

SUCCESS BY PROFESSIONALISM!

COMPANY PROFILE OF



BUSINESS & MANAGEMENT SOLUTIONS

Audited by State Ministry of Economic Affairs Vienna/Austria

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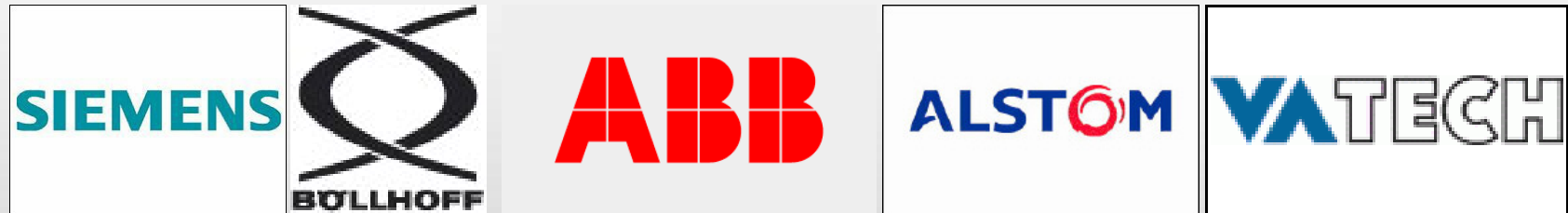
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www.kuzio-consulting.com

- **Competence Profile of Mr. Heinz Kuzio**
(Owner & Management Consultant)
- **Consulting Portfolio of KUZIO-CONSULTING**
 - Executive Consulting
 - Project Management of large scaled industrial Projects
 - Purchasing & Supply Management
 - Contract & Claim Management
 - Change Management: Organization/Processes & People
 - Human Resources Management
- **Seminars, training programs & inhouse consulting projects**

Competence Profile of Mr. Heinz Kuzio

**20 years industry-specific and practical management experience
based on best practices from global acting companies**



***We meet our Client's project requirements
in respect of time, costs and quality!***

Consulting Portfolio

KUZIO-CONSULTING is an international acting company and provides solutions for:

**Executive
Consulting**

**Project
Management
of large scaled
industrial
Projects**

**Purchasing
&
Supply
Management**

**Seminars
&**

**Contract
&
Claim
Management**

**Change
Management
(Organization/
Processes
& People)**

**Human
Resources
Management**

**Inhouse
Consulting**

Time and cost effective Consulting for our Clients!

Is your company on the right path to success?

- Improving top management is a key issue for leading organizations
- Leaders and employees are under tremendous pressure to
 - Reach higher performance levels
 - Reduce costs
 - Grow revenues
 - Create higher quality in the work environment and
 - Beat the competition
- A continuing learning process has highest priority
- It is necessary to start in the top management

We offer executives and top managers a wide array of training programs, seminars, coaching and consulting services!

Project Management of large scaled industrial Projects

Planning and implementation of professional PM including

- **Project / Line Organization ---> Matrix Organization**
- **Time Scheduling, Cost Calculations & Quality Assurance**
- **Controlling and Reporting**
- **Contract & Claim Management**
- **Project Management Tools**

Project Management has to be a core competence!

Areas of improvement potentials

Concepts, planning, implementation of strategies for the following subjects:

- ➔ **Cost reduction Programs incl. Six Sigma**
- ➔ **Supplier qualification, evaluation, classification and development programs**
- ➔ **Management of Strategic Suppliers**
- ➔ **E-Procurement**
- ➔ **Risk Management**
- ➔ **Controlling & Reporting**

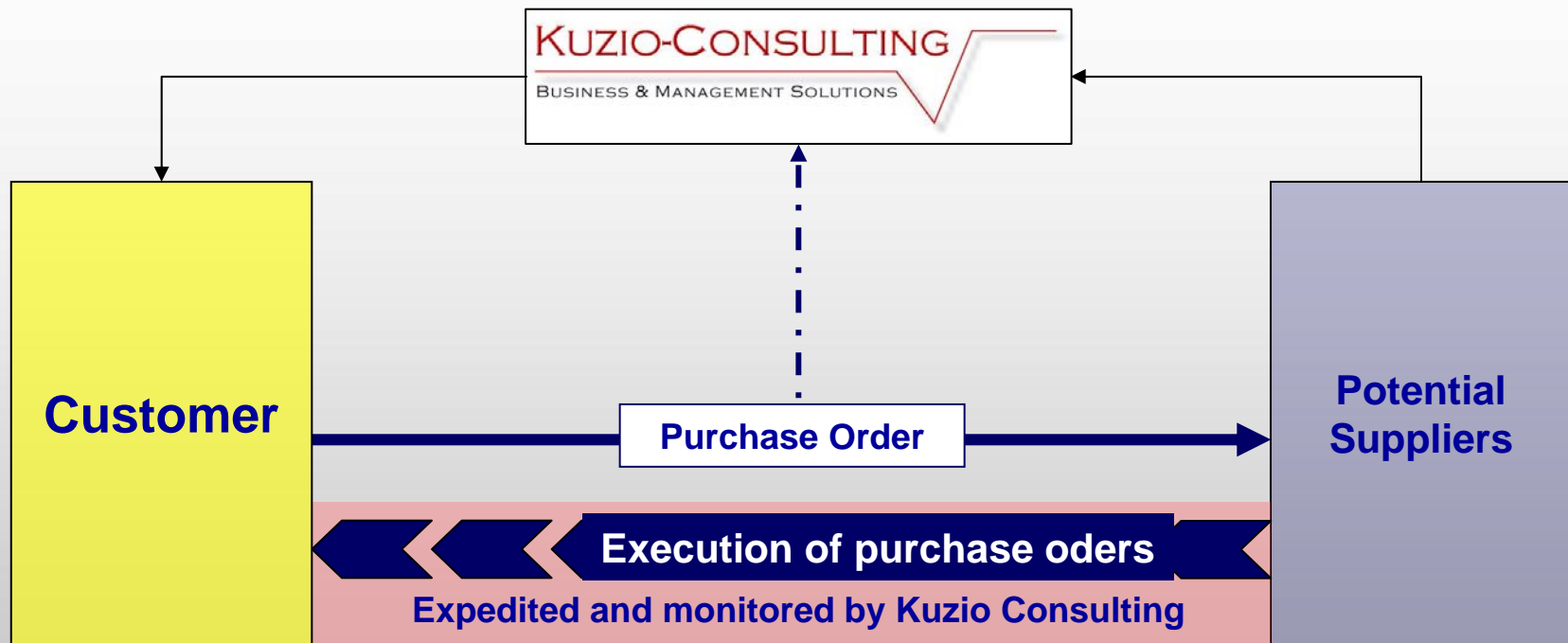
Cost reduction programs are successful!

Areas of potential improvements: Sourcing & purchasing processes from A to Z

- ➔ Forecast strategies
- ➔ Bundling of purchase order volume by commodities
- ➔ Requests for quotation
- ➔ Clarification & evaluation of proposals
- ➔ Contract negotiations with suppliers
- ➔ Contract & claim management

Very often many BASICS are missing!

Connecting Business Partnerships Customers/Suppliers



Tailored consulting for your business and its specific needs!
Flexible fee structure, based on placed purchase orders.

Objectives of Controlling & Reporting:

- ➔ **Visible Performance & Value of Supply Management**
- ➔ **Harmonization of Purchasing & Supply Management within the company/BU: Metrics, Controlling & Reporting**
 - Comparability across the locations/BUs
- ➔ **Requirements for cost and risk reductions:**
 - Transparency and metrics
 - Possibilities for volume bundling within the company/BU
 - Implementation and monitoring of “purchasing metrics“ during the project execution phase
- ➔ **Understanding and acceptance by all involved departments**
 - commitment and participation of everyone!

Elementary statements for Controlling & Reporting

1. You can't improve without transparency!
2. You can't improve without metrics!
3. You can't improve without measurements!

KUZIO-CONSULTING provides professional support for the whole range of contract & claim management

- **In the area of Contract Management we are offering**
 - **Creation and drafting of contract conditions**
 - **Contract negotiation**
 - **Contract management**
- **In the area of Claim Management we are offering**
 - **Claim assessment and review**
 - **Claim mitigation**
 - **Claim strategies**
- **Assistance in claim negotiations**

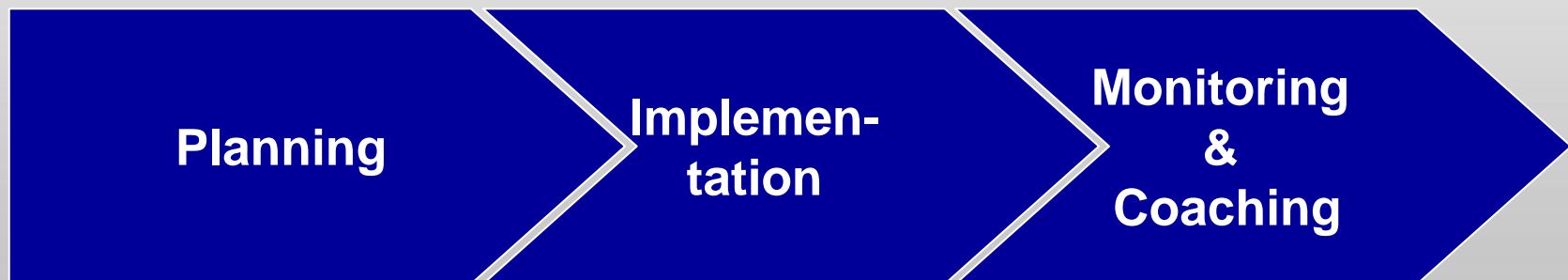
Change Management

Area no. 1: Change Mgmt. of Organization & Processes

Area no. 2: Change Mgmt. of People / HR

KUZIO-CONSULTING provides a professional planning and attendance of the whole change management process

Starting from the analysis of the current situation (SWOT-Analysis) until the end of a successful implementation and execution



***Creation of
Action Workflows based on Commitments from the people!***

Human Resources

Recruitment & Mgmt. Development

- **Management Development**
- **Executive Research based on Companies' Job Advertisings
(see also www.kuzio-consulting.com)**
- **"TOP Jobs": External Job Offers from our Clients
(see also www.kuzio-consulting.com)**
- **"TOP Candidates": KC offers Candidates' Job Applications to
Companies
(see also www.kuzio-consulting.com)**

***"TOP Candidates" are ready to start immediately!
No recruitment processes required!***

Seminars & Inhouse Consulting

From practice – for practice

KUZIO-CONSULTING offers Management Seminars and training programs for all areas of its consulting portfolio

One of our strengths is:

Translating and implementing global management techniques to small and medium sized companies

We offer:

- **Open Seminars**
containing general subjects - important for the most Companies
- **Company specific Inhouse Seminars & Consulting**

We got always very positive feedback from clients!

Why KUZIO-CONSULTING - ?

- **Due to our industry-specific and practical management experience:
Specific problems of your company will be solved in a professional way with best practices**
- **Mr. Kuzio has been described by clients as being**
 - "having the courage of telling clients as it really is"
 - "having a unique ability to quickly implement realistic solutions"
 - "a person with uncommon perseverance"
 - "having bold approaches to problems"
 - "people-oriented"
 - "street smart"
 - "a team builder"
 - "professional at all times"

***KUZIO-CONSULTING would be fully committed to you!
Therefore we are the right partner for you!***