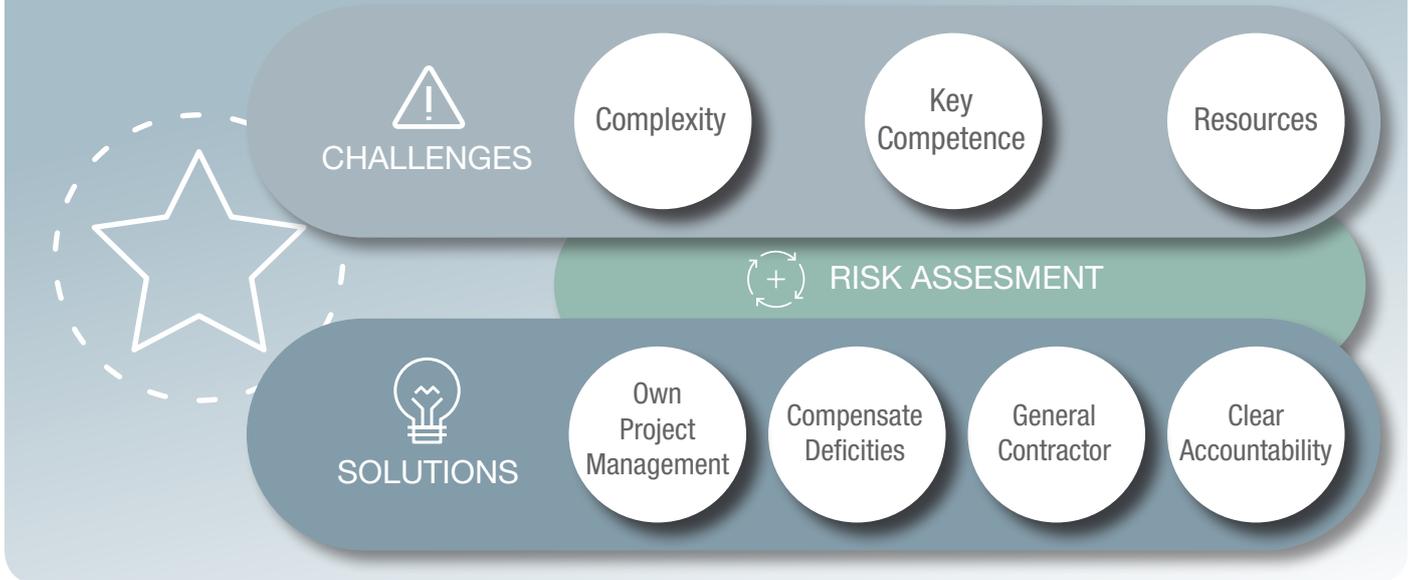


# Investment Projects – great implications for a company



## Project Business requires highest Competences

The success of an investment project has great impact for the economic future of the investor and his company. Large investment projects are characterized by their uniqueness for the investing company and the defined time span for the realization of the projects.

An investor will try to keep the number of project partners as small as possible in order to reduce the process complexity and to be able to assign the responsibility for the project results unambiguously. It is quite common in the project business that the key competences are not bundled with a single project supplier.

As a consequence, this means that the investor has to negotiate with a number of different suppliers in order to be able to put together an optimal technology package. Nevertheless, the investor should always strive to place overall responsibility for the project in the hands of a general contractor.

Advanced globalization may well be a challenge for communication between the parties. Suppliers and investors are often assigned to different language and cultural circles as well as time zones, which can make the realization of larger projects significantly more difficult.

However, many investors have limited resources to qualify and successfully implement major investment projects. In such cases it is of great advantage to have qualified consulting partners who can provide expert support to the project business. In addition, sound technological and process-relevant competence, solid practical economic knowledge is also prerequisite for the successful realization of the project business. Beside this, intercultural communication skills are often important for achieving the project objectives.

Our specialists have already successfully implemented international investment projects in the following industries:

- Steel industry (steel plants, rolling mill and pipe mill plants)
- Aluminum industry (foundries, rolling mill and extrusion plants)
- Copper- and brass industry (foundries, rolling mill and extrusion plants)
- Automotive industry (plants for casting products)

With our competent industrial network, we offer access to key technologies and know-how that helps to ensure your project success.

Analyze if your company is sufficiently well positioned in this context.

Our industrial sector experts are glad to give you support.



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