modern multi-tenant Technology Park providing goods and services to various industries.
- Built up a LED-lighting group to develop, manufacture and market innovative LED-lighting components and systems.
- Advised and assisted an investor to acquire a midsize electronic manufacturer, work out the respective business plan and realized the share deal and asset deal.
- Searched, evaluated and proposed to an international high-tech corporation a new location in CEE to strengthen and enlarge their embedded systems test- and design capabilities.
- Searched, evaluated and proposed a new production site in a CEE country to an automotive supplier to extend production capacity and strengthen operations competitiveness.

<sup>1</sup> CEE – Central East Europe: Estonia, Latvia, Lithuania, Poland, Czech Republic, Slovakia, Hungary, Romania, Bulgaria, Slovenia, Croatia, Albania, Montenegro, Serbia, North Macedonia, Bosnia and Herzegovina, Belarus, Moldova, and Ukraine.