

## ACA AT A GLANCE

Aerospace Consultancy Associates GmbH (ACA) is a team of internationally experienced management consultants with a proven track record, a multitude of skills and a wealth of implementation expertise.

Our clients benefit from:

- Our focus on medium-sized companies that supply low quantities of highly complex products to demanding markets.
- Holistic solutions across all operational levels, from diagnosis to implementation, boosting their capabilities.
- Streamlined processes and boosted productivity for increased customer value and profitability.
- The expertise of an established and effective team with long-standing cooperation in industry and consulting.



Above all, we support medium sized companies in international industries such as:

- aerospace
- mechanical and plant engineering
- rail transport and vehicle construction
- shipbuilding
- defence

## OUR REFERENCES

Our clients appreciate our accurate assessment of their current position and practical implementation of improvements.

Our experience includes:



Supporting the integration of a Franco-German merger in the defence industry.



End-to-end optimisation of the parts production process for a major aerospace supplier.



Boosting efficiency by streamlining processes in the purchasing organisation of a medium-sized company.



Crisis management and safeguarding of the production ramp-up at various aviation suppliers.



Coaching "The first 100 days" of the Chief Technology Officer of an international company in the rubber industry.



Introducing cycle assembly at a gear manufacturer.



Organisational and risk management concept within the creation of a new marine operations company



Optimising quality gates at a large mechanical engineering company.

Want to know more? Get in touch to discuss the challenges facing your business. We look forward to hearing from you.

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ACA is a member of the Association of German Management Consultants (BDU).



# EXPERIENCE DELIVERS

# OPERATIONAL EXCELLENCE

## CLIENT-RELEVANT RESULTS

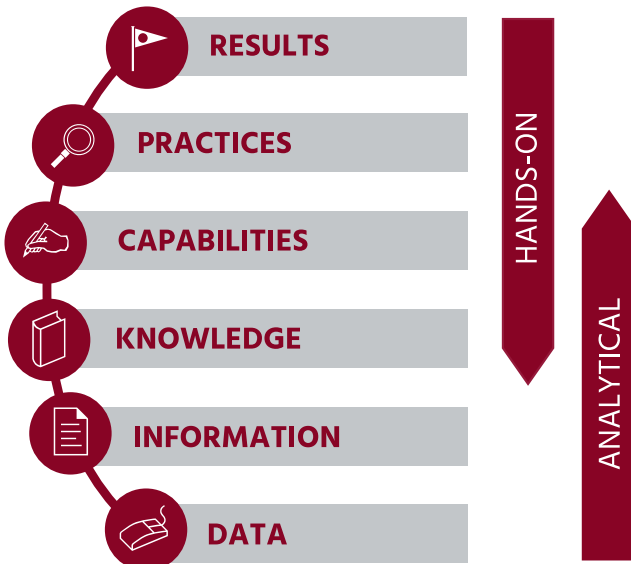
are the basis of any successful business.

Delivering on your **marketing and sales promises** helps you achieve measurable and recognised results. Combine this with efficient processes and managed costs and you have the key to **profitability**.

As Albert Einstein once said, "The definition of insanity is doing the same thing over and over and expecting different results." The path to success is paved with process improvements. Sometimes these improvements are born from large changes – other times small, sustainable steps.

When you do things better, you get better results.

We'll help you achieve your goals by identifying and refining your core capabilities, building efficient supplier structures, streamlining your processes and developing your employees.



# MEET THE TEAM

The ACA team brings a vast range of skills, expertise and experience to your project.

## BERT STEGKEMPER

*I've spent 20 years as an operations executive in the airline, aviation and rail business. I'm particularly interested in Franco-German cooperation, complex international supply chains and post-merger integration. I unite cultures and functions for better results, ensuring the businesses I work with are consistently customer and market focused.*

## STEPHAN BARLET

*I have successfully implemented strategy and culture-oriented personnel and change management from leadership positions and consulting projects. Let me show you how empowering creative, motivated and capable employees in the right structure can bring sustainable success to your company.*

## JOACHIM RÖDIGER

*Is your business going through change? Is your management system effective? I bring more than 25 years of experience in aerospace, automotive, defence and plant construction to the ACA team. I make sure every operational improvement is reflected in your bottom line!*



## ROLF-STEFAN SCHEIBLE

*Movement fascinates me! I bring operational experience in development, production and logistics from work at BMW, Airbus and Deutsche Bahn – together with crisis experiences in the aviation supply industry both at home and abroad – to the ACA team.*

## DR. THOMAS LEHMANN

*Many years of management experience in development, production and site management in electronics, aerospace and automotive have shaped me. As part of the ACA team I help clients to implement streamlined and efficient processes, and to see for themselves the value these bring to the manufacturing cycle!*

# ACA QUICK CHECKS

## 1. OPERATIONS' HEALTH

- Examine your operational strategy and contract implementation
- Identify and assess actionable steps for progress and improvement
- Implement sustainable changes to improve customer satisfaction and financial success

## 2. FINANCIAL HEALTH

- Assess your current earnings and liquidity situation, taking major orders, projects and operational problems into account
- Analyse and define of a future framework for action, and monitor implementation

## 3. INTEGRATED QUALITY MANAGEMENT

- Examine your QM system in relation to your processes and corporate culture
- Compare the findings to customer expectations and regulatory requirements
- Take steps to recognise the value that quality management adds to your business

## 4. HUMAN RESOURCES

- Analyse your existing personnel management
- Evaluate and present an action plan that takes into account urgency, contribution to corporate success and scope of implementation
- Increase the effectiveness and efficiency of your personnel management

## 5. SUPPLIER POTENTIAL

- Evaluate your supply chain and identify areas for action
- Improve your supply chain through sustainable capability development
- Learn to make full use of supplier potential

**Quick Checks are a great way for us to get know your business in detail. Get in touch to find out more.**