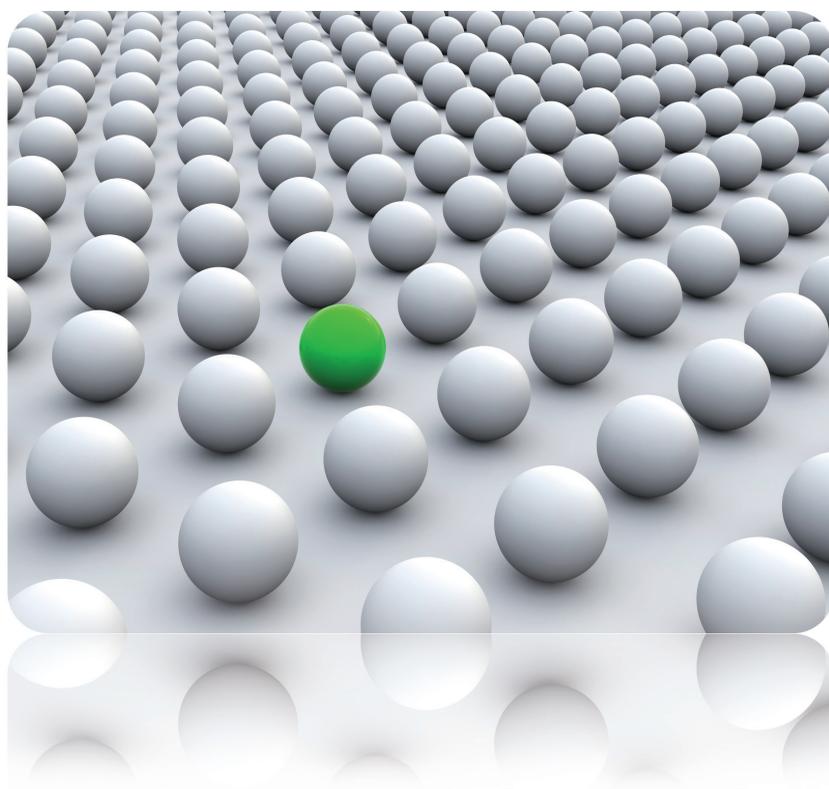


# LOGIKA focus solutions

We provide sustained support  
towards boosting revenues and profit margins



Our clients come to us for interdisciplinary optimisation requiring the help of an experienced and neutral project partner, which plays a helpful role in projects such as boosting revenues and profit margins in a business unit, business process optimisation, or resource adaptation.

## Our range of services:

### Strategy and the market

- Reorientation towards increasing margins, revenues and value added: markets, customers, product range, production locations, supplier structures
- Extending on customer proximity, customer portfolios and sales channels
- Production locations, capacity adjustment, supplying the market

### Product and solutions business

- Range management, product innovation, solution innovation, Industry 4.0
- Business expansion with new products and custom solutions; runup and startup management; expansion in the modernisation and service business
- Modularisation, standardisation, modules for performance enhancement and risk reduction; performance improvement in innovative development and preparation for market readiness with robust production processes

Our clients come to us for complex individual projects such as business activation and increasing turnover, plant and equipment availability and maintenance optimisation, and reducing throughput and delivery times as well as working capital.

### Business activation and customer benefit

- Increasing customer benefit using intelligent segmentation with appropriate service levels in delivery times, delivery reliability, services provided and similar
- Business activation based on customer benefit with growth in turnover and profit margins for customers and non-customers
- Reinforcing acquisition and sales performance using the LOGIKA business activation system

### Total production chain and supplier management

- Fast throughput and delivery times towards increasing customer benefit and reducing costs
- Stocking specific intermediates, inventory optimisation and high delivery availability
- Optimised work allocation with system suppliers and the entire supply chain as well as supplier development, optimising the total production chain
- Optimisation of manufacturing capacities, bottleneck management for faster throughput, machine optimisation and plant efficiency, capacity adjustment

It is crucial in the interests of our clients that we reach consensus on a compelling optimisation concept with all of the stakeholders, and achieve all the objectives, actions and commitments on schedule. These are the standards we would like to be held to.

### Order processing, planning and control

- Quotation management – risk-opportunity optimisation, order clarification and processing
- Production planning, optimising production batches and capacity allocation for the total production chain
- Production control, optimised plant availability, machine operation sequence and deviation control

### Organisational offensive

- Reducing complexity, optimising the entire value chain
- Integrated process design, consolidating activities, streamlining interdepartmental communication, optimising cross-divisional procedure organisation
- Adjusting resources and management structure

### Project management for the solution business

- Support in the investment business for quotations and project management, increasing likelihood of a favourable outcome by design optimisation, limiting risk by eliminating grey areas
- Project management for quotations, offer clarification and project implementation
- Project transparency, project controlling, claiming

