



Industry-Insights Body manufacturer

What you can do to position yourself optimally for the future

Adapt to a new market environment in good time

In the recent past the order books of truck and body manufacturers have been very full, consequently companies were able to optimally sequence production orders in line with efficiency. Increased interest rates and leasing rates as well as economic uncertainty have led to a decline in sales for truck and body manufacturers. This is forcing companies to change course: the focus has shifted to selling their own production capacities to avoid cutting the jobs of highly sought-after skilled workers.

This paradigm shift requires the development of new business models. Resource allocation and budgeting need to be tailored strictly from the perspective of market and customer needs. Differentiation from the competition is achieved through higher speeds. Not the big ones eat the small ones, but the fast ones eat the slow ones. It is now important to react to the new market dynamics at an early stage to benefit from the new trends in the coming years with correspondingly flexible offers and production that is synchronized with demand.

Put your trust in ConMoto's more than 30 years of experience in the automotive industry in optimizing sales, production and value creation. Together with you, we take care of current issues such as bottlenecks in procurement or CO₂-neutral production.

ConMoto's approach has passed the practical test hundreds of times over. We implement concepts that take effect immediately and flexibly adapt your operational excellence to demand.

We Manage Change.

ConMoto „Fit-for-Future“ program for body manufacturers

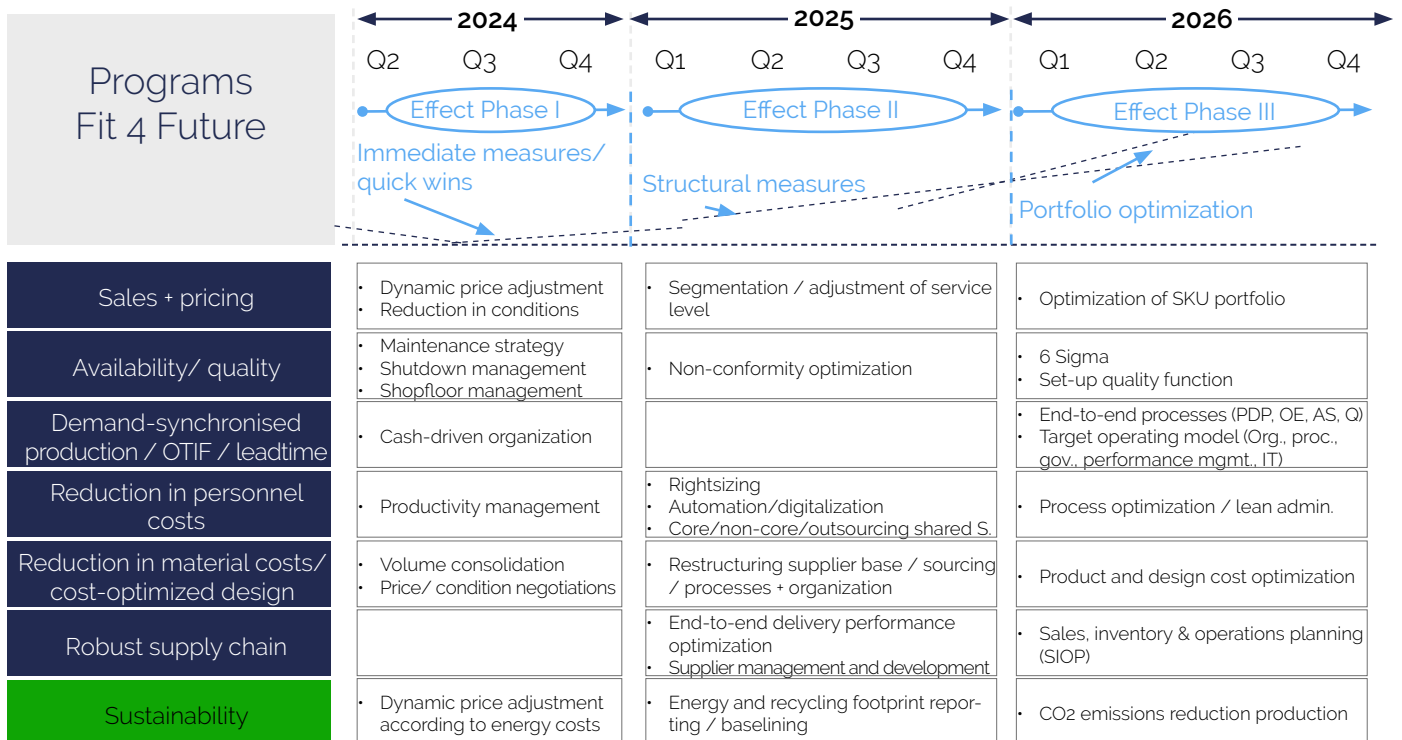
Current challenges

- Retaining your own specialists in the face of declining sales figures
- Supplier failures, disruptions and high costs in the supply chain as well as production down-times are increasingly becoming a reality
- Lower capacity utilization in production due to shrinking sales volumes
- High energy costs and increasing pressure to introduce CO2-neutral production processes
- Shortage of skilled workers with a high number of employees retiring at the same time
- Minimize stock levels while increasing the number of components and accessories

Objectives of ConMoto support

1. Process and system optimization with active supplier management
2. Ensure own delivery capability, bottleneck management, adjust safety stocks where necessary, increase productivity
3. Demand-oriented, synchronized end-to-end order processing management
4. Process simplification in sales, planning and production to increase productivity with optimized personnel deployment
5. Orientation of production towards sustainable energy use
6. Conversion of production processes for more flexible capacity utilization

Our approach in your industry



ConMoto supports your company with many years of expertise in the automotive sector. Together with you, we react to the significant market and supplier changes for truck and body manufacturers and develop value creation and growth strategies for a successful future using innovative consulting methods and data-supported analysis tools.

We look forward to talking to you and developing an approach tailored to your needs. Contact us!