

SMALL AND MEDIUM SIZED ENTERPRISES START-UPS

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WHO WE ARE?

BW Consultants embodies a **young and dynamic consultancy firm** specializing primarily in the **automotive industry**.

Our **strengths** lie both in **large-scale production (OEM)** and in **niches** such as the **sports brands** of vehicle manufacturers, **motorsport** and **special vehicle construction**. Our customers naturally also include the **supplying industries**.

Our team deliberately consists of personalities who have a **long and relevant career in the automotive** environment or the supplying industries. This is where **we differ greatly from traditional consultancies**.

We focus on **practical experience** in order to be able to offer our customers **practical solutions with a high level of acceptance**.



Consulting Focus



OE Manufacturers



**Hypercars
Small Series
Special Vehicles**



**Automotive
Supplier**



Motorsport



OUR CONSULTING SCOPE

As BW Consultants, we focus on the central topic of operations and its key elements
supply chain management and procurement,
corporate quality,
manufacturing and production,
project management,
digitalisation,
the overarching corporate strategy and restructuring.



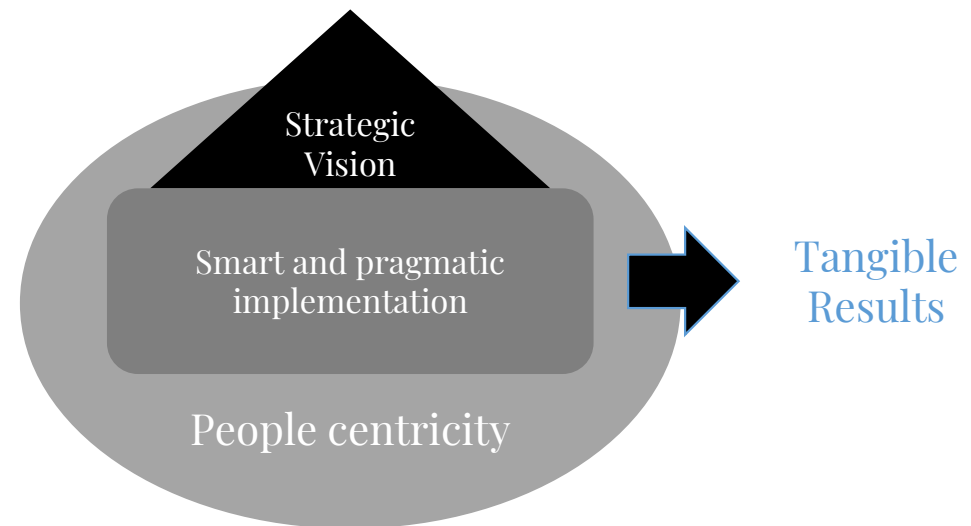
Our Consulting Approach

We see consulting as rooted in strategic thinking and driven by practical, solution-focused actions.

The core of our approach revolves around people, given that our collective success relies on close collaboration with our clients and their teams.

We believe that to reach our common goals, we need to inspire enthusiasm for our ideas and foster a genuine willingness to embrace change.

Solution-orientated – strategic in vision, pragmatic and strong in action!





Supply Chain Management and Procurement

- Procurement Elevation Program
 - Structure and process flow
 - Forms, documents, handbooks, specifications and standards
 - Cost analysis and cost workshops
- Sourcing support regarding complex and time intensive components
- Development of a suitable supplier structure
- Supply chain resilience programs
- Supplier management (audits and assessments)
- Taskforce management and resident programs
- Launch management
- Relocation management
- Industrialization
- Demand and capacity management programs and analysis
- Demand planning approaches including production and spare part supplies





Quality Management

- Quality Elevation Program
 - Organization, structure and process flow
 - Forms, documents, handbooks, specifications and standards
 - Methods: A3, Six Sigma, PDCA, FMEA, 8D report, KPI systems
 - Transfer to advance quality planning (APQP, PPAP) and integration into the product development process (PDP)
- Supplier audits following VDA 6.3 and 6.7
- Potential analysis following VDA 6.3
- Supplier management
- Relocation management
- Supplier development programs
- Launch management
- Industrialization
- Resident programs (process orientated)
- Support with your ISO 9001 or IATF 16949 certification





Operational Excellence

- Operational Excellence Program
- Development of a suitable production concepts (volume-adequate and scalable)
- Functional / agility and flexibility assessments
- Support within production- and warehouse layout planning as well as optimizations
- Industrialization
- Lean management programs and methods
- Taskforce management
- Shopfloor management
- Multi-project management
- Predictive maintenance
- Ramp-up Support
- Relocation management
- Launch management
- Interface management between operations and your ERP-consultancy





Project Management and Digitalisation

- Agile, structured and targeted project management
- Support alongside volume scalings
- Multi project management (Setup and structure as well as operational execution)
- Support in the development of precise requirements and solution profiles for digital concepts
- Implementation support for the introduction of software solutions in PMO function
- Project management digitalisation (status monitoring / workshop moderation / interface management between specialist departments and IT service provider)
- Realisation of ERP projects





Strategy and Realization

- Definition of strategy and realization
 - Analysis of the initial situation, influencing factors and all relevant parameters
 - Moderation of workshops
 - Support defining your Vision
 - Deriving a strategy for your company
 - Implementation planning and implementation (scheduling, moderation of working groups)
 - Review workshops
- Business model development
- Change management and organizational transformation
- Business transformation



Interim Management

Interim managers can
fill a temporary vacancy,
provide external inputs in phases of change,
contribute professional expertise to the reorganisation of departments,
guide internal replacements to the new challenges.

Our interim managers have years of experience in management positions in their respective areas of specialisation. As a result, they quickly familiarise themselves with their new role and benefit from valuable outside-in input. Uncomplicated contract terms and short availability and termination periods are decisive advantages. Our interims have solid management and project experience in corporate groups, SMEs and start-ups!

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