

# HECKNERgroup

YOUR EXPERTS FOR CRISIS MANAGEMENT, PROCESS  
OPTIMIZATION & LOGISTICS PLANNING



**HECKNERgroup**  
we-creating.future.efficiency

# HECKNER MAGAZINE

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# NOTHING IS SO GOOD THAT IT CANNOT BE DONE BETTER!

This is the very standard we implement holistically in each project. Our focus is on planning and consulting for logistical processes.

We improve your efficiency, from operating resources to machines, facilities, packaging, to personnel and media. The key to this is our many years of experience, which allow us to find a consensus from technical requirements and cost-optimal execution for each situation.



# A GOOD COMPANY IS REFLECTED IN ITS OWN VALUES.



transparent  
structures



owner-managed  
company



social  
responsibility

# TESTED INFORMATION SECURITY

On behalf of TISAX (Trusted Information Security Assessment Exchange) and VDA, the ENX Association supports the common acceptance of information security assessments in the automotive industry. The TISAX assessments are performed by accredited testing providers that must regularly prove their qualification. TISAX results are not intended for the general public.

**For HecknerGroup GmbH, the confidentiality, availability and integrity of the information is of great importance.**

We have taken comprehensive measures to protect sensitive and confidential information. For this reason, we have implemented an information security management system (ISMS) corresponding to the Information Security Assessment of the German Association of the Automotive Industry (VDA-ISA). The assessment was carried out by an accredited audit provider – in this case by TÜV-Süd. The result can be accessed exclusively via the ENX-Portal.



Scope-ID: S48H63

Assessment-ID: A59L51-01



**responsible  
business practice**



**satisfied  
employees**



**sustainable  
concept**



**MEASURABLE SUCCESS.**

**100%**

customer satisfaction

over

**40.000**

project days of experience



**100%**  
recommendation



## OUTSTANDING QUALITY

We do not just focus on optimising other companies.

On the contrary: we put our own house in order first. Our certification according to the quality management standard ISO 9001 guarantees you optimal services at all levels:

**Streamlined processes, transparent structures and the assurance that we optimise each of these parameters constantly.**

# EXCELLENCE IN EVERY AREA.

It is not machines, locations or budgets that decide on business success, but only the people in a company. Accordingly, we place great importance on finding the best people for the job and keeping them for the long term.

In the process, we ourselves practise what we implement at our customers: clear structures, short channels and efficient decisions. Thus, we attract the very experts who fit perfectly into the team.

Together, full of enthusiasm, we develop customised solutions for the requirements of the logistics industry.

As an owner-managed company, we are not subject to an investor, but are obligated only to our conscience. In the process, responsible and ethical actions are just as natural an objective for us as our social responsibility.

# OUR EXPERTS.





## OUR PHILOSOPHY

In everything we do, we question the current status quo. Because as regimented and technical as our world may be, every technical construct was designed by people. This means that every norm has the potential to be optimised.

This is the starting point for our individual consulting. With a view to the big picture, we develop transparent structures, streamlined

processes and an obstacle-free flow of goods. Of course, sustainability and environmental protection also contribute to our holistic approach in the process.

**In this way, together with you, we develop the basis for a successful future.**



# CRISIS- MANAGEMENT.

In the HecknerGroup, we understand crisis management by definition as the systematic handling of crisis situations with focuses in production, assembly and logistics – both internally at the customer and in the supplier network.

## RECOGNISING CRISIS

Crises arise both in companies and in their sub-areas, such as in projects. Several different aspects can indicate a crisis – for example, when the usual strategies and modes of behaviour no longer work or the available resources are not sufficient to deal with the situation.

For us, a crisis is characterised by a problematic decision situation, often connected with an intensification, which, in the earliest case of occurrence, has not yet earned the name “crisis”.

**Concrete crisis situations often have their origin in incorrect or insufficient planning and processing of strategic company decisions.**



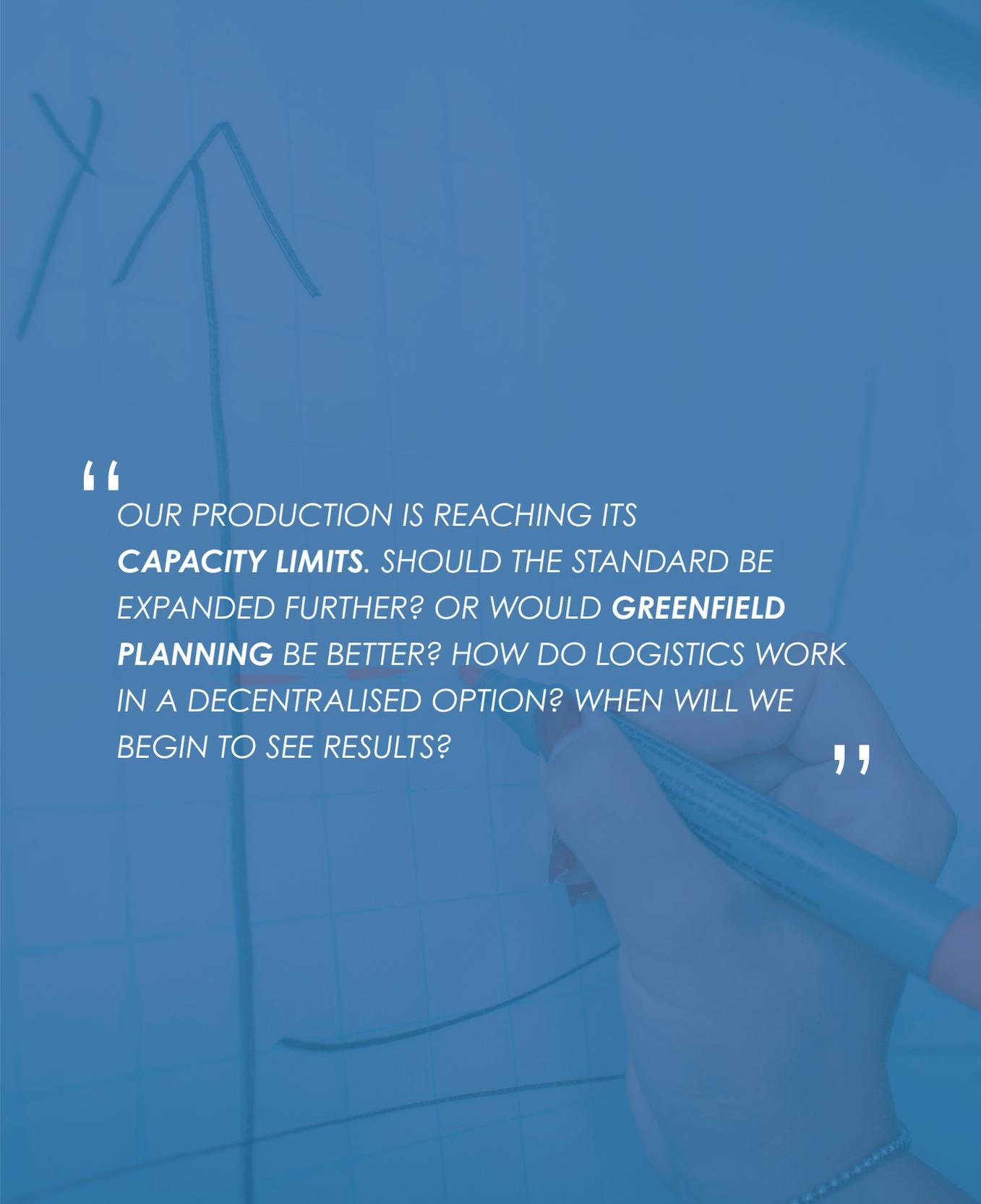
**identification  
and analysis of  
a crisis situation**



**development of strategies  
for the management  
of dealing with a crisis**



**introduction and  
prosecution of  
countermeasures**



“

OUR PRODUCTION IS REACHING ITS **CAPACITY LIMITS**. SHOULD THE STANDARD BE EXPANDED FURTHER? OR WOULD **GREENFIELD PLANNING** BE BETTER? HOW DO LOGISTICS WORK IN A DECENTRALISED OPTION? WHEN WILL WE BEGIN TO SEE RESULTS?

”

# TAKE MEASURES.

In an advanced case, the situation already begins to intensify: a supplier is not performing and regularly falls behind? The supplier is permanently in bottleneck management – a significant improvement is not in sight? Here, deploying a task force to normalise and stabilise the situation is often the most effective method.



**Often the use of a TaskForce for normalization and stabilization of the situation is the most effective way.**

## CRISIS SITUATIONS

**Finally, insolvency proceedings may no longer be avoidable.**

There may be a management crisis: The withdrawal of management could destabilise the company. With its limited resources, the company may be unable to manage the crisis alone.

The concepts are diverse. For example, a survival crisis includes events that directly threaten the existence of a company.

These include liquidity problems, the failure of business processes and the loss of a key customer or supplier.

**Here, the HecknerGroup provides support in the form of quickly available and highly flexible specialists as well as experienced managers for interim management.**

Both on the shop floor and in the upper decision-making level.



**failur of  
business processes**



**loss of  
key customers or  
suppliers**



**liquidity  
problems**

# WE ARE EXPERIENCED *EXPERTS* FOR YOUR LOGISTICS PLANNING.



supply  
planning



material flow  
planning



supply  
concepts



**warehousing**



**scheduling  
and shipping**



**disposal**

**OUR CORE EXPERTISE IN  
DETAIL.**





## SUPPLY PLANNING

To us, good, forward-looking supply planning means assuming responsibility for your total optimum across the entire value stream – from the supplier to production to the place of use. To this end, we determine the optimal supply strategies for you and your requirements: **just-in-sequence, just-in-time, standard storage processes and much more.**

We are also happy to assume the coordination with all the relevant process partners and carry out corresponding coordination and implementation meetings, as well as their documentation. The complete package also includes development and security through suitable emergency strategies, as well as determination of the turnaround time and calculation of the required carrier quantities, if needed.



## MATERIAL FLOW PLANNING

The performance of value stream analyses is one of the fundamental tools for carrying out the planning, optimisation and design of internal material and goods flows. Here, our focus is on achieving the following objectives::

- **Minimising the merchandise and material stock to what is actually needed**
- **Reducing space requirements**
- **Shortening execution times**
- **Reducing logistics costs**
- **Increasing flexibility**
- **Raising process stability**

In the process, we always emphasise the “lean concept”.



## SUPPLY CONCEPTS

We ensure the optimal coordination between production and logistics in your company and develop various supply concepts for you, taking the corresponding business case consideration into account.

Here, the focus is on planning internal sequencing and / or apportioning for the need-based, secure supply for production / assembly, especially in the case of high variant diversity.

**We develop the best solution for you at the assembly / production site, taking quality and ergonomics requirements into account.**



## WAREHOUSING

We support you in your warehousing.

For the storage of your raw materials or finished parts, we take into account the correct preservation as well as the qualitative requirements, with the aim of the optimal planning and management of your stocks. This also includes the implementation of the suitable warehousing strategy for you, such as **first in – first out, last in – first out, first expired – first out and many more.**

The aim is the conscious stocking of goods or the development of a buffer to cushion requirements. The setup of controlling through the implementation of suitable key warehousing indicators completes our service.



## SCHEDULING AND SHIPPING

We support you in transport and tour planning to supply your customers, taking into account all the necessary requirements such as quality and delivery times. Here we assume both new planning and the optimisation of existing processes. Both with the aim of saving internal resources and above all transport costs for your company.

**We help you to select the suitable shipping processes for your products and, at the same time, offer you packaging solutions adapted to the means of transport for rail, sea, air or lorry transport.**



## DISPOSAL

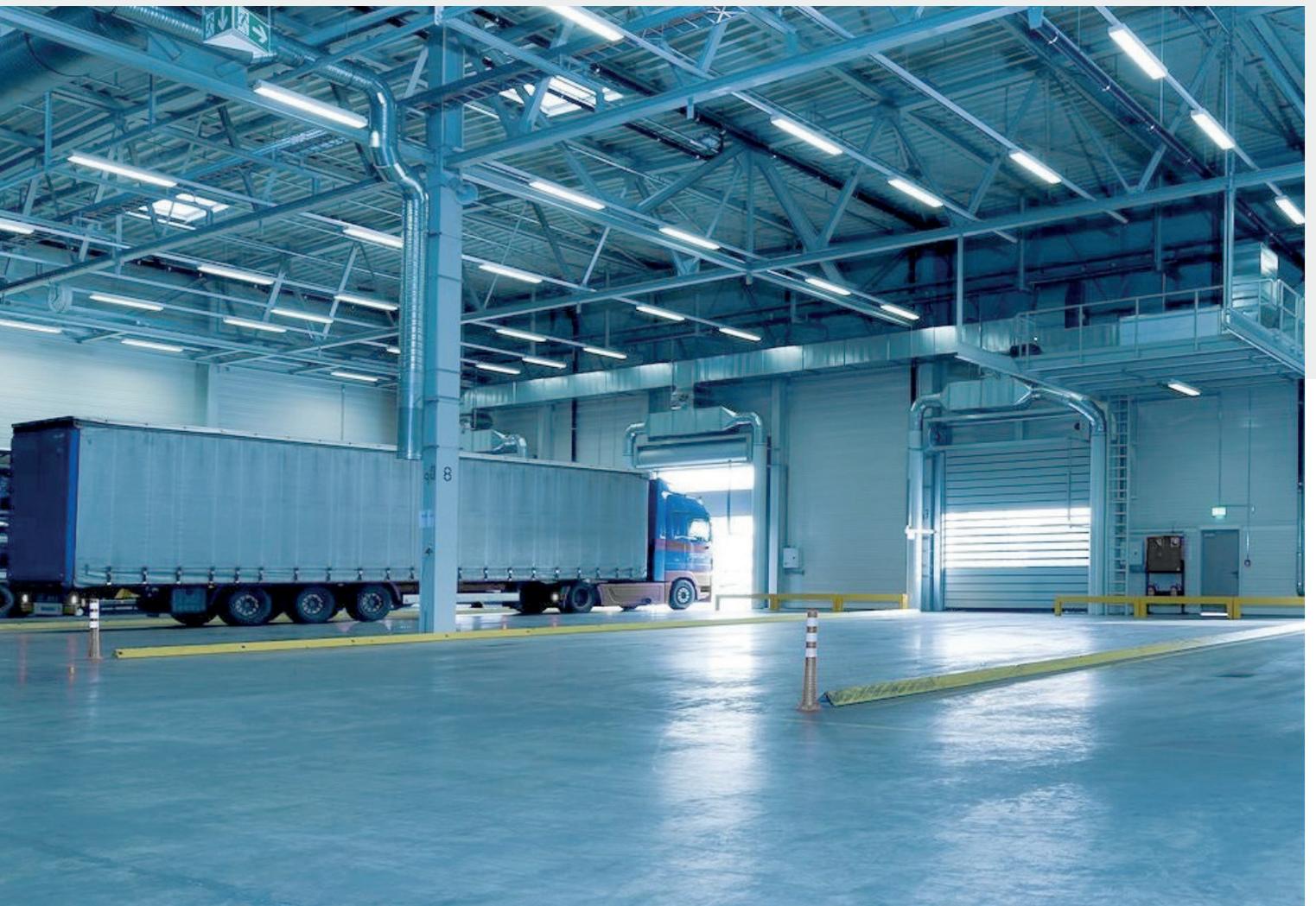
Environmental protection is at the heart of the economical thinking and actions of every company. In relation to disposal logistics, a company constantly has to deal with the residues from the production and work processes.

**We are happy to support you here. Ecologically high-quality disposal secures raw materials and is the best investment in our common future.**

Whether in the waste industry, recycling or daily disposal, with our competent planning and our expertise, we look to reduce and prevent waste in production and manufacture and also have high cost savings as a positive side effect.



# FACTORY AND STRUCTURE PLANNING.



# FACTORY EXPANSION OR RESTRUCTURING

Do you want to make your factory fit for the future and achieve high transparency in the process? Has your material flow become non-transparent and increasingly complex over the years? Are your production processes defined by long channels? Do you want to expand your factory and restructure the plant? Are you intending to build a new factory and require excellent method knowledge and many years of planning experience?

## WHETHER GREEN FIELD OR BROWN FIELD...

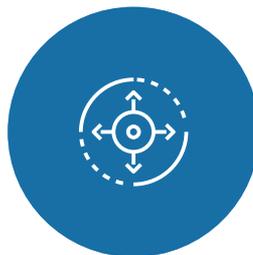
Whether green field or brown field, we deal with the holistic, infrastructural planning of your plant and hall structures, even if you are limited in terms of space.

We first gain an impression of your actual situation using a material flow analysis and define the planning premises. In addition to the architectural planning and construction of buildings, routes and other infrastructure, we deal with the structuring and dimensioning of machines, systems and production logistics as well as determining surface, personnel and energy requirements.

**Of course, we also gladly determine the corresponding production control strategy as well as optimal supply concepts for you.**



**new planning**



**expansion**



**restructuring**

# INTERIM MANAGEMENT.



**WE ENSURE  
TO PROVIDE  
SUPPORT FOR  
EACH OF YOUR  
PROJECTS.**

# DO YOU REQUIRE SPECIALISTS TO SUCCESSFULLY REORGANISE YOUR COMPANY?

Here, temporary managers are the ideal solution. Do you lack leading key persons in your company, perhaps due to a crisis situation?

Here, too, we support you at short notice with our specialists, and only for as long as you wish.

When we receive your enquiry, we analyse the situation and, in quick and uncomplicated fashion, provide you with the suitable professional(s), regardless of the hierarchical level of your company you currently have a need in.

Both in the business management area and directly in production or logistics, our specialists support your team with corresponding expertise and sensitivity.

Thanks to their previous experience, our employees are stress-resistant and in “hot phases” they can, with a cool head, make the right decisions at short notice.

**In the process, we also gladly develop customised and easy-to-use IT tools that support your existing team in their daily doings and that lead to new transparency and efficient performance.**

**NEW SHORT-TERM PROJECTS**

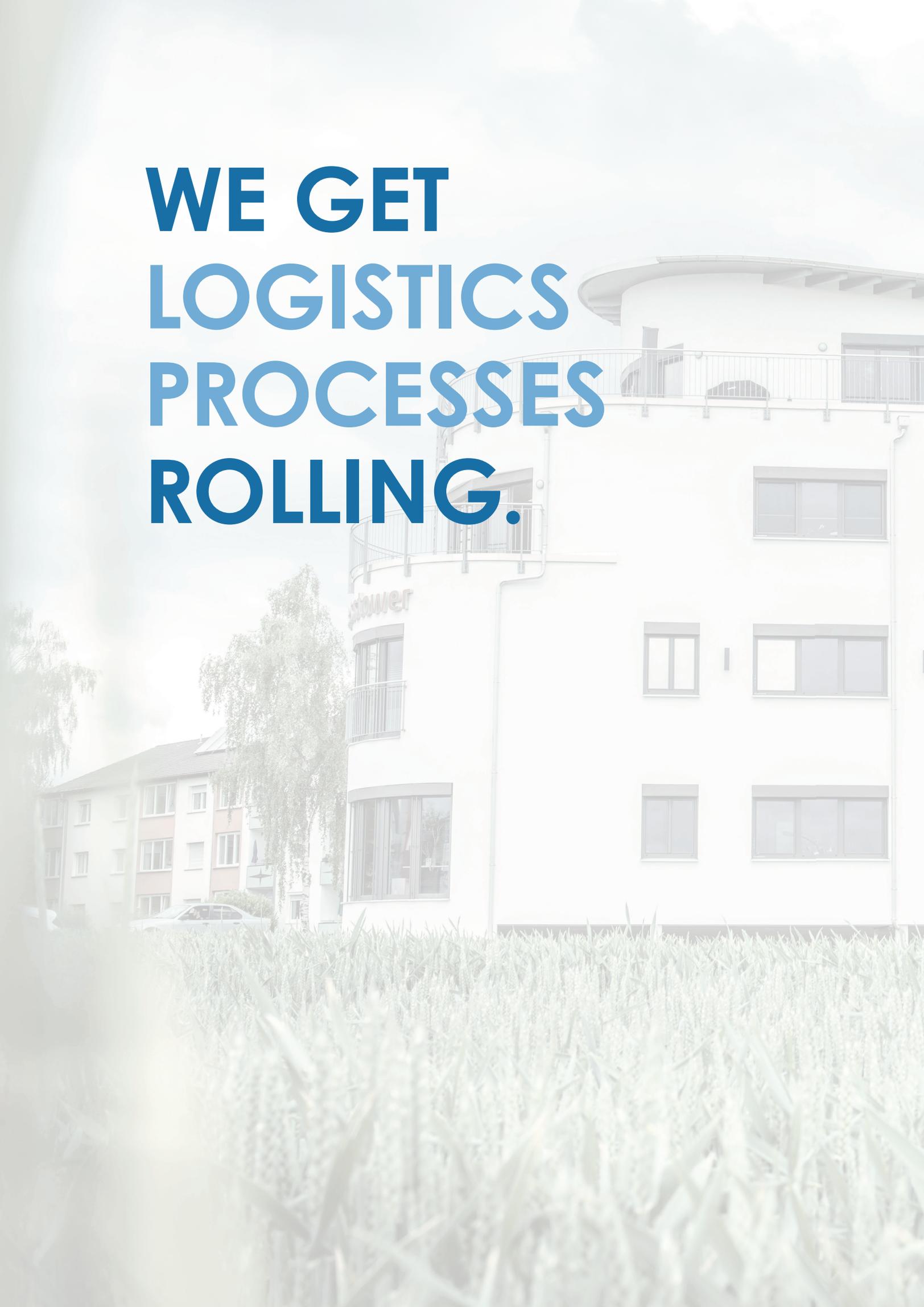
**RESTRUCTURINGS**

**CRISIS SITUATIONS**

**PRODUCT/ TOOL TRANSFERS**

**TAKEOVERS**

**WE GET  
LOGISTICS  
PROCESSES  
ROLLING.**



“

When you call on us, you expect a **task force** that supports your company professionally. I can assure you that that is exactly what you will get. Additionally, **our experts** have genuine passion and a high sense of **responsibility**.

”

Jürgen Heckner, Managing Director

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