

General presentation

Business consulting - WHY

- Over the last years, experts in industry have worked together as a network and finally now joint together in 'ICC' as an association and consulting to offer the best service to our clients.
- European, American and Asian companies are our clients with the mandate to enhance their competitiveness, reinforce their product support, reinforce their engineering and management to their short and long term objectives for the international market.
- At the time when international business is based on rules that are becoming more and more complex it is absolutely necessary to have access to the growing market to the customers (OE's and Tiers) to complete, precise and current information in order to act quickly and make conscientious business decisions.
- ICC has the network of international contacts, in Europe, in North America, others giving us access to the kind of accurate and updated information needed to respond to our clients needs.
- We aim for our clients to be dynamic, growth and target focussed business people – and so we are!
- For the individual client(s), we implement a proven strategy to attain their objectives, which is outlined and cross checked to the lasted industry / market trends.

Business consulting - What

- We understand what makes the difference between a successful operation and one that does not attain the targeted objectives.
- We offer our clients to take it one step further, to play an active role in attaining those objectives by being on their customer front line.
We work close together with the managing team or owners of our clients to follow the strategy that we define together and partner in its execution.
- The outcome of our successful strategy is pursued with determination to give solid results measurable to our clients.
- Our considerable experience within the industry and reputed professionalism bring to light pragmatic solutions that enables our clients companies to maximize the return on their investment.

Business consulting - What

Our team of experts can provide a broad range of services from the design and development phase of your products to the manufacturing and product support aspects of your business case.

Research & Development

- Feasibility surveys & technology transfers – Innovation & Strategic alliances
- Personal recruiting & selection support
- CMMI deployment

Marketing & Sales

- Innovative start ups support
- Export strategy & Market research
- Business and strategic plan
- Business intelligence
- Personal recruiting & selection support

Program Management

- Risk Based Decision Support – Value Analysis
- Design to cost
- Support

Business consulting - Experiences

Over 25 years of experience in the Industries:

- Business relation and experience to European OE's
- Interior & Exterior products e.g. plastic molding, carbon fibre etc
- Stamping and forming tools and dies experience
- Assembly process and fixtures, laser and welding assemblies
- Design and Project management experience

International experience:

- North America (spec USA and Mexico)
- South America (spec Brazil)
- Asia (spec India, China and Korea)
- Mid and East Europe (Baltic States, Russia, Slovakia, Romania, Hungary,...) as well as all EU states.

Business consulting - Experiences

- **Experience of decision making processes at OEM's** in the field of product engineering, manufacturing process and production of vehicles down to the relevant automotive supply chain level.
- **Knowledge of key decision makers** within the CP/ Automotive Industry
- **OE's**
 - Tier I/II Suppliers
 - International Engineering Companies
- **Knowledge of the industrial structure supporting the global CP / Automotive business :**
 - Module and System Suppliers
 - Components, Accessories, Services
 - Raw Materials
 - Product Engineering – equipment and Machinery

Business consulting - Enlarge Business

- Identify and support on core business evaluation
- Identify potential profitable growth strategy and targets by:
 - region, product, process, technology
- Strategic Business Planning (strategic and organic growth)
- Implement these Strategic planning via Marketingtools:
 - Make or buy strategies
 - Benchmarking:
product, process, competition
 - Continuous improvement plan:
 - Human Resource Management change
 - Projectmanagement
 - Marketing and Sales structure
 - Business Case Development
 - Purchasing structure

Business consulting - Enlarge Business

Establish Sales and Image in a clients new target e.g. Europe:

- Location for sales, logistic or production
- Image update to meet European customers needs
- Organise and support trade shows
- Recrute key sales- and engineering talents in Europe
- Competitor survey and pitch
- Purchasing support
- Laws of the Business in Europe

Business consulting - Global activities

Our Network:

- Meeting with forums of CP/ Automotive specialists and experts on a regular base in Europe, North America
HR and Capital Investment relations
- Consultants associated in the following countries:
 - USA
 - Brazil
 - China
 - Russia
 - India
 - Mexico, Spain
 - France Germany Slovenia UK Norway Denmark Hungary Italy
 - Belgium
 - Switzerland

Business consulting

Thank You