

# Ingenieurbüro Hauser



**IBH**

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## The World of Supply

# IBH

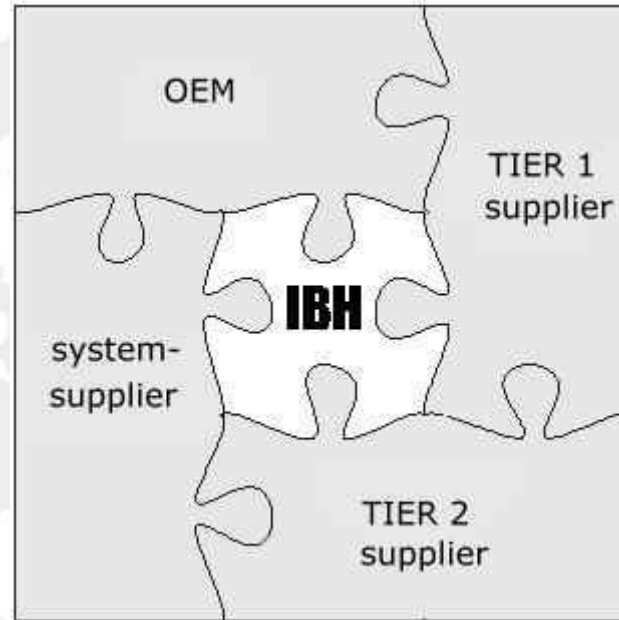
Ingenieurbüro Hauser

## IBH since 1925 - we link

OEM to System Suppliers

OEM to Tier 1 Suppliers

Tier 1 to Tier 2



### IBH has:

**More than 75 years' experience in the business and excellent connections  
in the automotive industry,  
in the vehicle construction field  
and in the engine building industry  
in southern Germany**

## Our Services

- technical sales and distribution
- project management
- benchmarking
- marketing



**We offer complete service**

## **Technical Sales and Distribution:**

- customer acquisition
- preparation of presentations
- RFQ management
- RFQ monitoring and tracking
- price, terms and condition negotiation
- contract closing
- technical & commercial project tracking (change management)

**Many years of business experience to support your company's growth**

## **Project Management:**

- clarification and coordination of requirements with customers
- implementation of the project application with regard to the customer's concept
- development, realization and control of the project plan in coordination with the customer timeline
- tracking of parts and project costs
- ongoing comparison of planned and actual status of business objectives
- supplier management within the development process
- internal und external status reviews of relevant milestones
- coordination and management of the project team
- creation of presentations

**IBH pro-actively supports and manages each phase of your project from the start up to serial production**

## **Benchmarking:**

- market analysis
- status / situation analysis
- strategy planning
- implementation planning
- budget planning

**IBH analyzes the market potential as a basis for your strategic decisions**

## **Marketing:**

- project presentations
- company presentation

**IBH defines the relevant content and differentiators  
for your presentation to the market**

## **Challenges for OE Suppliers**

- a dramatic structural change in the automotive industry
- international buyouts and mergers among OEMs and tier 1 suppliers
- globalization - worldwide production facilities
- IT -Business (B2B platforms, multimedia concepts)
- diversity of modular production on general platforms

## **Consequences:**

- the position of mid-sized suppliers is weakened more and more while mega-mergers and corporations are strengthened (for example Bosch, Visteon, Valeo)
- mid-sized suppliers play only a small role in the international market, therefore they need to offer tailor-made solutions in terms of their product portfolio

**IBH supports you in entrepreneurial decision making  
in order to compete in the fast growing markets**

# IBH

Ingenieurbüro Hauser

Since 1925 IBH has been a successful partner with the automotive industry.  
Our excellent clientele include:

Daimler Chrysler AG

DAIMLERCHRYSLER

BMW AG



Porsche AG



PORSCHE

Delphi Corporation

DELPHI

Thyssen-Krupp



Banner



Fehrer

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East Penn

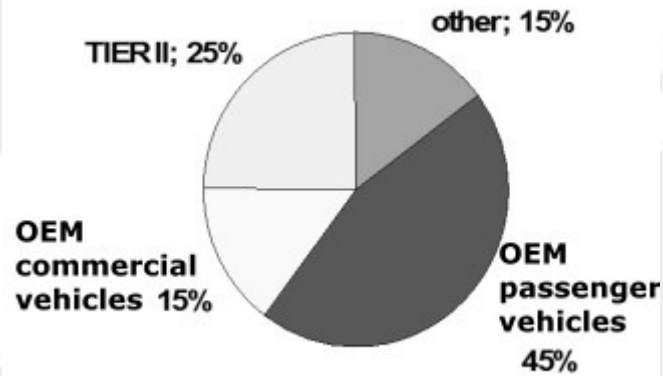


Süddeutsche  
Gelenkscheibenfabrik GmbH  
& Co. KG

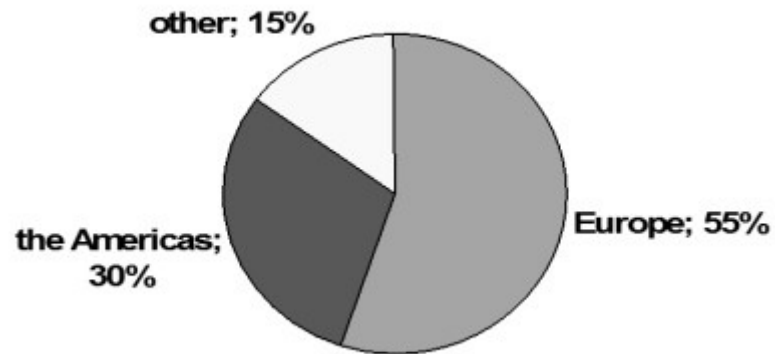


**IBH's professional support resulted in profitable sales growth of EUR 1.8 billion p.a.**

Sales per business segment



Sales per region



# IBH

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