

# PROJECT SEQUENCE



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## PHASE

- 1 PROJECT DEFINITION**
- Client's tasks
  - Study of the technical requirements
  - Determining client criteria
  - Defining aims

- 2 PARTNER FINDING**
- Revision of production possibilities of existing KGM Solutions production partners.
  - New acquisitions of production partners
  - Presentation of project partners
  - Technical proposal

- 3 CONTRACTING**
- **KGM as trader** >> orders are processed via KGM Solutions
  - **KGM as consultant** >> Support and Consulting Fee is decided upon
  - Contract configuration and establishment of contracts
  - Definition of the project team

**HANDING OVER TO PROJECT:  
KGM & CLIENT &  
PRODUCTION PARTNER**

- 4 PRODUCTION  
PROTOTYPE STRUCTURE - SERIAL  
TRANSMISSION**
- Documentation
  - Time Schedule
  - Technical Support
  - Protocol
  - Communication
  - Mediation

- 5 SERIES ACCOMPANYING**
- Establishment of the monitoring program
  - Innovation management



BRINGING PARTS TOGETHER

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# BRINGING PARTS TOGETHER

## “ KGM SOLUTIONS ACCOMPANIES PROJECTS.

OUR SUBJECT IS GENERAL MECHANICAL ENGINEERING. WITH OVER 30 YEARS OF EXPERIENCE IN THE INDUSTRIAL FIELD AND IN INTERNATIONAL PROJECT BUSINESS WE CAN SAY THAT: „WE KNOW THE NAME OF THE GAME!“

We make the know-how we have collected over the years available to our clients. True to our motto „bringing parts together“ we are the competent interface, when it comes to implementing successful projects.

Be it from the blueprint to serial production, or the expansion of existing production capacities. But we do not newly invent the wheel – the idea comes from our clients. We provide the solution.

### OUR COMMITMENT – YOUR BENEFIT.

- MECHANICAL ENGINEERING (STEEL CONSTRUCTION)
- MECHANICAL PROCESSING
- SURFACE PROCESSING
- PACKAGING & ASSEMBLY

## “ KGM SOLUTIONS ACCELERATES PROCESSES.

EVERYONE SPEAKS ABOUT INTERNATIONALISATION – WE REALIZE IT. IN TIMES OF VOLATILE RAW MATERIAL MARKETS, A LACK OF QUALIFIED WORKERS AND INCREASING SALARIES, PRODUCTION IN APPROPRIATE SITES AROUND THE GLOBE IS A BASIC PREREQUISITE IF YOU WANT TO REMAIN COMPETITIVE ON TODAY'S MARKET.

For companies with a high degree of innovation, not always an easy task – the projects and needs being as diverse as the permanently changing client's demands.

However they are able to concentrate on their core competences and core tasks, when KGM Solutions help them optimize their capacities.

### OUR CONTRIBUTION – YOUR FLEXIBILITY.

- EXTENSION AND CREATION OF PRODUCTION CAPACITIES
- SOLUTION OF (REGIONAL) LACK OF SKILLED WORKERS
- FIXED PRICE GUARANTEE INSTEAD OF UNCLEAR INVESTMENT COSTS
- DEADLINE GUARANTEE BY INCORPORATION OF OUR RELIABLE LOGISTICS

## “ KGM SOLUTIONS GUARANTEES SUCCESS.

THE TARGET IS DEFINED, THE PROJECT DRAFTED. DURING THIS PHASE THE PLANS ARE VAST, AMBITIONS STRONG AND MOTIVATION HIGH. DELAYS IN THE COURSE OF THE PROJECT DO HOWEVER IN ANY CASE LEAD TO AN ENORMOUS LOSS.

Do we achieve our set targets, on time and with the existing resources in either case? Do we need additional production capacities or could there be shortages in the purchased material?

KGM Solutions assists you with these concerns. Be it by means of consultation, taking-over of acquisition sequences or the handling of complete manufacturing operations.

### OUR EXPERIENCE – YOUR GUARANTEE.

- (OVERALL) LOGISTICS
- TENDERS, PURCHASE
- LEGAL CONSULTATION, CONTRACTING
- PARTNER MANAGEMENT