



INTERCONSULT Unternehmensberatungs GmbH™ · Ludwigsburger Str.1 · D-71665 Vaihingen

**INTERCONSULT GmbH™**  
Unternehmensberatung

## INTERCONSULT GmbH - About us

*We offer  
a solution*



INTERCONSULT GmbH is a Management Consultancy which was founded 1978 by D. A. Graf von Reischach.

In the consulting industry specialization is becoming increasingly prevalent. For this reason INTERCONSULT offers services exclusively in the Hi-Tech Industry.

The advantage for our customers is the technical know-how of our consultants, combined with their long-term experience in management positions with international Hi-Tech companies.

This, as a basis, assures that INTERCONSULT analyses problems with the required know-how and recommends appropriate action to be taken together with its customers.

**Interconsult Unternehmensberatungs GmbH™ – Zentrale**

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Gerichtsstand 71665 Vaihingen-Enz  
Ust-IdNr. DE 144993702

**Geschäftsführer:  
D. A. Graf von Reischach**

Commerzbank AG Mühlacker  
IBAN: DE74666800130530810000  
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## INTERCONSULT GmbH - Services

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### Interconsult Services

- Advertising & Press Service
- Compensation survey for the German and the UK Hi-Tech Industries
- Executive Search & Selection Europe and worldwide
- Exhibition Service
- Interim Management
- Manufacturers Line Consulting and Search for qualified Representatives
- Merger & Acquisitions / Joint Ventures
- Personnel Consulting, Europe and worldwide
- Specific Customer Surveys
- Strategic Marketing Concepts

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## INTERCONSULT GmbH - Services

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### Personnel Consulting

Our services include:

- › Personnel Search
- › Preparation of job descriptions
- › Personnel advertising
- › Analysis of applications
- › Presentations of qualified applicants
- › Compensation surveys
- › Recommendations for hiring
- › Reference checks

Personnel Consulting fees:

We get paid upon successful completion of assignment.  
Expenses are agreed up front on a fixed amount basis.

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## INTERCONSULT GmbH - Services

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### Executive Search

The continuous and at times explosive growth in the Hi-Tech industry continues and qualified applicants for Hi-Tech positions are difficult to find and recruit. Therefore, search for and selection of qualified engineers and technicians is very important.

- › Client consultation and problem analysis
- › Confirmation letter with position specification
- › Search strategy and research
- › Sourcing and interviewing
- › Written presentation of applicants to clients
- › Presentation of personal profile to client
- › Client's interview with INTERCONSULT participation
- › Reference checks
- › Assistance in employment contract negotiation
- › Integration and follow up

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## **INTERCONSULT GmbH - Services**

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### **Interim Management**

In addition to our services in Executive Search and Personnel Consulting, Interim Management is a further segment in our service portfolio.

Interim Management is the placement of qualified Managers in temporary positions for a particular assignment.

Interim Management can be used in many ways, among them change in ownership, projects, reorganisation, temporary filling of vacancies. Highly qualified personnel are available for a limited period of time with exactly calculated costs.

We will conduct a detailed personal interview with you, preferably in your company, in order to provide us with an impression of the environment in which the Interim Manager will be working.

Our detailed job description will ascertain that we can present to you properly experienced specialists and Management personnel.

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## INTERCONSULT GmbH - Services

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### Strategic Marketing Concepts

The person who develops an idea utilizing experienced partners is most likely to win the game. Making far-reaching decisions without the knowledge of insiders and product specialists is become particularly difficult.

INTERCONSULT will assist you with about 18 freelance consulting specialists who have the required know-how and excellent knowledge of the respective market in Europe, Asia and the United States with:

- Product Marketing studies
- Product planning and technological consulting
- Location studies

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## INTERCONSULT GmbH - Services

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### Merger & Acquisitions Joint Ventures

- If you have decided to pursue a Merger & Acquisition, or Joint Venture strategy, INTERCONSULT can assist you as follows:
- INTERCONSULT will act as an intermediary to carry out a systematic search in the country designated by our client
- Large, untapped market of privately owned companies in Europe
- We approach companies that are not "on the market" using "native" intermediaries
- We provide supplementary market information
- We make sure that the merger, acquisition, or joint venture activity fits your requirements
- We assist you on a "step by step" basis throughout the acquisition process from day of assignment to day of completion
- Establishing a profile of the company to be acquired
- Search with the assistance of the extensive INTERCONSULT data base
- Analysis/Personal interviews with short-listed companies
- Preparation of visit report/analysis of company
- First meeting with prospective company
- Complete overall co-ordination with buyer's/seller's attorneys, tax counsellors, notary publics
- Complete the deal if it make sense for both parties

### Consulting Fees:

- We usually work on a fixed fee basis, irrespective of purchase price
- We get paid on successful completion of assignment
- Expenses are agreed upon-up front on a fixed basis



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## **INTERCONSULT GmbH - Services**

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### **Advertising & Press Service**

Our services include:

#### Advertising Strategy

Identification of the target group  
Cost analysis  
Creation of corporate identity  
Control of volume discounts  
Proper placement

#### Creation and texting of the advertisement

Using the agreed upon advertising strategy as a basis, creation and texting of the advertisement

#### Press Service

Due to our good contacts to most European Hi-Tech editors more press releases will be published.

### **Advertising & Press fees:**

We work on a fixed fee basis.

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### **Exhibition Service**

Here our services include:

#### Conception, design, and layout

Professional exhibition designers apply their experienced creativity to design the lay-out of eye catching exhibition booth's.

#### Set-up and dismantling of booth

Complete set-up and dismantling of booth

#### Additional services around the exhibition/fair

Provide fair booth, carpets, kitchen, catering, flowers, decoration, video/monitors, hotel room reservations, hostess service, exhibitor permits

#### During exhibition

Lighting fixtures, electrical equipment, water, gas, phone/fax, e-mail, etc.

#### Accompanying advertising

Advertising, Mailings, Press releases

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## **INTERCONSULT GmbH - Services**

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### **Compensation Survey for the German Hi-Tech Industry**

Since 1982, we have been publishing every year a current summary covering the income offered in the Hi-Tech Industry in Germany for both field and office (inside) positions.

The compensation survey for the year 2017 was compiled in January and February 2017 using information gathered from 139 companies, 125 manufacturers and 14 distributors.

#### **Classification has been done as follows:**

Active, passive, and electromechanical components, broadline distribution, ASICs, microprocessor systems, network technology, computer software, computer hardware, automatization, EDA, ATE, measuring instruments/systems, telecommunications, medical electronics, instruments and systems for semiconductor manufacturing, plus administrative positions in the Hi-Tech Industry.

This compensation survey in form of a 31-page digital booklet (pdf-file) is compiled by experienced insiders in the Hi-Tech industry

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## INTERCONSULT GmbH - Services

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### Specific Surveys

Especially for your company, we prepare specialized compensation and fringe benefit surveys for all European countries or on a world-wide basis.

## INTERCONSULT GmbH - Services

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### Manufacturers Line Consulting and Search for qualified Representatives

We assist manufacturers in establishing contact to qualified European or U.S. distributors. We evaluate distributors for their financial strength, their technical and marketing experience to sell products into the local market place. Also, we assist European or U.S. distributors in finding the right product lines for their product portfolio.

We assist you in searching, finding and evaluating qualified Representatives for your products in the respective countries.

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## INTERCONSULT GmbH - Offices

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### Germany

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**D. A. Graf von Reischach, CEO**  
**Kristen Gräfin von Reischach, Director Consulting Europe**  
**Beate Kiemle, Controller**

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**Mario F. Osé, Director Sales Continental Europe**

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### United Kingdom

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**Mike Gulliford, Chief Executive Officer**

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**Christian Timm, Managing Director**

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## INTERCONSULT GmbH - Impressum

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VAT Identification Number: DE 144993702

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