

# TüCon Management

International Management Consultancy for:

- Purchasing
- Materials Management
- Supply Chain Management
- Business Development
- Interim Management
- Project Management

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# I. Introduction



**EDUCATION:** Dipl.-Betriebswirt (FH) (Business Administration Graduate, UAS)

**YEAR OF BIRTH:** 1970

**LANGUAGES:** German (native language)  
English (business fluent)  
Turkish (native language)

**INTERNATIONAL EXPERIENCE:** Asia (2 1/2 years)

Middle East (1 year)

Western Europe (3 years)

Eastern Europe (1 1/2 years)

**IT SKILLS:** SAP R3/ - AS/400  
Microsoft Office

## PROFESSIONAL EXPERIENCE

- Since 2010 Consultant/Interim manager TüCon Management
- 2008 – 2009 International project manager Moldware GmbH
- 2007 – 2008 Central buyer – KoKi Technik
- 2004 – 2007 Head of Technical Purchasing – Tekfor Cologne GmbH
- 2003 – 2004 Head of Sales – Moldware GmbH
- 1999 – 2003 Buyer – Faurecia Interior Systems

## INDUSTRY EXPERIENCE

- Automotive
- Mechanical & plant engineering
- Engineering
- Service

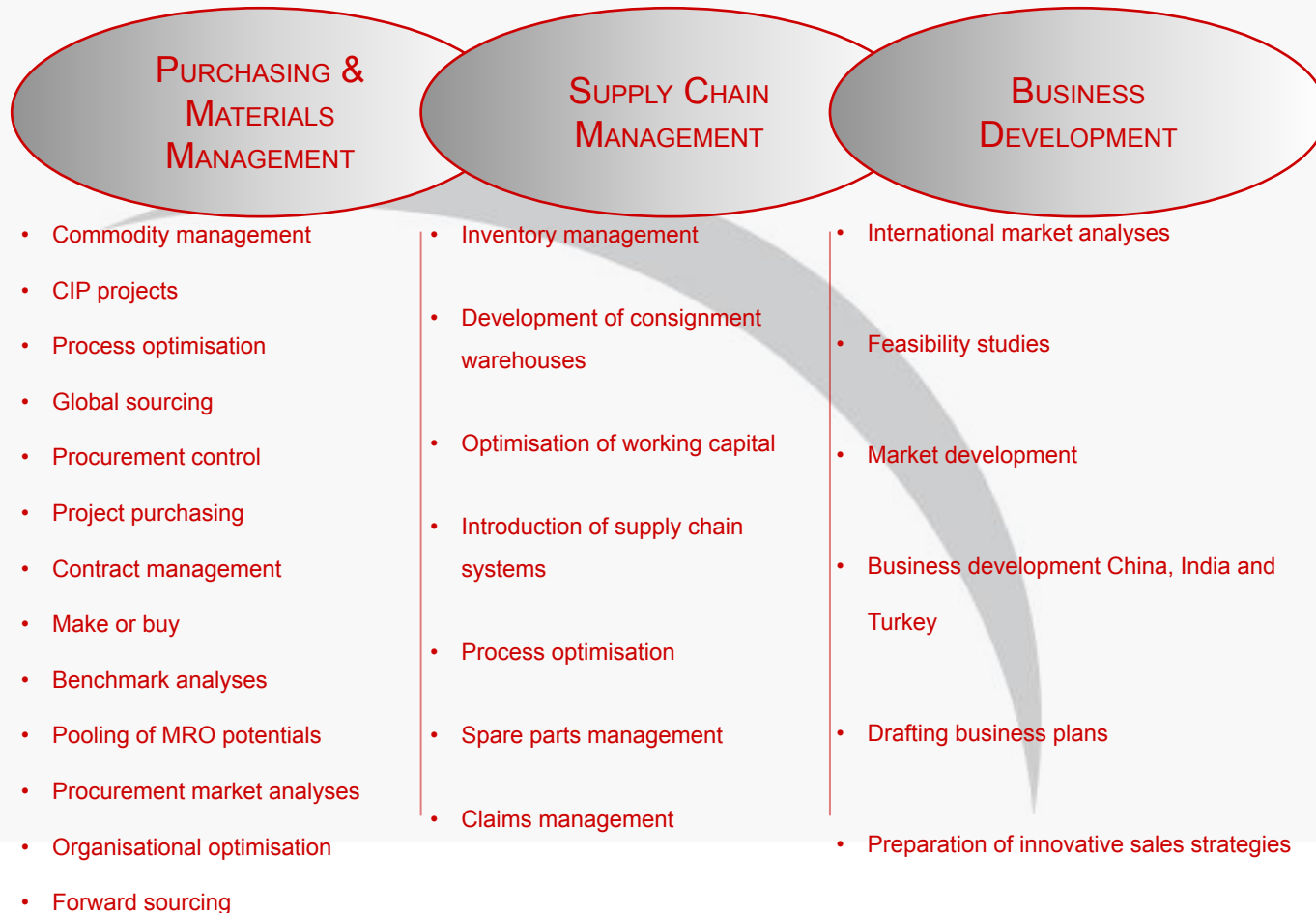
## CORE COMPETENCES

- Global sourcing
- Value analyses/CIP
- Process optimisation
- Make or buy
- Optimisation of working capital

## PRODUCT KNOWLEDGE

- Plastics processing
- High pressure die casting (aluminium/zinc/magnesium)
- Metal processing (punch & bending parts, forging, cold extruded parts)
- Mechatronics & electronics
- Software

# II. Consultancy areas



# III. Reference project

## Commodity Management

Conceptual consultation and permanent optimisation of product groups in due consideration of corporate targets as well as incorporating international procurement market strategies

### STRATEGIES

- Make or buy
- Supplier consolidation
- Value analyses
- Process optimisation
- Global sourcing
- Components management
- Benchmark analyses

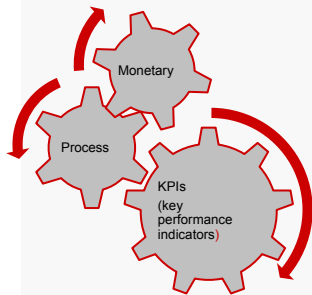
- PROJECT TYPE: Interim manager
- PRODUCTS: Plastics  
Steel  
Electronics  
Mechatronics  
Packaging  
Drives  
C-parts  
Tools
- BRANCHES: Seating technology  
Automotive interior  
Forging technology  
Electronics  
Mechanical engineering
- MARKETS: China  
India  
Turkey  
Eastern Europe  
Southeast Asia  
South America

# IV. Reference project

## Cost Reduction

Development and coordination of purchasing- or sales-specific CIP projects with regard to optimising in-company processes as well as the regulating capacity distribution and securing planned savings potential

### CIP PROCESS



- Identification and detailed description of problem areas
- Cause analysis and identification of optimisation potentials
- Preparation of a cost-effectiveness calculation
- Team building and allocation of responsibilities
- Implementation of projects
- Presentation of project targets
- Identification and development of the KPIs required for permanent control of achieved potentials as well as the monitoring of CIP processes

- PROJECT TYPE: Interim manager
- PRODUCTS: Plastics  
Steel  
Electronics  
Mechatronics  
Packaging  
Drives  
C-parts  
Tools
- BRANCHES: Seating technology  
Automotive interior  
Forging technology  
Electronics  
Mechanical engineering
- MARKETS: China  
India  
Turkey  
Eastern Europe  
Southeast Asia  
South America

# V. Reference project

## Forward Sourcing

Development and implementation of procurement strategies for new product generations during the conceptual or pre-development phase to secure existing and future production and materials technologies as well as international procurement markets

### STRATEGIES

- Design to cost
- Components management
- Target costing
- Simultaneous engineering
- Benchmark analyses
- Make or buy
- Modular/system sourcing

- PROJECT TYPE: Interim manager
- PRODUCTS: Plastics  
Steel/pipes  
Electronics/sensors  
Mechatronics/magnets  
Drives  
tools
- INDUSTRIES: forging technology  
plastics processing  
electronics
- PROCESSES: forging  
deep drawing  
high pressure die casting  
cold extrusion  
machining  
punching
- MARKETS: Europe  
Turkey  
Southeast Asia

# VI. Reference project

## Global sourcing

Developing and implementing global sourcing strategies for European and South American production plants, taking potential corporate synergies into account concerning conditions as well as securing the entire supply chain in the regions

### STRATEGIES

- Optimisation of international flows of goods
- Covering local content requirements
- Pooling of global requirements
- Procurement market research
- Identifying innovative technologies
- Sourcing Asia/India/Turkey
- Relocation of production facilities



- PROJECT TYPE: Interim manager
- PRODUCTS: Plastics  
Steel components  
Electronics  
Mechatronics  
high pressure die casting  
tools  
Steel/polymers
- BRANCHES: Seating technology  
Automotive interior  
Software
- MARKETS: China  
South Korea  
India  
Southeast Asia  
South America  
NAFTA  
Europe



# VII. Reference project

## Business development

International project management for company start-ups and development of foreign project offices as well as the coordination and supervision of business development activities in China, Turkey and India

### PROJECTS

- Business development for software development in India
- Consultancy and coordination of business start-ups in Turkey
- Support and coordination of joint ventures in China
- Feasibility studies for setting up buying offices in Asia
- Sourcing and researching suppliers in India in respect of site relocation
- Competitor analysis for engineering and development services in Asia
- Consultancy and coordination of the procurement of plant and tools for the setting up of a facility in the Czech Republic

- PROJECT TYPE: Interim manager  
Permanent employment
- BRANCHES: Seating technology  
Automotive interior  
Software  
Engineering
- MARKETS: China  
Southeast Asia  
Turkey  
India  
Czech Republic
- DEPARTMENTS: Purchasing  
Sales/Marketing

# VIII. Reference project

## MRO – Indirect Materials

Optimisation of the value chain in the entire MRO purchase process flow as well as increasing productivity and cost-effectiveness in supply chain operations by deploying procurement synergies

### STRATEGIES

- Pooling of requirements
- Reduction of suppliers
- Development of consignment warehouses
- Introduction of C-parts management
- Development of supplier collaborations
- Optimisation of maintenance purchasing
- Spare parts strategies
- Tool management

### ACHIEVED POTENTIALS

- Optimisation of the number of suppliers by 30% for occupational health and safety, hydraulics and pneumatics
- Introduction of consignment warehouses for spare parts and tools
- Development and implementation of supply chain concepts for oils & greases, C-parts and spare parts
- Optimisation of internal transportation by up to 20% (forklift trucks/floor conveyors)
- Introduction of procurement processes for services and maintenance

- PROJECT TYPE: Interim manager
- PRODUCTS: C-parts
  - Oils & greases
  - Materials handling technology
  - Hydraulics/pneumatics
  - Occupational health and safety
  - Packaging
  - CAPEX/tools
  - Spare parts
  - Services
  - Maintenance
- BRANCHES: Seating technology
  - Automotive interior
  - Forging technology
  - Electronics
  - Design
- MARKETS: Europe
  - Turkey

# IX. Reference project

## Process optimisation

Optimisation of the existing process flow in Purchasing and Sales in respect of improving capacity utilisation and increasing cost-effectiveness by taking into account or rather adhering to SAP-specific workflows

### STRATEGIES

- Analysis and evaluation of department-related process landscapes in SAP
- Support and coordination of CIP projects
- Process consultancy and introduction of an SAP-based procurement and assembly process for sample and prototype components
- Preparation and implementation of work flows to optimise the processing of customer enquiries and quotations
- Consultancy and coordination of the reorientation of change management
- Planning and introduction of the controlling system as well as the necessary KPIs

- PROJECT TYPE: Interim manager
- PROJECT DURATION: ca 4 – 6 months
- LOCATIONS: China Germany  
Turkey
- AREAS: Materials management  
Sales/marketing  
Logistics  
Prototype construction  
Enquiry management  
After sales market
- BRANCHES: Seating technology  
Automotive interior

# X. Reference project

## Controlling Purchasing/Sales

Process oriented consultancy and development of controlling systems, identification and implementation of sustainable KPIs for Purchasing and Sales, taking into account group-wide planning, controlling and managerial tasks

### STRATEGIES

- Preparation and creation of business plans (Purchasing & Sales)
- Identification of key figures for lasting process control
- Introduction of flash reports to measure profitability, viability and liquidity in current projects
- Analysis and comparison of forecast figures with the current sales quantities and adjustment of selling prices
- Preparation of GAP analyses
- Reorientation and implementation of the controlling system as well as the necessary KPIs

- PROJECT TYPE: Interim manager
- PROJECT DURATION: 6 months
- LOCATIONS: Germany China  
Turkey
- AREAS: Materials management  
Sales/marketing
- BRANCHES: Seating technology  
Automotive interior

# XI. Reference project

## Optimisation of Working

### Capital

Analysis and evaluation of the existing business processes with regard to the length of time capital is tied up as well as identification of strategies to ensure liquidity and increase profitability

### STRATEGIES

- Optimisation of payment terms
- Claims management
- Contract management
- Inventory optimisation
- Introduction of consignment warehouses
- Optimisation of purchasing/sales conditions
- Improvement of delivery concepts

- PROJECT TYPE: Interim manager
- PROJECT DURATION: ca 4 – 6 months
- LOCATIONS: China Germany  
Turkey  
Czech Republic
- AREAS: Materials management  
Sales/marketing  
Logistics
- BRANCHES: Seating technology  
Automotive interior  
Forging technology  
Electronics

# Contact

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