

# Kontaktwerk

Connecting Expertise



# Proven business contacts in the greater Stuttgart region

- The Federal State of Baden-Württemberg in the Southwest of Germany is one of the leading economic regions not only in Germany but in Europe.
- This is where Stuttgart is located with world-renowned companies such as Daimler, Bosch, Festo, Stihl, Porsche, Trumpf etc.
- The region has highly-reputed Universities and research institutes in and around Stuttgart, but also in Mannheim, Heidelberg, Karlsruhe etc.
- It is one of the most inventive regions in Europe and worldwide: some 135 patents are registered per 100,000 citizens each year.

# SMEs – economic champions in the Southwest of Germany

- Despite the presence of all the large companies, the economy of the region is in fact predominated by small and medium-sized enterprises (SMEs)
- Many of them are technology suppliers and partners of the local large manufacturers, and at the same time true export champions
- They are often family-owned and family-run
- They are extremely dynamic and innovative and have close ties with the local universities and research institutions.

## Kontaktwerk: connecting expertise

- Are you looking for reliable and innovative local business partners in one of the most dynamic regions of Europe?
- Interested to expand your business into this bustling region with a local presence or partner?
- Do you need innovative technology suppliers?

## **More than 150 partners – leverage your business with proven business contacts**

- Kontaktwerk has access to more than 150 partners – companies and professional individuals with proven expertise - in the greater Stuttgart region
- Technical service providers, engineering services, mechanical engineering, manufacturing, tooling, solutions to complex sourcing and manufacturing tasks
- Sales and distribution
- Consulting companies, translation, relocation, legal, software, finance, HR, recruiting, training

## Connect with us: **Kontaktwerk GmbH**



# Kontaktwerk GmbH

- Founded by Hanns-Robert Mayer in 2005
- Proven business contacts: Kontaktwerk establishes business links among companies, executives and professional individuals from small and medium-sized business backgrounds
- Time for your ideas: Personal coaching for individuals seeking new business and career challenges
- Events and personal exchange: Meetings and round-tables of experts

## Background H.-R. Mayer

- Born in Stuttgart in 1954, entrepreneurial family background
- Combined degree in business and engineering (Diplom-Wirtschaftsingenieur, University of Karlsruhe)
- 10 years in the machine engineering industry, for the most part in sales positions, 2 years in Japan and Singapore
- 5 years as management consultant
- Served as regional director of an entrepreneurs' association of medium-sized businesses for 10 years

# 10 reasons to connect with Kontaktwerk

## **1 Find qualified business partners**

Here you'll find experienced business partners who will support you with knowledge, services or manufacturing technology

## **2 Personal coaching**

Coaching of businessmen and women, directors and management executives contemplating new business and career challenges.

## **3 More than 150 cooperation partners**

Meet them at our events and have stimulating and informative discussions on current issues with interesting people from a range of companies and backgrounds.

## **4 Meet other experts**

Our events and round-table discussions provide a forum for exchanging experience and opinions.

## **5 Market presence abroad**

Thinking of expanding and moving into new markets? Harness our contacts and experience to boost your prospects of success worldwide.

# 10 reasons to connect with Kontaktwerk

## **6 Find executives and interim managers**

Connect with qualified and competent management executives.  
Find new members of staff or interim managers.

## **7 Company succession**

Looking for someone to take over or buy your business? Take advantage of our experience to help you find the right solution.

## **8 Sales, marketing and production support**

Benefit from an effective network of suppliers and service providers and valuable sales and marketing support.

## **9 Find suppliers**

For short-term support when you are operating close to capacity or as long-term partners with strategic objectives.

## **10 Proven expert knowledge**

If you're looking for services such as technical or industrial design or engineering expertise - you've come to the right place.

# Project examples 2012 (1)

- The **Comité Mécanique Alsace (CMA)** is a network of providers of mechanical parts and products. 15 of these companies were looking to establish direct contacts with companies from the south-western German region of Baden-Württemberg, in order to win new customers and/or cooperation partners. Kontaktwerk was the project partner who assisted them to do so in 2012: Translation of company profiles, consulting, business prospecting etc.
- Kontaktwerk organized a meeting to share experiences entitled: **China and East Asia – how to manage a branch and deploy staff**. The event was hosted by a medium-sized company, which has been operating manufacturing subsidiaries in Asia for many years. This one-off event on China and East Asia has turned into a regular exchange co-organized by Kontaktwerk under the title **Taichi Tea Time**. Taichi Tea Time takes place every 2 to 3 months at a Chinese tea house in Stuttgart and is a get-together of **business managers interested in Asia** and their partners.
- Several business managers and entrepreneurs appreciate **an individual exchange with Hanns-Robert Mayer** once or twice a year to reflect on their situation and the way they go about their business.
- A group of companies in **special machinery engineering** required mechanical parts either **as individual parts or in small batches**. A company in the Kontaktwerk network specializes in the **sourcing and manufacturing of spare parts** and maintains a pool of more than 50 manufacturing contractors. This company has now been engaged by the group to manage their sourcing requirements regarding special parts in small batch sizes.

## Project examples 2012 (2)

- A machine manufacturer was looking for **dealers / distributors for Belgium and the Netherlands**. A French Kontaktwerk member was engaged to find suitable partners. He had previously found suitable distribution partners for the machine manufacturer **in France**, and he has since then provided external support to them on an ongoing basis and also regularly reviews the cooperation with them.
- A manufacturer of measuring instruments was relying on the close cooperation with its trusted EMS provider. However, the owner of the EMS company intended to retire and close the business. Therefore, the instruments manufacturer had to review all available options to replace the source. This resulted in the close cooperation with a **technical sourcing specialist** from the Kontaktwerk network, who was entrusted with the project. From a total of more than 100 EMS providers screened, a shortlist of 3 companies remained that were visited and assessed by the client. Cooperation began with the 2 most suitable companies of the three.
- A Kontaktwerk member who is an **interim manager for sales** supported a newly-founded company offering manufacturing services (individual mechanical parts and spare parts) in marketing and prospecting.
- A specialized supplier in the field of testing and systems for the automotive industry wanted to develop a new device. Kontaktwerk introduced a **solution engineering firm specialized in the development of embedded software solutions**.
- A **trademark attorney** from the Kontaktwerk network provides legal advice regarding trademark law on an ongoing basis to an international manufacturer of foodstuffs and its affiliate.

## Project examples 2012 (3)

- A **highly specialized supplier** has been producing elements for machine engineering that have been used by manufacturers throughout the world for many years. Thanks to the technical uniqueness of the products it had not been a priority for the company to focus on **actively selling and distributing** the products abroad/overseas. An external project manager from the Kontaktwerk network now dedicates a day of his work a week to the business and systematically manages the sales of the company's products on selected **foreign markets**. The first step was to find suitable **local sales partners in Asia**.
- A medium-sized company operating a manufacturing **subsidiary in Brazil needed to recruit and place a new general manager locally**. A cooperation partner from the Kontaktwerk network in Brazil found the suitable candidate.
- A **French automotive supplier** wished to introduce to a German OEM a new version of a product that it had been supplying to the OEM for many years, but which had been optimized both technically and regarding costs. Two **translation providers** from the Kontaktwerk network organized the **very complex and difficult translation from French to German**.
- An EMS provider was looking for support in the **optimization of its production processes**. A **technical service provider** from the Kontaktwerk network that had previously optimized the company's purchasing processes was engaged.
- Kontaktwerk organized a **meeting to share experiences on: Rudeness in the supply chain**. The event was hosted by a **medium-sized automotive supplier** in the Stuttgart Region.

## Project examples 2012 (4)

- A **training company** from the Kontaktwerk network ran **management trainings and individual coachings** for the managers of a production supplier.
- An automotive supplier has the same company name as a much larger company and was confronted with a **lawsuit** and several complaints associated with this **sameness of name**. A **trademark attorney** from the Kontaktwerk network supported the supplier in cooperation with another specialized lawyer.
- A medium-sized company for technical products regularly uses an external **interim manager** on a day basis **who specializes in IT matters**. This interim manager was recruited by an interim management provider from the Kontaktwerk network.
- A **financial advisor** from the Kontaktwerk network supported a small manufacturing company in a restructuring process by means of "**financial coaching**".
- Kontaktwerk organized a meeting to share experiences on: **How to respond to demands for price reductions**. The event was hosted by a **family-owned company** based in the greater Stuttgart region.
- A medium-sized company with a **manufacturing subsidiary in China** looked for suitable **intercultural training** for two new managers who were about to be sent to China. A company from the Kontaktwerk network specialized in intercultural training for Asia organized the training.
- The special know-how of a highly specialized manufacturer of technical products lies in their manufacturing processes. An **engineering services provider** from the Kontaktwerk network was engaged as a consultant.

## Project examples 2012 (5)

- A rapidly growing joint venture company of two **automotive** corporations looked for **qualified support to organize their purchasing and sourcing processes**. A technical service provider specialized in automotive from the Kontaktwerk network provided a suitable specialist on an **employee leasing** basis.
- A small **manufacturer of metal parts** wanted to set up an **advisory board**. The objective was, among others: To be available to the management board as consultant, to guarantee the continuation of the business in cases of emergency. **Hanns-Robert Mayer** was appointed as one of two members to the advisory board.
- A **machine engineering** company producing large machine tools had been dissatisfied with its business performance in France for many years. A project for the **search of a suitable agent or cooperation partner** was initiated with a **French partner** from the Kontaktwerk network.
- A medium-sized company manufacturing measuring instruments for the automotive industry had **introduced SAP in 2011**. The implementation was fraught with problems partly due to the software company that conducted the first project, but also partly due to internal issues. Kontaktwerk introduced a **small software consultancy** specialized in SAP which took over in late 2012.
- A family-owned **company manufacturing sensor products** wished to set up a **manufacturing subsidiary in China**. The company, based in the south of Germany, looked for a **future general manager**, but did not want to use a recruitment agency or "headhunter", and therefore approached Kontaktwerk. It did not take long to find a suitable candidate through the Kontaktwerk network: the recommendation came from a managing director of the subsidiary of a medium-sized company already active in China.

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