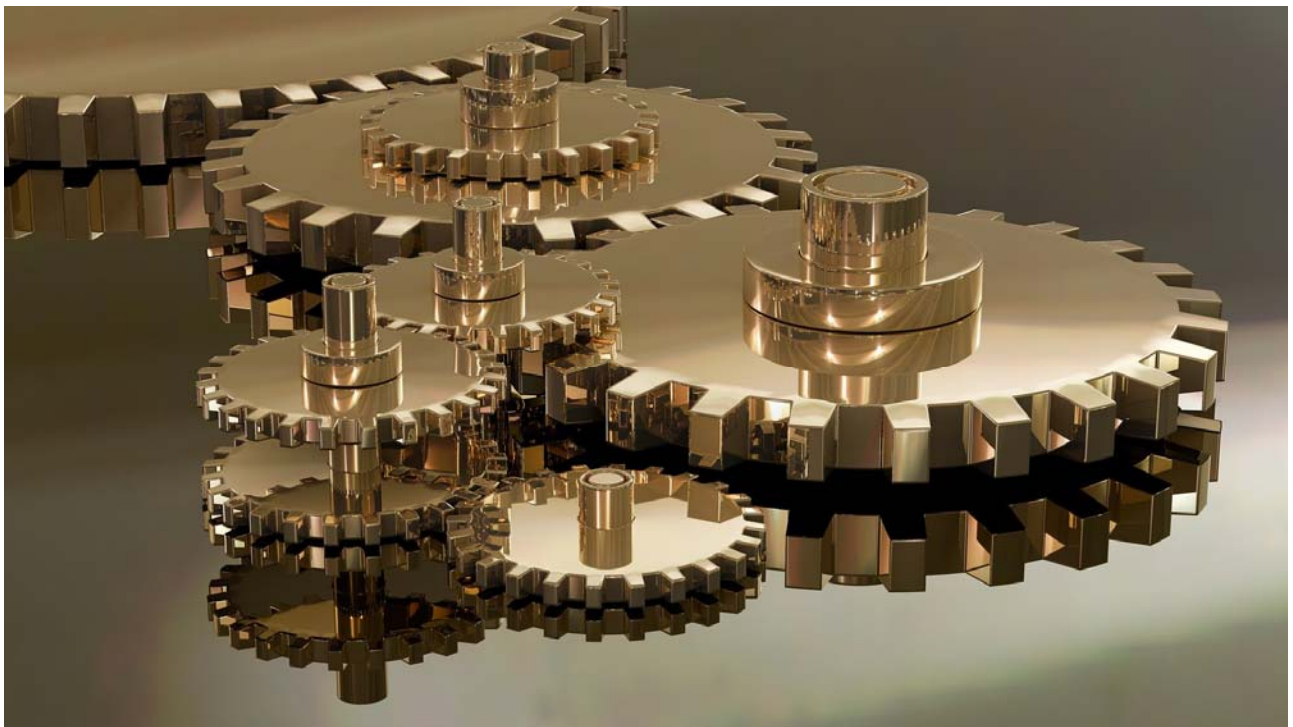


**DiWiTech – Dr. Dieter Pfannstiel**

**Consultancy for technical  
scientific and economic solutions**



## Dr. Dieter Pfannstiel



### **Vita:**

Date of birth: 11.11.1960.

Studied electrical engineering at the Technical University of Darmstadt with a focus on control and automation technology.

Scientific research assistant at the Institute for Control Engineering at the Technical University of Darmstadt under Prof. Dr.-Ing. R. Isermann, doctorate to Dr.-Ing.

Department manager in the area of research and development at Viessmann Werke in Allendorf.

Since 1997 self-employed and owner of the DiWiTech management consultancy for technical scientific and economic solutions.

Since 2013 BDSF-certified and according to DIN EN ISO / IEC 17024 certified technical expert for measurement, regulation, control and automation technology.

### **Our competence team:**

Our team consists of top specialists from various areas ranging from technology to business administration, such as: development, production, marketing, sales, finance as well as business administration.

Due to the many years of activity of our specialists in leading positions and areas in the industry, we bring the necessary practical experience with us.

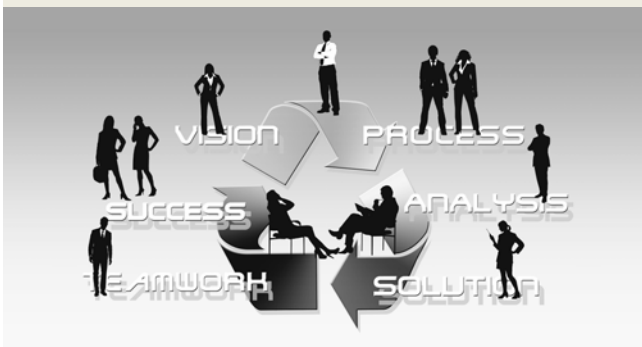
## Consulting-Engineers



### Our strategy

In the case of economic problems, companies are first viewed purely from the business side, and appropriate measures are then derived from this, e.g. savings in the research and development area, staff redundancies or other measures.

Business management problems are usually based on technical problems in production as well as organisational problems in the operational process. Business management measures may improve the operating result in the short term, but they do not solve the technical and organisational problems and thus do not lead to long-term success.



### Our team, our philosophy

We focus on technology without neglecting the commercial side. We therefore not only advise, but also successfully implement the concepts we develop in practice. Our team consists of top specialists from the various areas from technology to business administration. Therefore, our solutions are technically scientifically sound, practice-oriented and economical. This is how we always measure ourselves.

### The right solution for every problem

We look at the company from both the technical and the economic point of view (holistic approach). If the technical problems are solved, the production output and the product quality are also correct. This immediately improves the economic situation of the company.

## Business Analysis



### Basis of our consulting

Business analyses form the basis of our consultancy. Analyses specially tailored to the stakeholders show the strengths and weaknesses of the company. Together with you, we look at the situation of your company and compare the determined key figures with industry-standard key figures (benchmarking).



### Starting points for our consulting

Based on our analyses, we define the starting points for our advisory services. We use a wide range of research methods in order to be able to quickly make realistic and up-to-date statements about the economic and financial situation of a company or location. This is the only way to make reliable forecasts about the future development of the company.

### Our Analyses

- Company analysis  
Determines the correlations to the turnover, the cost structure, the liquidity and the structure of the financing of the company.
- Industry and market analyses  
Shows current developments and trends within an industry and depicts the existing market and competitive environment.
- Short appraisal  
Brief analysis of the economic situation and the market as well as evaluation of the company's planning and concept.
- Annual financial statement analysis  
Analysis of the company's current and future economic situation based on the annual financial statements or the auditor's report.

## Strategy consulting



### Holistic consulting approach

Flexibility and speed are decisive factors for companies today in order to keep up in the global market. In addition to flexibility and speed, the right strategy is of great importance.

Our holistic consulting approach is based on the experience of many completed projects in the last years / decades. Holistic means that we do not focus on one sub-area, but include all company units in the consideration, in addition to the right product, the optimal time of market launch, the sales strategy and marketing.



### Consulting as a concept for success

Entrepreneurs and companies that seek advice are more successful than others because new impulses come into the company through the advisor. With the right advisors and the right strategy, success is pre-programmed. It is important to recognise the opportunities that present themselves and to implement them accordingly. This is where we support the companies.

Developing the right strategy for a company requires many years of practical experience, competence and a feeling for the market and its development. We bring all of this with us, as our successes in the past prove.

### With the right strategy to success

Companies must always be on the ball strategically. Here it is important to act on one's own initiative in times of crisis in order to emerge stronger from crises and thus gain a competitive advantage. Attack is also the best defence here, just like in football. Only those who develop a new strategy in time to deal with changing conditions, or who already have one in the drawer, will always be among the winners, even in times of crisis.

## Turnaround- and restructuring consulting



### The way out of the crisis

Our specialists clarify technical, economic, financial and organisational issues in your company when it finds itself in an economically difficult situation.

We support you with our advice to restore your company's competitiveness and performance. To do this, we create a holistic turnaround concept, which will take you and your company furthest in the long term.



### We do not leave you alone

The best problem analysis alone is of no use to an ailing company if a solution strategy is not developed that can be implemented in practice and also stabilises the company in the long term.

We develop holistic solution proposals and successfully implement them in practice.

This implementation-oriented approach is our credo and also the secret of our success.

### Procedure

- Thorough analysis of the company's situation
- Determination of the crisis stage
- Thorough analysis of the causes of the crisis
- Statements on the continuation of the enterprise, solvency, over-indebtedness
- Drawing up a mission statement for the reorientation of the company
- Drawing up short-, medium- and long-term measures to overcome the company crisis
- Preparation of a well-founded statement on the company's ability to restructure on the basis of integrated restructuring planning
- Implementation of the measures in the company

## Risk management



### Business success through risk management

Fluctuating exchange rates, raw material prices and interest rates can unexpectedly take away the basis of commercial calculations and significantly influence business results. Professional risk management, however, makes the causes, correlations and effects of these risk factors transparent. In this way, market price risks can be controlled, managed in a targeted manner and the opportunities derived from them can be used for your company's success.



### Intelligent risk management

In addition to planning security and the hedging of binding rates, intelligent risk management offers you the opportunity to participate in a wide variety of price and rate developments on the foreign exchange, interest rate and commodity markets.

### We support you

We support you with our comprehensive know-how and a wide range of modern instruments, tailored to your individual hedging strategy and risk acceptance. We help you to systematically limit or completely eliminate currency, commodity price and interest rate risks, or at least to keep their liquidity-related consequences manageable.

## Interim management



### Innovative, flexible, and project-oriented

With interim management, the many different entrepreneurial challenges can be mastered in a goal-oriented and efficient manner.

We have sound, positive reference experience and provide new impetus to make strategic and operational decisions in consultation with the management.



### Interim management

- in the management
- in plant management
- in crisis management
- in project management
- in consulting
- coaching

### Our competence

Sound professional / academic education in the technical and / or commercial field

Many years of managing director / plant manager function, leadership and project management experience in senior management

In-depth industry and technical knowledge in a wide range of economic sectors

Entrepreneurial approach

Goal- and result-oriented work and leadership style

High level of social competence



## Project management



### Successful project management

Leading a project is a demanding management and leadership task. In addition to technical and methodological competence, the project manager must also have competence in dealing with those involved in the project. Today, project management has a decisive influence on the success of a company. With our specialists, we help you to successfully realise a wide variety of projects.



### Advantages of external project management

- Realistic estimation of the project effort
- Realisation on schedule and within budget
- Holistic concept for goal-oriented and efficient project management and project implementation
- Bridging the gap between consulting and implementation

### Project management support

- Professional advice or
- Implementation of the entire project or
- Taking over the project management

We evaluate the feasibility of projects in terms of

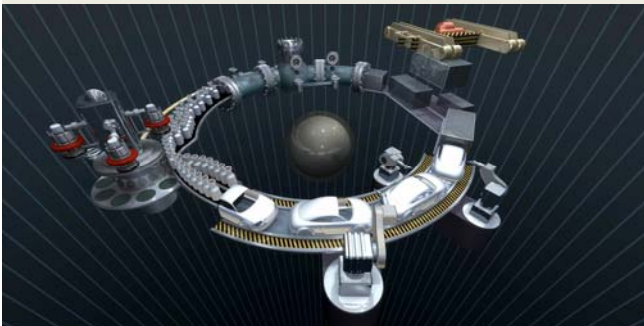
- economic efficiency,
- technology and
- time

## Production optimization



### Optimising production processes

With a trained eye for problems and a sure sense for inefficiency, we record the overall situation, weak points and potential for improvement. In doing so, we do not limit our activities and measures to manufacturing alone, but analyse the entire value chain within the framework of a holistic corporate approach. Potentials are thus systematically recorded and structured and then documented with measures, responsibilities and a deadline.



### Our competence

- Production design
- Technical and cost planning as well as realisation of production lines
- Automation of production processes
- Efficiency increase in manufacturing and process optimisation
- Determination of costs along the value chain
- Documentation of workflows for production relocation
- Solving quality problems in production
- Implementation of quality circles

### Goals of a holistic approach

- Operational functions should be performed close to the production process
- Focus on cross-departmental process optimization and continuous improvement process
- For a holistic view of the production process, new tasks and procedures must be defined for those responsible:
  - Preventive quality management
  - Planning of the production process
  - Optimisation of the production process

## Company transactions



### Company sell

In order to sell a company, good business planning with a clear strategy is necessary. It is the basis for the further procedure and the exchange of information with the interested party.

We offer competent guidance and support throughout the entire sales process in order to prevent the risk of unsuccessful attempts and irreparable damage to the company.



### Structured company search

You want to expand and to do so you want to add a new business field or a new division to your company. To do this, you are looking for a strategic partner or a company to buy.

With our structured company search, we help you to find the right partner or the right company for the purchase and also to integrate it successfully into your company or your group of companies afterwards.

### Succession planning

When it comes to succession planning, we support you in the:

- Search for and selection of a successor
- Development of a handover concept
- Preparation of the handover
- Completing the handover

We see ourselves as advisors who

- takes into account the needs of all parties involved
- pointing out possible solutions to the needs
- guides the parties involved through the entire succession process
- drives the succession process forward in a constructive and positive manner

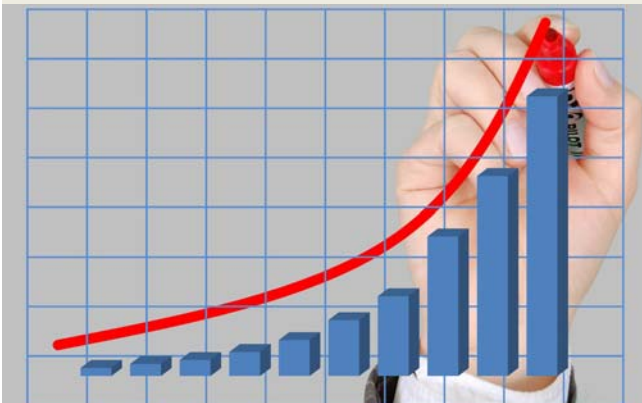
## Value enhancement programme



### Business optimisation

For most companies it can make sense to carry out a business optimisation prior to the sale of the company and to gear it specifically to the planned sale.

In addition to fixed assets, know-how and competence, the areas of marketing and sales also contribute to the valuation of a company.



### Strategy for value development

The better the company is positioned in business terms, the higher its attractiveness and value (selling price). A value development strategy project can thus be a worthwhile investment for the sale.

We analyse, work out ways and develop strategies for the future. We not only make your production more efficient, but we also make your marketing and sales visible and thus attractive to the buyer. This is how the value of your company can be successfully increased.

### Optimal purchase price target

If a company generates only low profits or even losses, it is necessary to improve the business situation in order to achieve an optimal purchase price.

A company with low or negative returns attracts few prospective buyers and the desired purchase price cannot be achieved.

## References



REFERENZEN

### **Cooperation is a matter of trust**

Therefore, we also treat our references confidentially and therefore do not state any companies for which we have been or are still working successfully.

Experience is available in various sectors:

- Automotive
- Railway engineering
- Electrical engineering
- Energy and supply engineering
- Energy service sector
- Foundry technology
- House and building services engineering
- Heating technology
- Air-conditioning technology
- Cruise ships
- Plastics processing industry
- Ventilation technology
- Mechanical engineering
- Wind power technology

# **DiWiTech**

Consulting-Engineers

**DiWiTech – Dr. Dieter Pfannstiel**

Consulting-Engineers

Am Guten Strauch 4

D-36287 Breitenbach a. H.

Phone: +49 (0) 6675-918851

Fax: +49 (0) 6675-918853

E-Mail: [D.Pfannstiel@DiWiTech-Pfannstiel.de](mailto:D.Pfannstiel@DiWiTech-Pfannstiel.de)

Internet: [www.DiWiTech-Pfannstiel.de](http://www.DiWiTech-Pfannstiel.de)

oer [www.DiWiTech.eu](http://www.DiWiTech.eu)