



+

RESPONSIBILITY

+

AUTHENTICITY

+

COMPETENCE

# TECHNOLOGY + MANAGEMENT

Company Profile

## Our Values

+

RESPONSIBILITY

... your long-term partner

+

AUTHENTICITY

... trustworthy and genuine

+

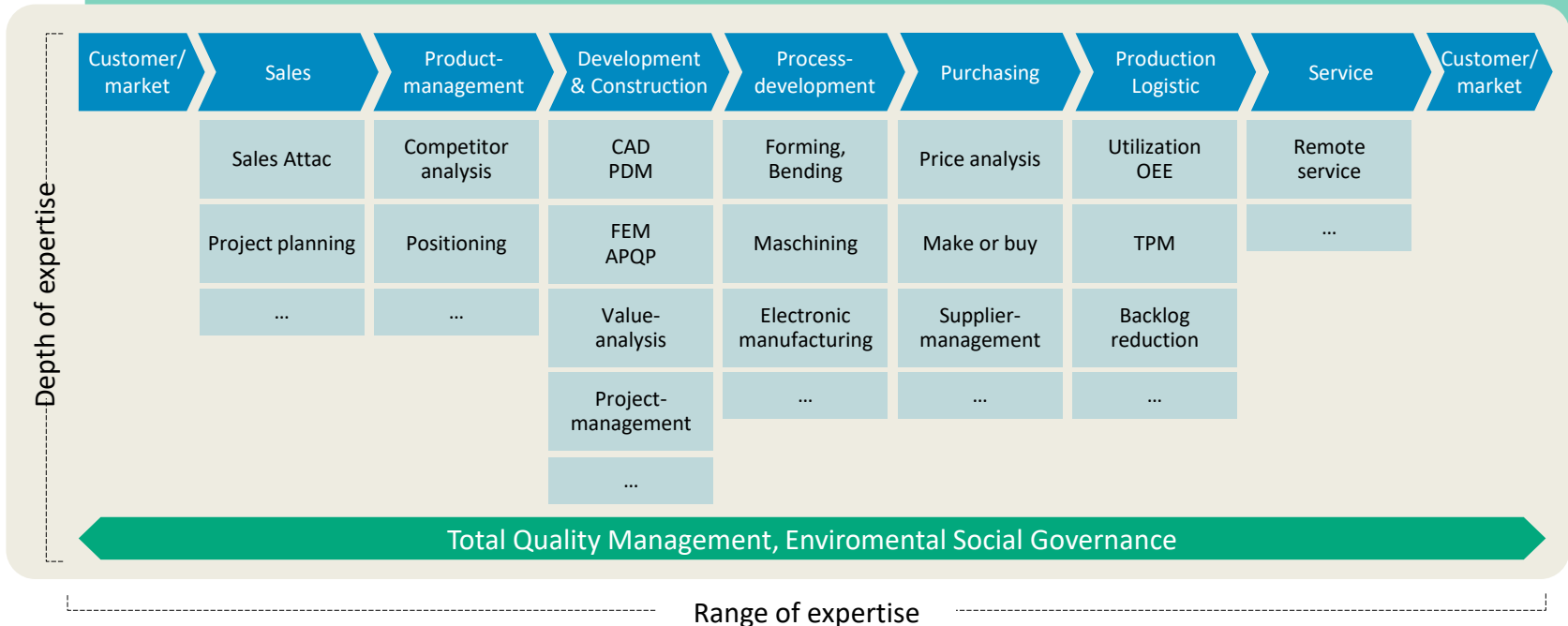
COMPETENCE

... the deciding factor

# Range of services: master complexity, avoid waste

→ increase yield

Coaching of the organisation up to assumption of temporary management positions,  
Creation of implementation plans AND their realization



## This is us ...

+

40

Engineers, Comercials,  
Technicians and master  
craftsmen

Long-term,  
thrustworthy  
partner relationships

+

2010

established

Sense of responsibility  
and goal-orientetd

+

>200

Projects

Doing /  
straight realisation

+

3

Active on three  
continents

Advice for medium-  
sized companies and  
corporate groups /  
concerns



# Our Business Model

We make it possible for technologies to enter the market – while providing companies access to innovative technologies



We synchronize the customer needs with technical opportunities



# Our Locations



Hannover

Berlin

Leipzig

Köln

Frankfurt Main

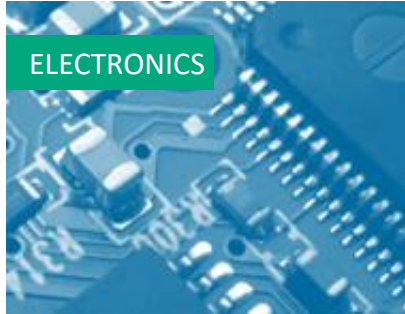
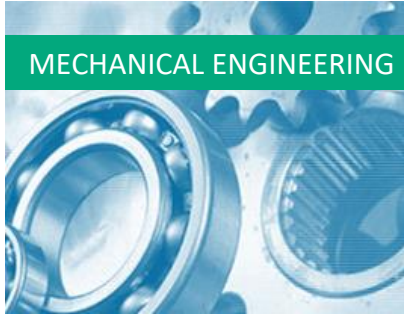
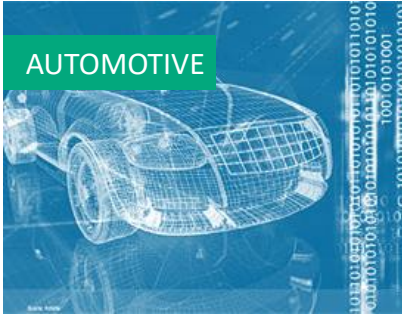
Grünstadt

Nürnberg

Freiburg

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# Sectors and References



# Our Clients` Fields of Action

## Market Trends



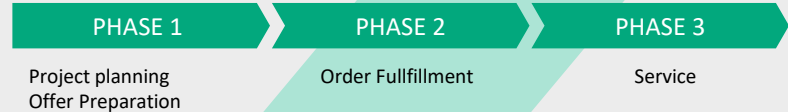
## Technology Trends



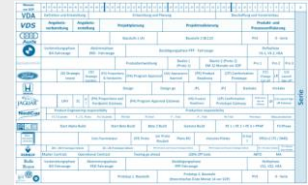
## Core Capabilities / Key Competencies

MAKE OR BUY ?

## Optimal Organization of the Order Fulfillment Process



## Product Development Base On Value Analysis Until Readyness For Serial Production





# Current Projects

Automotive

## Technology Control / Reject Reduction

With our support, the client successfully campaigned their new products (Business Development Project) and received enquiries and multi-year contracts for small batch series and volume models. Both the amount of rejects and the productivity are inadequate. Cost targets and sales goals could not be reached. Production processes (machines, tools, parameters and materials) are not properly regulated

Automotive

## Backlog Reduction

The client produces only 65% of the required and agreed upon amount with a 21-person shift system, 7 days a week, instead of with a 15-person shift system, 5 days a week. T+M will assess the procedures in the production, logistics and production-related areas, and will immediately intervene in the event of variances and stops errors. Project duration phase 1: 14 days, 24 hrs / day.

Automotive

## Backlog Reduction and Productivity Optimisation

The client produces only 2000 units instead of the planned 3000 units per day. SAP skills are not adequate enough to ensure efficient and economically advantageous operations. The entire internal supply chain as well as the 1st and 2nd tier suppliers have to be restructured and renegotiated

Automotive

## Factory Restructuring

The client would like to have existing approaches examined and any supplementary restructuring approaches needed investigated and evaluated. Subsequently, T+M should accompany the internal staff members and suppliers in the implementation of the agreed upon measures.

# Current Projects

Automotive

## Supplier Logistics: Planning and Organisation

The client would like to eliminate all activities that do not add value to their assembly company (Muda - the Japanese word for waste). Additionally, all components procurement and picking activities should be outsourced and reorganised. Aside from the physical logistics (site selection for the picking centre, shelf and boxing systems, conveying systems, lifting machinery) and the IT systems (SAP, ...), the planning phase should also include work and time studies.

Automotive

## Transfer Concept from OEM to Supplier

A German OEM plans to further develop and physically integrate a new technology at an existing location. The added value previously located at the company will be outsourced to a system supplier. In this process, not only technological, but also logistical challenges need to be dealt with. T+M has created a detailed projection for the system supplier. In addition, all material flow, investment and staffing measures have been planned for and, on this basis, the offer was submitted to the OEM. T+M will accompany the implementation of this project by request of the OEM.

Automotive

## Flächen- und Aufwandsreduzierung / Erstellung modernes Logistiksystem

Ein global tätiger Systemlieferant möchte an einem seiner Standorte das Kompetenz-zentrum für eine Zukunftstechnologie aufbauen. Um dieses Projekt starten zu können, muss im Vorfeld Raum geschaffen werden. Dabei sollen gleichzeitig Potenziale in der heutigen Standortlogistik erkannt und realisiert werden. T+M begleitet zunächst die Planungsphase und unterstützt dann tatkräftig im Sinne eines Projektmonitorings die sehr kurzfristige Realisierung der umfangreichen Umbauarbeiten.

Automotive

## Communication of a New Payment Model

The client has developed a performance-oriented payment model and would like to implement it within the company. The executive management is uncertain whether the direct management, department heads and foremen can professionally communicate these changes, which would result in the desired effects. A communication trainer from T+M will individually instruct the foremen in this specific task, therefore ensuring the measure's effectiveness. .

# Current Projects

Automotive

## Technology Clarification

The client would like to clarify what influence future client behaviour, stricter legal requirements and new drive concepts (E-mobility) could have on the company's new technology. Furthermore, the client would like to know what effects the new technology for vehicle concepts - when influenced by lightweight construction - will have on new and future model generations.

Medical Engineering

## Procurement Strategy and Implementation

A manufacturer of dental systems wants to reorganise their procurement and purchasing processes. Multiple locations and the respective staff members have to be connected and a "trans-regional" purchasing system needs to be established.

Medical Engineering

## Strategy Validation and Implementation

The client has formulated a rough strategy "impulse technology for small, fast applications" and would like to prepare for the future with the help of a variety of specific, realisable scenarios. Potential scenarios will be strongly influenced by the results from outstanding negotiations with a major client.

The client would like to immediately implement the resulting points from the negotiation, which have been set in action plans. Furthermore, actual state analyses (production costs, retail price, profit margins, variable costs per unit, technology groups, etc.) for individual parts, components and finished goods should be conducted.

# Current Projects

## Electronics

### Quick Check Project Management System

Over the years the client has accrued an almost unmanageable amount of “open” projects. Visibility of the projects’ status is almost non-existent.

The new management would like to increase transparency in the areas of profitability, resource commitment, project duration and closure as well as for the existing need for action. Furthermore, a procedure should be developed and implemented for new projects, which meets these requirements from the outset.

In the next stage, the organisational structure should be adapted to these procedures.

## Electronics

### Assessment: Innovation Project for Market Attractiveness

The client has acquired patents and has begun to be active both technologically and on the market. Now the client would like to know how each market should be approached and which technology and marketing strategies are necessary in what dose in order to move from an “idea” to a sustainable and successful business.

Next to networking with the appropriate business partners and their companies, the client is interested in having T+M participate in the consortium where applicable.

## Mech. Engineering

### Market and Function Analysis

The client would like to increase their market share with a new product series, thereby considerably increasing the company’s profit margin. First, the market volume as well as the product requirements should be systematically increased. Subsequently, next to the economically efficient design of the product series, the marketing and sales processes as well as their organisation should be restructured.

# People

A network is only as good as the people who know how to use it.

This is our most valuable asset, which we nurture and develop to the benefit of our clients.



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