



CONSULTING GROUP

Leading management consultancy in the area of maintenance and asset management

More than 25 years of experience. Over 200 sustainably optimized production sites/plants in recent years

Successful team of consultants led by experienced industry managers with a significant track record in the sectors

- Automotive
- Aircraft construction
- Chemicals
- Construction materials
- Food & beverages
- Life Science/ pharmaceuticals
- Mechanical engineering/ toolmaking
- Oil & gas
- Plastics processing
- Pulp & paper/wood
- Railways
- Semiconductors/ electronics
- Steel/metal
- Textiles
- Utilities

Proven implementation momentum with measurable results

**Inspiring solutions.
Implemented.**

Value oriented Maintenance/ Asset Innovation

Improvement of O.E.E.
and cost efficiency



Value oriented Maintenance and Asset Innovation

Value oriented Maintenance is the base and driving force for the success of a company. Depending on the industry sector and the investment intensity up to 60 percent of the total production cost are directly or indirectly contingent on the efficiency of the maintenance and asset management. However, current studies¹ show that many companies are still a long way from first-class maintenance and asset management.

Benchmark for top performance in maintenance

To define the action fields for a systematic optimization ConMoto has developed the MaintenanceScoreTest® which has been successfully carried out in more than 200 production sites in recent years. The five day long testing analyzes and evaluates maintenance processes, structures, and KPIs. The results are developed interactively by an interdisciplinary team consisting of management and shop floor staff. They provide a holistic view of the strengths and weaknesses. The resulting company-specific efficiency profile is then compared to 'best practice'².

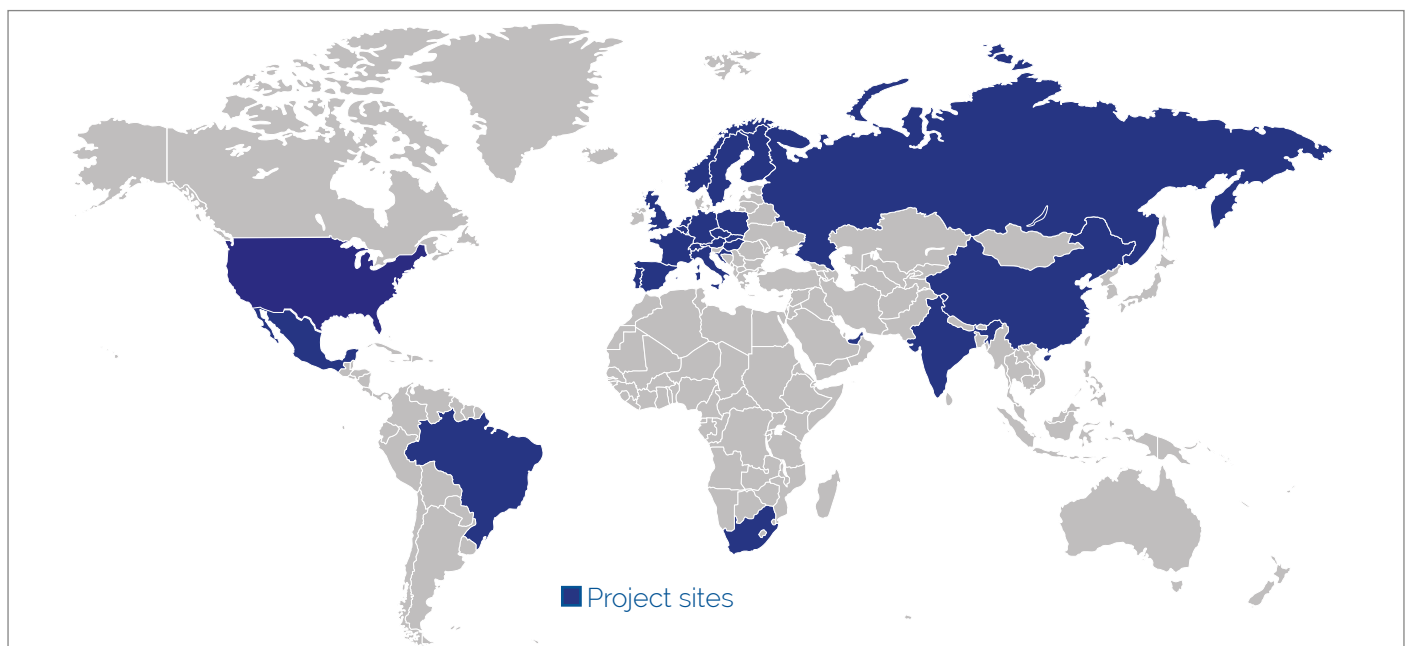
This comparison leads directly to industry-specific variables for improvement which can be evaluated reliably with core and comparison data. The results are quantifiable potentials for a targeted increase of the technical Overall Equipment Effectiveness O.E.E. (reduction of system downtime or production downtime costs, respectively), increase in reliability and process stability, decrease of maintenance costs, as well as reduction of capital requirements for spare parts and investments.

ConMoto has compiled proven practical solutions and tools for the particular action fields. They are used for a comprehensive change management and allow for a fast and successful implementation at the production sites. Besides the seven core variables maintenance strategy, in and outsourcing of services, order management, capacity planning and scheduling, spare parts management, operator involvement, KPIs and cost management, as well as shutdown management, there are additionally demand-oriented, accompanying variables. The aim is to establish a self-sustaining development in maintenance and asset management, i.e. the transfer of successful concepts and methods into the 'maintenance culture' of the company. Ultimately, the staff must be put in a position where they can operate in new and better ways, habituate and stabilize them in the long term.

Innovative plant design and asset management

On the way to best practice 'maintenance' gets replaced by a holistic asset management approach. In a first step companies are empowered to get more out of the existing plant and machinery capacities and, at the same time, to minimize their overall costs. In a second step a sustainable asset management is implemented with the necessary innovative strength.³ ConMoto Asset Innovation combines lifetime optimized plant management with innovative plant design. Besides focussing systematically on life cycle costs, the key point is the functionality of machinery and plants. Particularly in the investment intensive companies this is crucial to increase the company value added and secure their competitiveness.

Years of experience in on-site implementation on 4 continents



1) Findings of the ConMoto project and industry studies on Value oriented Maintenance and Asset Management

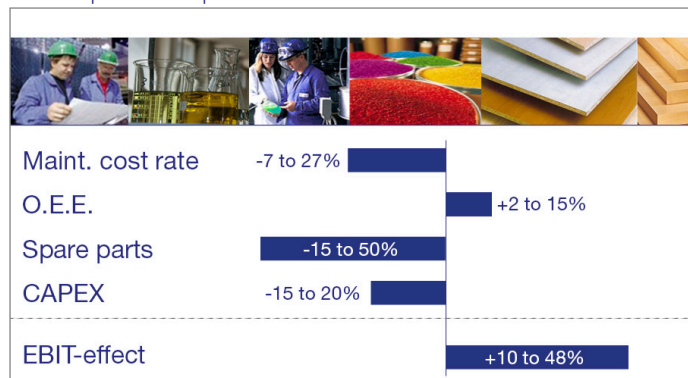
2) In order to objectively categorize the majority of maintenance systems, ConMoto developed the level model of Maintenance and Asset Management Excellence. This is based upon best practice experiences derived from successful projects with more than 500 industrial companies.

3) The asset management performance can be systematically analysed and evaluated with aid of the ConMoto AssetInnovationScoreTest®

Proven implementation momentum with measurable results¹

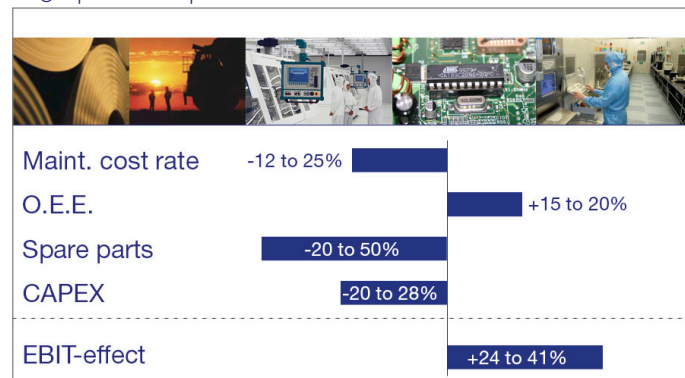
Process industry

>100 optimized production sites



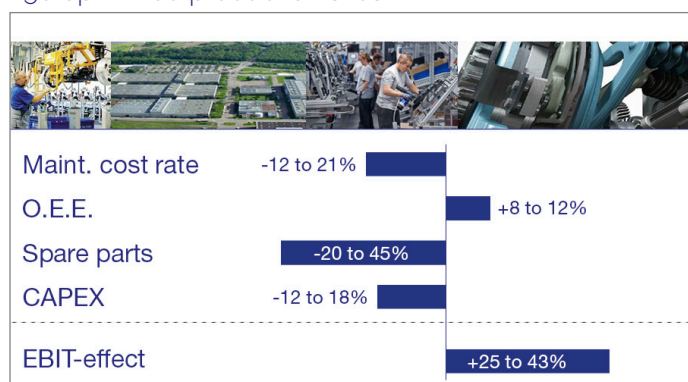
High-precision engineering

>25 optimized production sites



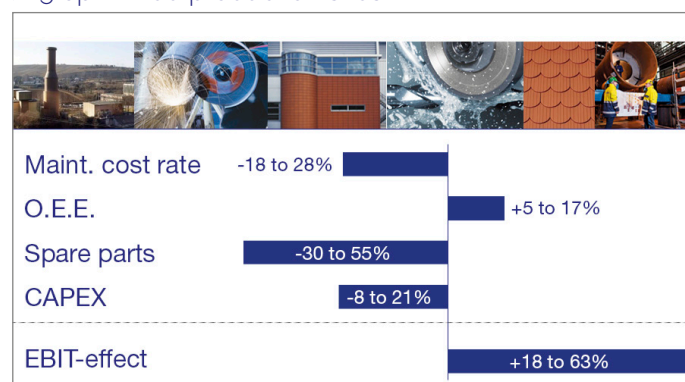
Automotive/mechanical engineering

>50 optimized production sites



Miscellaneous²

>25 optimized production sites



This is what our customers say about us

Clariant

Dr. Timm Plitt
Head of Maintenance, Werk Gendorf

'ConMoto addressed our concerns appropriately, and substantially furthered our development by providing advisory and expert inputs. We were particularly convinced by the momentum of implementation evinced by ConMoto.'

Mondi

Peter Putz
Technical Director, Kraft Paper

'What ConMoto has enabled us to learn over the last one-and-a-half years in our five Kraft Paper plants is impressive. This is the basis for the further development of our facilities over the next five years.'

Eberspächer Abgastechnik

Sidney Dingert
Head of Maintenance, Werk Neunkirchen

'With the help of ConMoto, we succeeded in systematically developing our maintenance in terms of its effectiveness and efficiency so as to make it future-proof. We were thus able to apply the ConMoto best practice methods and experiences to the specific concerns of our plants in a structured manner.'

Siltronic

Dr. Dieter Gilles
Plant Manager, Wacker AG, Burghausen

'ConMoto definitively assisted us in optimizing our maintenance and production activities in a targeted manner. Of particular note is the integration of content-specific new ideas, which were concertedly implemented in our wafer production facility at Burghausen.'

¹) Maint. cost rate = Maintenance cost rate (total maintenance costs ÷ indicated replacement value)

O.E.E. = Overall Equipment Effectiveness

CAPEX = CAPital Expenditure

EBIT-effect = Improvement of the operating result (Earnings Before Interest and Taxes)

²) Including construction materials, plastics processing, utilities, toolmaking

ConMoto expertise

Do you have heterogeneous implementation levels in your production sites/plants? We are experts in the sustainable implementation of measures for improvement and the establishment of a self-supporting development for your maintenance and asset management.

Do you consider 'learning' to be a strategic exercise that purports to counter demography and the shortage of skilled professionals? We offer you tailored approaches to training and a stabilizing shop floor management programme as the basis for sustainability and competitiveness.

Are volatility management and variabilization of maintenance services issues that are debated by your company's Executive Board? We assess the need to effect maintenance activities contingent upon the equipment availability that you require, and prepare scenarios for reduced, average and full utilization.

Do you wish to promote a targeted, product-specific development of your maintenance programme on the basis of differentiated portfolio analyses? We develop best practice decision

making processes focussing and professionalizing your maintenance program to manage and secure competitive advantages.

Are you pondering on the optimal time for re-investment? We evaluate the value-add of your existing cost-intensive assets and the interplay with your maintenance programme. This involves developing opportunities to systematically extend the life cycle of your machine and facility pool.

Do you plan to make significant investments in the global market, and are you on the brink of 'leaping into new worlds'? We have rich global experience in the establishment of future-proof processes and structures for your maintenance and asset management program in new locations.

Do compliance and the adherence to legal stipulations assume top priority in your company? We support you in developing and implementing integrated HSEQ (Health, Safety, Environment and Quality) management.

Your contact



Nils Blechschmidt

Managing Director
ConMoto Consulting Group GmbH
Managing Director
ConMoto Strategie und Realisierung

Tel.: +49 (0)89 780 66-114
Fax: +49 (0)89 780 66-101
Email: blechschmidt@conmoto.de

Nils Blechschmidt has been a management consultant since 1995 at ConMoto and since 1999 he is a shareholder of the company. He is responsible for the field of 'Value oriented Maintenance and Asset Innovation'. As an expert in this area and with well-founded knowledge of various sectors, such as the aerospace industry, engineering and plant construction, the car and component supplier industry, process industry (chemicals, steel, semi-conductors, pharmaceuticals, food), plastics processing industry and transport technology, he gives numerous lectures. Before his time at ConMoto, Nils Blechschmidt was employed as the Technical Head of an aircraft maintenance business for seven years. He completed his education as a Dipl.-Ing. (graduate engineer) in aerospace technology at the University of the Bundeswehr in Munich and gained his MBA at Henley Management College (UK).

ConMoto Consulting Group GmbH, Munich

Boschetsrieder Str. 6g
81379 Munich
Germany
Tel.: +49 (0)89 78066-0
Fax: +49 (0)89 78066-101

ConMoto Consulting Group GmbH, Stuttgart

Gerokstr. 11
70184 Stuttgart
Germany
Tel.: +49 (0)711 76779-0
Fax: +49 (0)711 76779-205

ConMoto Consulting Group Ges.m.b.H, Vienna

Schottenring 16
1010 Vienna
Austria
Tel.: +43 (0)1 5850274-0
Fax: +43 (0)1 5850274-11

ConMoto Consulting Group GmbH, St. Gallen

Notkerstr. 10
9000 St. Gallen
Switzerland
Tel.: +41 (0)71 2440871
Fax: +41 (0)71 2431881

ConMoto LeanSupport s.r.o., Bratislava

Na vřšku 8
811 01 Bratislava
Slovakia
Tel.: +421 (0)2 54413304
Fax: +421 (0)2 54410635

ConMoto Consulting Group, Charlotte

525 North Tryon Street
Suite 1600
Charlotte, North Carolina
28202
United States of America
Tel.: +1 704 4448446

business@conmoto.de
www.conmoto-consulting.com