

Since the year 1994 **SQUADRA CONSULT** provides consulting services for

- Innovative companies that belong to technology-driven branches such as the automotive supplier industry, machinery, microelectronics and renewable energies industry
- Research organisations
- The public administration

in questions regarding technology, market and strategy.

Our name gains its meaning from two linguistic roots:

- *Quadrum* stood for *the adequate form* in ancient Latin
- *Squadra* is *squad, team* in today's Italian.

Our name is meant to express that a **SQUADRA CONSULT** team will develop the adequate form for our clients together with their staff, no matter whether in whole or in partial areas.

Of course, we are not able to do everything, but in some services we are particularly efficient and can prove that we have been successful.

In questions regarding *strategy* we assist our clients by, for example

- Analyzing markets
- Orienting sales channels to markets
- Defining core competencies
- Restructuring product and service portfolios
- Preparing partnerships
- Analyzing the prospect of acquisitions (technical due diligence)
- Validating location decisions in Germany and Italy
- Structuring spin-offs
- Validating the prospects of technologies and projects
- Elaborating business plans
- Head hunting in Germany and Italy

Regarding *operative tasks* we offer technical and personal assistance by, for example

- Implementing strategic concepts
- Reducing costs of products and services along the entire added-value chain
- Accompanying and moderating cooperation projects
- Assisting foreign companies in their projects in Italy (raising or restructuring a subsidiary, increasing the efficiency of sales organization and production, searching human resources, interim management)
- Assisting foreign companies in their projects in Germany (see items in Italy)
- Interim Management

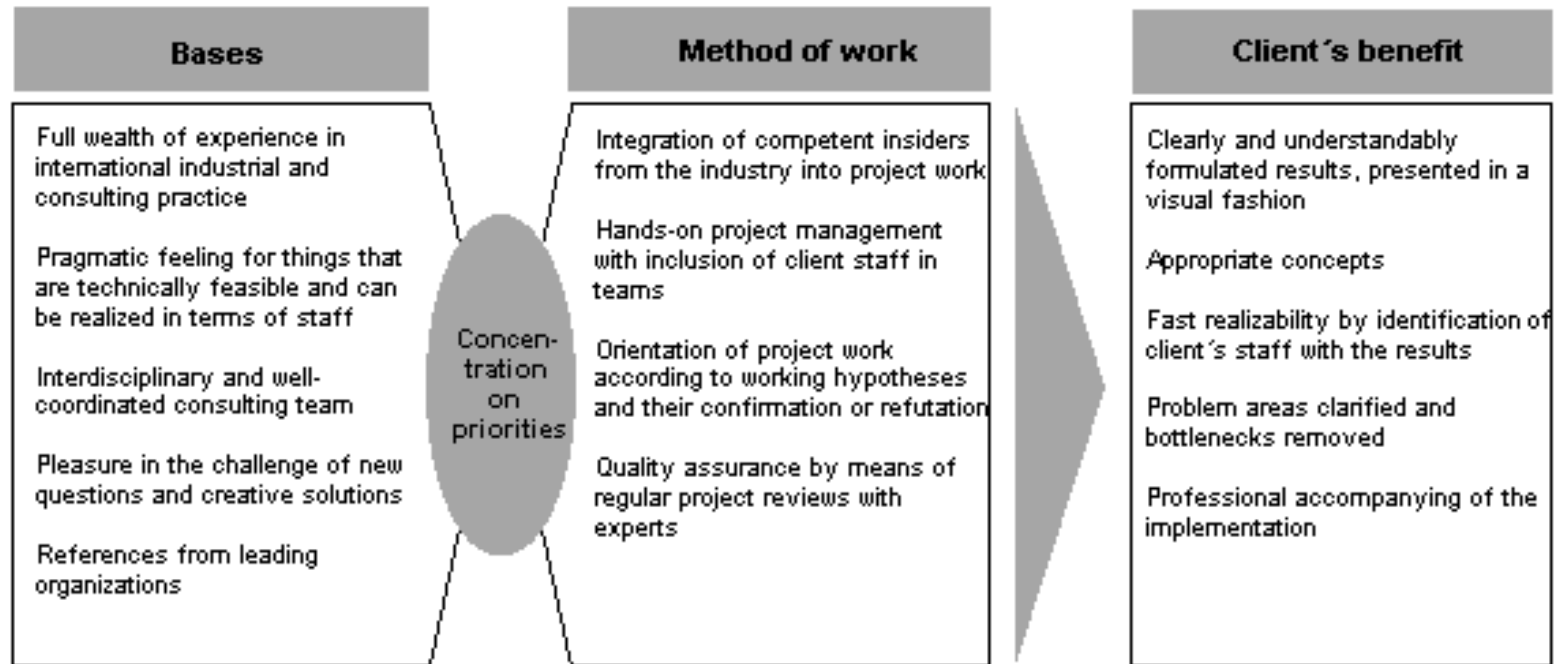
We derive our competence for the solution of the sophisticated questions from

- our team-oriented method of work which includes the staff of the client without which we would not be able to work out creative and yet feasible concepts
- the use of recognized experts which add their profound specialized know-how to the methodical consulting know-how of our permanent staff
- our combined experience with clients from industry, science and politics

The members of a **SQUADRA** team mostly have consulting as well as industrial managerial experience - often gathered abroad. They are able to assess markets realistically and to generate a realistic estimation of schedule and progress of industrial and scientific projects including their resources demand. Our practice-oriented approach of working with rather small teams enables us to complete the assignments in a comparatively short timeframe and at a reasonable expense.

Our special country competence for Italy is based on the fact that two of the members of our team have lived for years in Italy and have both managed several Italian companies. They are fluent in the Italian language and are very familiar with the Italian business culture, which is quite different to the English or German one. Our assignments and projects in different branches have formed an excellent network in the private industry as well as in the public administration.

## SQUADRA CONSULT: Key to Success



Did you identify points of reference for a cooperation?

We would like to get to know you personally and to discuss with you your problems and how we could assist you in resolving them. On such an occasion you can recognize our competencies and experience and can judge the benefit expectable for your organization.

At "contact" you can find the way to us.