

PGUB Management Consultants GmbH
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Consulting Capabilities

- Strategic and Change Management
- Process and Project Management
- Studies and Trainings
- System Analysis
- Mergers & Acquisitions

OUR KEY COMPETENCES

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- PROJECT EXAMPLES (P. 3)

OUR CUSTOMER PROJECTS

- HUBER+SUHNER (P. 4)

TRAININGS

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- LIGHTING TECHNOLOGY (P. 5)

NEWS 2017

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NEWS FROM DORTMUND 2017

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OUR TEAM

ENGAGEMENT

IMPRINT



OUR KEY COMPETENCES



Strategic and Change Management

- Innovation- and Knowledgemanagement
- Strategy- and Portfolio Workshops
- Key Account Management
- R&D and Sales Development



Process and Project Management

- Process and Project Execution
- Organizational Development
- Optimization and Operational Excellence
- Quality Management in the Development Process



Studies and Trainings

- Specialist Studies and Workshops
- Leadership Coaching
- Focus: E-Mobility, EE Architecture, Mechatronics and Lighting Technology



System Analysis

- Pre Development
- Product Development
- Focus: E-Mobility, EE Architecture, Mechatronics and Lighting Technology



Strategic Partnerships and Mergers & Acquisitions

- Acquisitions and Cooperation Opportunities for Tier1
- Merger & Acquisitions
- Due Dilligence
- Search for Sales-, Development- and Production Partners



(Pre) Development Services

- From Ideas and Concepts to first Prototypes
- Cooperation with partners possible
- Examples: EE Architecture, Lighting Technology, 48V Boardnet, general Automotive Electronics, etc.

OUR KEY COMPETENCES

PGUB Management GmbH supports its customers with Systems Analysis in following areas:

- EE Systems
- Mechatronics
- E-Mobility
- Lighting and LED Technology

Project Examples:



Project Example EE Systems

Automotive OEMs and Suppliers will face big challenges in the EE Architecture area in the future.

With our big experience in the development of EE Architectures we are able to support our customers dealing with these challenges as a competent partner. We offer Management Capabilities in complex projects and Development Services in EE Pre-Series and Series Projects.

We help our customers to find the perfect balance of electrical, electronical, mechatronical systems and components.



Project Example Mechatronics

Mechatronic Systems in the Automotive Sector are becoming more complex.

We support our customers with System Configurations, Component Selection, System Development, Development of Sensors for various applications like e.g. Advanced Driver Assistance Systems (ADAS), Development of Auxiliary Units like e.g. brushless Motors etc.

We take care of Consulting and Implementation of Pre-Series and Series Projects.

OUR KEY COMPETENCES



HUBER+SUHNER (Switzerland) develops and produces components and system solutions for electrical and optical submission of data and energy. With cables, connectors, systems and antennas in high frequency areas, fiber optics and low frequency the company serves customers in the communication, transport and industry markets all over the world.

For the automotive sector HUBER+SUHNER delivers special antennas and electron beam crosslinked cables for motors, sensors and increasingly highvoltage technology RACS (highvoltage connection systems) for Electric- and Hybrid Vehicles. This area is planned to be expanded within the next years.

In order to increase their automotive sector business(globally), HUBER+SUHNER wants to establish itself as a future supplier of innovative HF cables, radar antennas etc. for OEMs and Tier1s.

In particular the HF cable market will grow in the automotive sector (e.g. with higher data rates).

With our global market- and system knowledge and our overview of Automotive EE Networks PGUB supported HUBER+SUHNER in several workshops to asses their automotive strategy and implement new ideas and technologies.

Currently PGUB experts provide assistance to implement the first topics. The main task here is to work through project and customer inquiries. This includes the support of project execution and realization of production.

After Peter Gresch's well received keynote speech in front of the top management of HUBER+SUHNER during the annual CEO Review midth of June, PGUB has started to work on additional strategic topics together as well.

General Manager (Germany/ Austria/ Switzerland), Mr. Georg Mattis:

„We experienced Mr. Gresch and his PGUB Team as a very competent partner in all EE Automotive topics – always aproachable, responsive and pragmatic. Now we are looking forward to implement and realise various themes with this experienced and competent team.“



Quelle:
<https://www.hubersuhner.com/de/Applications/Transportation/Automotive>



Half-Day Seminar

This seminar gives newcomers a compact overview of the central concepts and solutions in the field of E-Mobility.

Full-Day Basic Workshop

This workshop handles specific customer issues not only for newcomers, but also for experts from various fields.

Seminar & Workshop E-Mobility

Hype or market change? Potential and current challenges of E-Mobility

- Comparison of vehicle concepts: Micro- to full hybrid, range extender to electric vehicle
- Charging infrastructure and technology: AC and DC charging (conductive and inductive)
- Power electronics and energy storage
- HV wiring, EMC & crash behavior: Safety questions from vehicle to load column
- International standards and standard overview

More Info:

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Individual seminar duration:

We provide technical consulting, development service and individual trainings, especially in the field of lighting systems and LED technology.

The contents are adapted to the focused technologies and tasks in consultation with the customer.

Seminar & Workshop Lighting Technology

Depending on the task area interior or exterior lighting, the focus will vary.

Examples include:

- Requirements for the automobile lighting technology
- View & Physiology
- Basic concepts of lighting technology
- Light sources/ focus LED technology
- Automobile lighting systems
- Construction of optical systems
- Legal regulations (ECE, SAE, CCC, etc.)

Registration for our seminars and workshops in 2017 can be requested at info@pgub-consult.de or can be found on our homepage at www.pgub-consult.com.

For further information, please do not hesitate to contact us.

We are happy to help you!

NEWS 2017

Seminar ASEAN - a market in the automotive industry, May 31st in Würzburg

The ASEAN community comprises ten Southeast Asian countries with over 620 million inhabitants. Their largest countries are Indonesia, the Philippines, Vietnam and Thailand. In recent years, the ASEAN countries have developed positively both politically and economically. This is also evident in the "motor vehicle market".

For automotive suppliers, the question arises of where and to what extent the growth is taking place. Where are car manufacturers on site or thinking about production locations?

In our seminar, in cooperation with JSC Automotive, 30 participants received a profound insight into development scenarios and personal experience reports from managers who have lived and worked in these markets for many years.



Wiesbaden Tennis Open

From May 1st to 7th this year, the Wiesbaden Tennis Open 2017 took place. PGUB Management Consultants GmbH was, for the second time in a row, a main sponsor of the tournament. Also this time, our employees used the opportunity to watch the matches live in the stadium and participate in the sponsoring event.



Despite the fierce weather conditions, the organizers set up a high-quality tournament, which was won in a dramatic final by the player Kathinka von Deichmann.



(Ex-ZDF) Host Hermann Ohletz, Peter Gresch,
Tournamentdirector Rolf Schmidt



PGUB Team with external partners

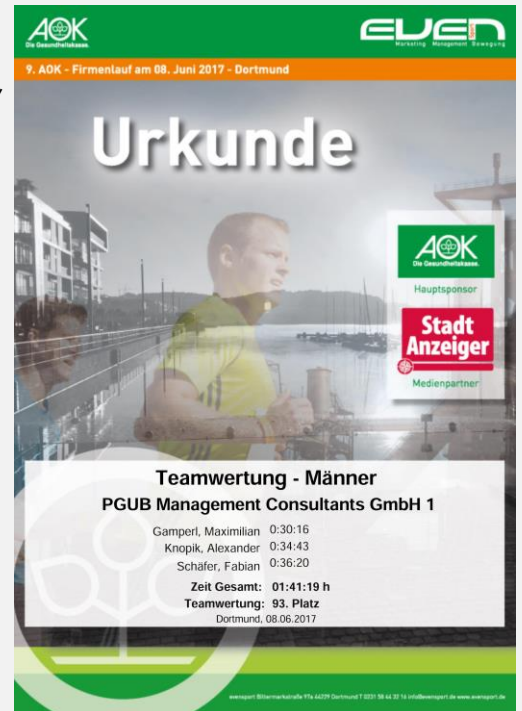
Events 2017

- 6. PGUB Executive Workshop
- IAA PkV
- ISAL
- ELIV
- EVTech (Chairman P. Gresch)
- Productronica
- ZVEI Automotive Conference „Wandel gestalten“ (Chairman P. Gresch)
- 10. – 11.08. Wiesbaden
- 14. – 24.09. Frankfurt
- 25. – 27.09. Darmstadt
- 18. – 19.10. Bonn
- 07. – 09.11. Shenyang/ China
- 14. – 17.11. München
- 06. – 07.12. München

AOK Company run on June 8th

On June 8th 2017 our company took part at the AOK company run in Dortmund. Under perfect weather conditions, five starters completed a distance of 6.8 km. The best result was achieved by our student colleague Maximilian Gamperl with an excellent time of 30:16 minutes. Overall, the PGUB team finished the 93rd place in the team ranking.

The following "after-run party" was used for a PGUB-Get-Together. A big thank you goes to the organizers, who arranged a great event.



Impressions

Schumann Classic Oldtimer Meeting July 9th



Summer Barbecue TZDO June 28th





PGUB

Management Consultants GmbH

OUR TEAM/ ENGAGEMENT/ IMPRINT

Managing Director and Team

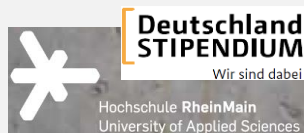


PGUB

Management Consultants GmbH

- Most colleagues several decades in profession
- Jointly more than 250 years of automotive mechatronic and lighting experience
- Dedicated, effective and pragmatic cooperation in and with an excellent team

Support of Young Talents:



Tennis ITF Women:



Our social Engagement:



Leben retten – Rechte schützen



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 PGUB Management Consultants GmbH, represented by Managing Director Dipl.-Ing. Peter Gresch