

INTERNATIONAL CONSULTING COMMUNICATION

Business Development & Organisation

General Presentation • September 2025

Network & Association

Over the last years, experts in industry have worked together as a network and finally joined together in '**ICC**' as an association to offer the best service to our clients.

Our Mandate

- Enhance clients' competitiveness in global markets.
- Reinforce product support, engineering, and management.
- Align operations with short- and long-term objectives.

Market Access & Strategy

- Access precise and current information to navigate complex international business rules.
- Direct access to OE's and Tiers via extensive networks in Europe and North America.
- Implement proven, cross-checked strategies tailored to the latest industry and market trends.

Active Partnership

- We understand what differentiates successful operations from underperforming ones.
- Active role in reaching goals by operating directly on the customer front line.
- Close collaboration with management teams and business owners.

Solid Results

- Determined execution of joint strategies to deliver measurable outcome.
- Pragmatic solutions backed by extensive industry experience.
- Maximizing Return on Investment (ROI) for our clients' businesses.

Research & Development

- Feasibility surveys & technology transfers
- Innovation & Strategic alliances
- Personnel recruiting & selection support
- CMMI deployment

Marketing & Sales

- Innovative start-ups support
- Export strategy & Market research
- Business & strategic planning
- Business intelligence
- Sales recruitment support

Program Management

- Risk-Based Decision Support
- Value Analysis
- Design to Cost strategies
- Continuous operational support

25+ Years Industry Experience

- Strong business relations with European Original Equipment (OE) manufacturers.
- Interior & Exterior products (e.g., plastic molding, carbon fiber).
- Stamping and forming tools & dies.
- Assembly processes, fixtures, laser & welding assemblies.
- Design and comprehensive Project Management.

International Footprint

Proven global execution across:

North America (USA, Mexico)

South America (Brazil)

Asia (India, China, Korea)

Central & Eastern Europe

All EU Member States

OEM Decision Processes

- Deep understanding of decision-making frameworks at OEMs.
- Covering product engineering, manufacturing processes, and vehicle production.
- Extensive knowledge extending down to relevant automotive supply chain levels.

Key Decision Maker Networks

- Strong connections within CP / Automotive Industry:

OEs

Tier I / II Suppliers

Engineering Firms

- Industrial Structures & Systems:

Module & System Suppliers

Components & Raw Materials

Machinery & Equipment

Evaluation & Strategic Planning

- Identify and support core business evaluations.
- Identify profitable growth strategies by region, product, process, and technology.
- Strategic Business Planning for organic and strategic growth.
- Execute planning using modern marketing tools and "Make or Buy" strategies.

Benchmarking & Continuous Improvement

- Product, process, and competitor benchmarking.
- Human Resource Management change programs.
- Project Management & Business Case Development.
- Optimizing Marketing, Sales, and Purchasing structures.

Establishing Sales & Image in Target Markets (e.g. Europe)

- Selecting ideal locations for sales, logistics, or production.
- Image updating to align with European customer expectations.
- Organization and management support for trade shows.
- Recruiting key sales and engineering talents in Europe.
- Competitor surveys and pitch management.
- Purchasing support & navigating European business laws.

Network Engagements

- Regular participation in CP / Automotive specialist forums across Europe and North America.
- Strong relations with HR and Capital Investment partners.

Associated Consultants Worldwide

USA	Brazil	China	Russia	India	Mexico
Spain	France	Germany	Slovenia	UK	Norway
Denmark	Hungary	Italy	Belgium	Switzerland	

Thank You

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