

„You do not
need to change
– survival is not
mandatory“

(Edward Deming)

Based on more than 20 years of
experience as General Manager
I will provide you with a *second
opinion* about your enterprise.

I will assist you in setting up
solid sales & profit projections in
order to achieve transparency
in all your KPIs:

- monthly rolling sales and
operations plans
- monthly rolling EBIT
forecasts
- reliable investment plans
- stable operations with predict-
able results

Hans Peter Staber

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[Name des Empfängers]
[Adresse]
[PLZ, Ort]

Hans Peter STABER

the financial engineer



focused, consistent and sustained
performance tuning



Dipl.-Ing. Hans Peter Staber
staatlich befugter und beeideter
Zivilingenieur für Kunststofftechnik



Hans Peter Staber

General Manager, independent board member
MSA, MBA

More than 20 years of hands on experience in manufacturing companies with international exposure and global management responsibilities in:

- ✓ marketing & sales
- ✓ product development & project management
- ✓ operations, supply chain & quality
- ✓ finance, administration & human resources.

Experienced in product innovation, introduction of new business, revenue growth, turnaround management, increase of efficiency and implementation of operational excellence.

Comfortable with the introduction of team-based organizations and LEAN management. Change agent who has repeatedly set up new management teams for sustainable continuous improvement processes.

High financial acumen with the capability to communicate even complex issues in simple words.

Consulting services

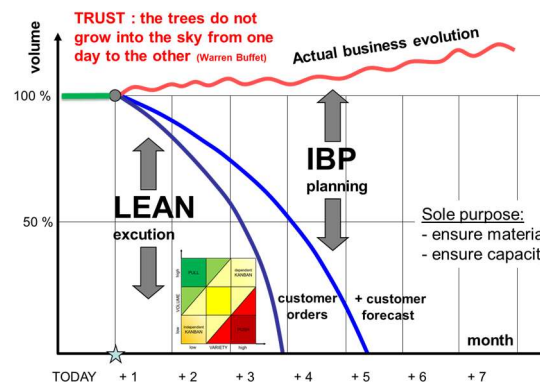
Independent look from outside – from the perspective of a „grey wolf“
Second opinion – transparent and unbiased
Realistic view of the future – sales and profit projections
Strategy deployment & organizational development – VOPS (building your team for growth).

Additional services

Boosting efficiency – OEE – Operational Excellence
Active involvement in managing change

Consulting and training in:

- ✓ Strategic management based on reliable rolling sales and profit projections
- ✓ Organizational development – VOPS
- ✓ Change management
- ✓ Implementation of team-based organizations
- ✓ Implementation of visual management
- ✓ Implementation of LEAN management
- ✓ CCPM – critical chain project management taking care of „Murphy“
- ✓ Program and product costing
- ✓ CAPEX analysis and payback calculation
- ✓ Rigorous problem solving processes
- ✓ Introduction of multilayer communication processes and shop floor management.



My offer to you

I am your sparring partner and your interface into your enterprise. I will not bother about things that may not work – I will fix things that don't work and do what others do not want to do.

As „financial engineer“ and long time general manager I take an independent and neutral look at your enterprise. I will assist you in getting a reliable outlook of your company through monthly rolling forecasts with a 24 month horizon. This will stabilize operations and inventories and provide you with solid sales and profit projections.

Your benefit:

stable operations and reliable plans/projections!

Reliability and effectiveness:

- ✓ Plausible 24-month sales & operation plans
- ✓ Monthly rolling sales and profit forecasts
- ✓ Reliable investment plans
- ✓ Transparency in all of your KPIs.
- ✓ Solid and reliable reporting – no surprises
- ✓ Efficient and effective communication.

Contact

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Please take a look at:
www.staber.net