



Process optimisation

- ✓ Strategic direction
- ✓ Increase of turnover
- ✓ Optimisation of margins
- ✓ Cost-reduction
- ✓ Strategic purchase

We support you!

Team Engineering

Ihr Ansprechpartner für Osteuropa und Asien

Today's situation and objective

Our procedure

Current situation

Strategic Development

Increase of turnover

Optimisation of margins

Operational cost reduction

Reduction of purchase cost

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Today's situation and objectives

- Some companies have not yet exhausted their potential
- This may prove fatal if the competitors are more efficient
- An optimisation of the company process or a strategic new-alignment may often make sense
- The objective may be to increase efficiency by increasing the sales- and marketing activities
- Based on improved results, the company will be in a position to invest further into future activities

Our procedure

A crash-study can show the optimisation-potential. If necessary a detailed study can follow..

The crash-study complies:

- Elaboration of targets and the current situation with concentration of the core points of the company
- SWOT-analysis, analysing the bottlenecks and elaboration of a plan for short-term actions
- Development of a company strategy
- Development of a detailed action plan for intermediate actions
- Development of a time schedule

Assistance during the implementation

Current situation

Important points are:

- Turnover, markets, market-shares, competition
- customer structures, margins for products and customers (ABC-analysis)
- staff development, working hours, operation times
- Infrastructure, buildings and equipment, suitability and utilisation
- Processes, logistic-structures
- cost structure
- P & L, balance sheet
- Projects and investments
- Budget and forecast

Strategic Development

Important questions:

- which are the most important targets, which benefit is vital
- which products and performances will be offered in future
- which markets will be processed
- which industries and customer-segments are first choice
- which price- and margin-policy will be applied for our performance
- how will the loss of customers be prevented?
- How are new customers won?
- which is our staffing policy?
- which investments will be effected?
- which is the definition of the financial policy?

Increase of turnover

Characteristics and actions:

- which are the most important and which the less important customers (ABC-analysis)
- Analysis of the duration of the customer relations
- Reasons for loss of customers
- Number of new customers
- additional cost for new-won customers
- Intensification of market activities
- New markets, investments into export activities

Optimisation of margins

- Is the customer ready to pay more or can he get comparable products at lower prices?
- How does turnover change with increase or decrease of prices?
- Are there customers which purchase at too favourable prices, thereby not covering cost
- what are the effects on P&L with the changement of prices and quantities?
- How can margins be improved by adjusting prices and cost in order to get customers a better deal?

Operational cost-reduction

- Analysis of cost structure and subsequent reduction of cost
- Evaluation of unit cost, proportional and fixed cost
- Verification of working capital
- Evaluation of cost optimising potential and establishment of action plans

Reduction of purchase-cost

- Control of purchase-cost by means of an A, B and C analysis (random check)
- Implementation of an active and well positioned purchasing-marketing will lead to a decrease in cost
- Activities to improve the performance in purchasing can be:
 - *Value engineering*
 - *central processing of purchasing*
 - *Selection of suitable staff*
 - *Education of staff*
 - *new market opportunities / more suppliers and quotations*
 - *transparent comparisons of quotations*
 - *Application of negotiation-techniques*

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About Team Engineering

Team Engineering AG was founded in 1989. Our customers are small to medium sized enterprises in Switzerland and Germany.

Team Engineering AG disposes of a tight network of sales experts as well as mechanical and civil engineers around the world.

Team Engineering's track record manifests itself in their representatives, which are all internationally active and experienced project managers, sales managers and engineers.

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