



Wesconi

International Leadership

FROM GREENFIELD TO BUSINESS EXCELLENCE!

Wesconi provides project management and operational consulting in the following areas:

- **Greenfield & Brownfield Projects**
- **Performance Improvement**
- **Change & Transformation**

FROM GREENFIELD TO BUSINESS EXCELLENCE!

OUR MILESTONES AND GOALS

The goal of the Wesconi team and our experts is to implement the project from its first phases to a successful implementation and a fully-fledged enterprise, namely From Greenfield to Business Excellence.

At the same time, we strive to build positive and productive relationships between specialists and international companies. With openness, honesty and diligence, we want to build long-term "win-win" partnerships.

Company establishment and growth:

- **2007**
Establishment of Wesconi in Germany.
- **2008 – 2009**
Realization of projects through interim management, amongst others the innovative project for GROHE AG.
- **2009 – 2013**
Expansion of the plant in Slovakia for the international client with a turnover of 11 mil. euros. Following implementation of the greenfield project - setting up a new factory over 46,000 m².
- **2014 – 2015**
Establishment of Wesconi in Slovakia. Implementation of LEAN projects, Toyota Kata and production management for car manufacturers, TIER 1 and TIER 2. Launch SAP BI business information system.
- **2016 – 2017**
Extension of services portfolio and implementation of turnaround and restructuring projects for international clients in the automotive industry. Implementation of ISO 9001: 2015 and ISO 14001: 2015. Being at the forefront of the market in providing services at the first and second leading levels via interim managers.

WHO WE ARE AND WHAT WE DO?

We are a German based company based in the central part of Slovakia - Banská Bystrica. We are implementing projects for leading suppliers and manufacturers in the automotive, engineering or technology industries in CEE region.

Our experts work in leading positions and departments in various departments such as: Board of Directors, Supervisory Board, C-Level, Plant Management, Finance, Quality, Production, IT, Supply Chain, HR or Industrial Engineering. Wesconi is collaborating with responsible and well-trained specialists with the necessary experience and education in the required fieldwork. The combination of internal and external experts enables us to provide the client with the right project team with the **necessary knowledge and experience anywhere in the world in short time.**

We have rich experience with the development of production and service companies at the international level. During our operations on the market, we have implemented various LEAN, Toyota Kata and Production Management projects for TIER 1 and TIER 2 vehicle manufacturers.

GREENFIELD & BROWNFIELD PROJECTS



Do you plan to extend your production and expand beyond the borders of your country?

Let us know your wishes with respect to implementation, budget and environment. Explain how your business is currently running and how you would like it to run in the future. Wesconi is familiar with the Slovak and neighbouring market and thus has access to appropriate existing ware-

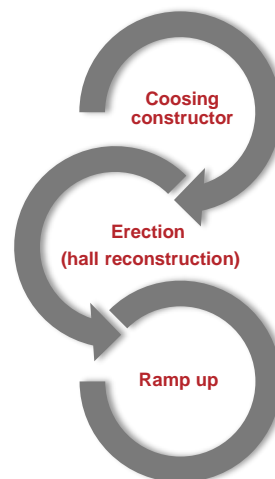
houses and potential property. We often have immediate access to the property via air or rail.

We will show you the regional features as well as what you should look for when buying or renting a particular property. Here, we preserve your interests and take responsibility for the later implementation and long-term collaboration.

We organise meetings with political decision makers and lay the foundation for a cost-effective, qualitative implementation within temporal and financial requirements. On request, along with our partners, we will take over the complete implementation. You will then receive a turnkey solution.

Services belonging to areas of Greenfield & Brownfield:

- Site Analysis
- Market Entry Service
- Site Construction
- Facility Relocation and Installation



PERFORMANCE IMPROVEMENT



Would you like to optimize production processes in your company?

Wesconi is focused on project realization and takes part on concrete solutions focused on production optimization in production companies, mainly in automotive and engineering industry. Our experts directly take part on

the issues in form of Interim management. External Interim manager brings the new point of view and problem solutions.

Services related to Performance Improvement:

Quality

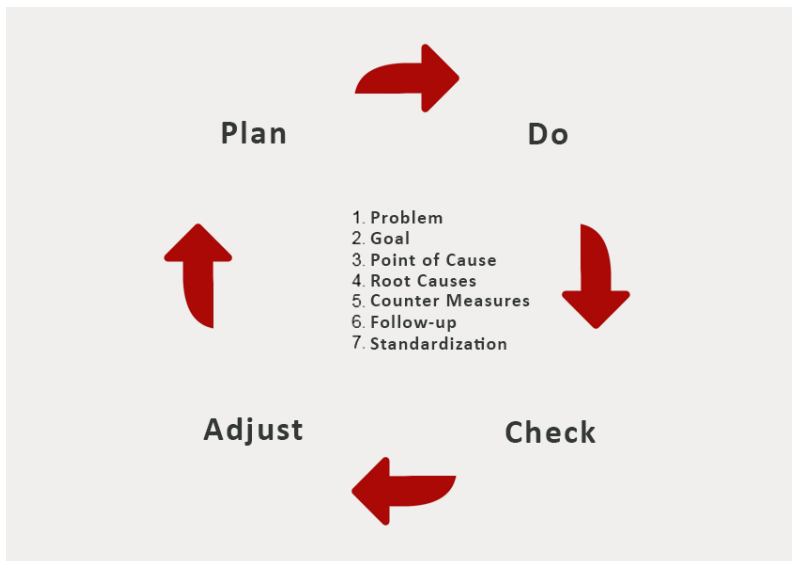
- Resident Engineering
- Audit Support
- Improvement of Capabilities

Production

- Process Optimization
- Ramp-up Management
- Bottleneck Management

Supply Chain

- Supplier Development
- Value Stream Management
- Lean Management



CHANGE & TRANSFORMATION



Digital innovations, new technologies, production restructuring or automation?

No matter what the background of your project is. Whether change, growth, new technology or optimisation, Wesconi has the necessary skills to support you in a successful implementation. This is the ideal situation for implementing external specialists who can also act as specialists within

interdisciplinary teams as well as ensure rapid implementation and thereby project success.

We are guided by the principle of the PMI (project management institute), one of the leading international organisations for the organisation of projects, but can also adapt to meet the needs of our clients.

Services connected to Change & Transformation:

- Location & Plant Management
- Restructuring / Reorganization
- Turnaround Management
- M & A Support
- Coaching
- Innovation Management (Industry 4.0 / Smart factory, E-mobility /CO2 reduction, Automation & Robotics)

EXPERIENCE

Wesconi works mainly with Tier1 and Tier2 manufacturers and suppliers operating in the CEE region in the fields of trucks, marine engines, rail vehicles, construction equipment, and power generation.

Projects implemented in the area Greenfield & Brownfield



- Construction of a new Slovak facility for metal processing of precision components, including a modern, expanded production/Greenfield project with focus on optimized workflow, 5S, and Lean. (Facility with first stage of approx. 5.600 m2 on a 23.000 m2 plot. Project implementation as a „first mover“ in newly emerging industrial area of the city of Banská Bystrica in Central

Slovakia. Coordination of construction activities in conjunction with local authorities as well as regional contractors and suppliers, including determining the first closure of the complete infrastructure, such as roads, power supply, communication links, etc. Project implementation including all approval processes, transfer and production start within planned budgets and on schedule.

- New installation and relocation of production facilities within the responsible sites or across borders in new factories in Central or Eastern Europe. Agreement of the complete PPAR and ISIR process with on-site customers and organisation. Installation of appropriate measurement technology and restoration of machining and processing capabilities. Reactivation of the auditing capability in accordance with ISO 9001, ISO/TS 16949 and ISO 14001 as well as the VDA guidelines.
- Support in the planning of new factories and production units. Focus on the subsequent realisation and implementation of production processes. Cooperation with the authorities responsible for construction and logistics. Definition of the basic parameters for the start of the bidding phase and localisation of potential partners for implementation. Construction management and protection of investor interests, especially for projects in Central and Eastern Europe.

EXPERIENCE

Projects implemented in the area Performance Improvement



- Further development of existing production processes according to common methods of CIP (continuous investment processes). Installation and application of effective control circuits, e.g. according to the PDCA principle.

- Successful reduction of scrap rates, improved tool life, increased system efficiency in accordance with OEE rating. Particular focus on plant efficiency through the reduction of downtime accomplished through optimised value streams, strategic batch-size planning, and quick set-up.

Continuous implementation of the improvements as well as implementation in the intensive stages of regeneration.

- Business expansion and optimization of KPIs according to the balanced scorecard concept. Optimisation of processes with the goal of maximum system utilisation and thereby development of the facility for leading companies in the group from an EBITDA standpoint.
- Implementation of ISO 9001, ISO/TS 16949, ISO 14001. Responsible units of up to > 570 employees.

Projects implemented in the area Change & Transformation



- Project management in the area of fittings and the sanitary industry. Management of innovation processes at leading companies in the world market. (Project name: GROHE VERIS). Implementation according to proven project management methods, compliance with principles of the PMI (project management institute) and

application of the stage-gate process.

- In the context, of project management, coordination of members from all relevant business areas, e.g. design, marketing, purchasing, production, supply chain and quality in five facilities (three countries on two continents). Demanding „Time to Market“ challenges and successful launch of the product family on the planned exhibition date.

REFERENZEN



CONTACT

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