

Senior Management Support

Consulting for investors as well as for managing directors and owners of manufacturing companies.

Core services

Consulting

Consulting for M&A projects involving manufacturing companies, particularly in the field of pumps and valves.

Planning

Strategic and operative planning.
Organisational and operational structure.

Optimisation

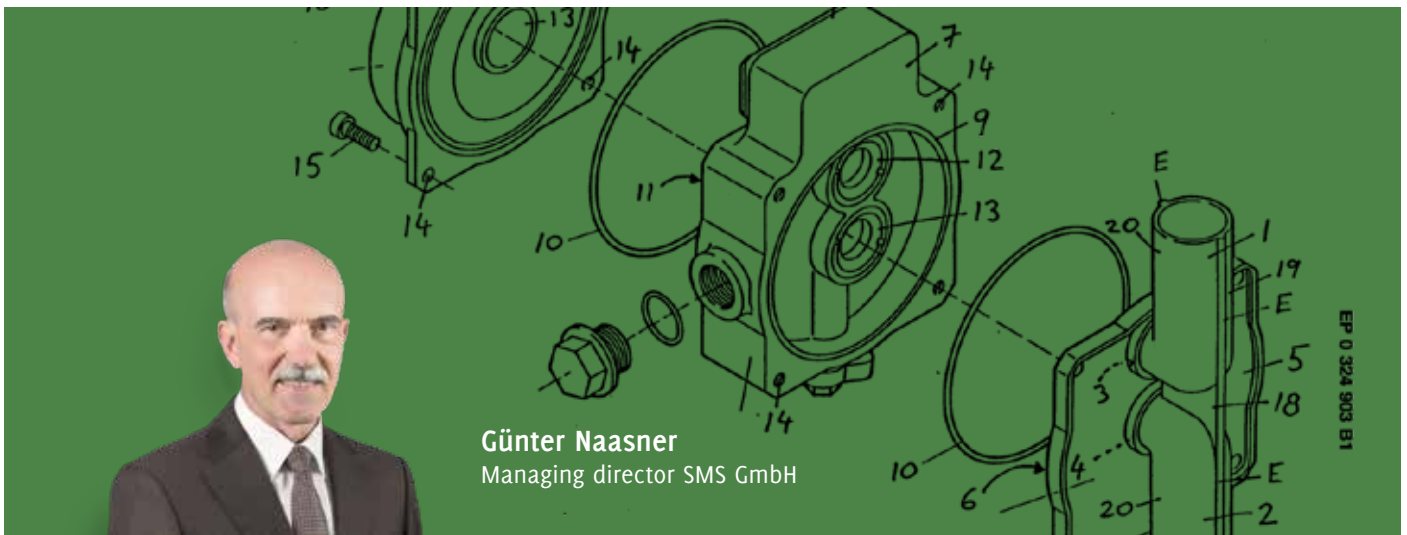
Process optimisation of production and logistics as well as of sales and in-house structures.

Product optimisation of turbo- and piston-machinery, facilities and systems.

Increase in earnings, e.g. by means of value analysis and pricing.

Mandates

Mandates as member of advisory boards and supervisory boards.



Günter Naasner
Managing director SMS GmbH

Profile

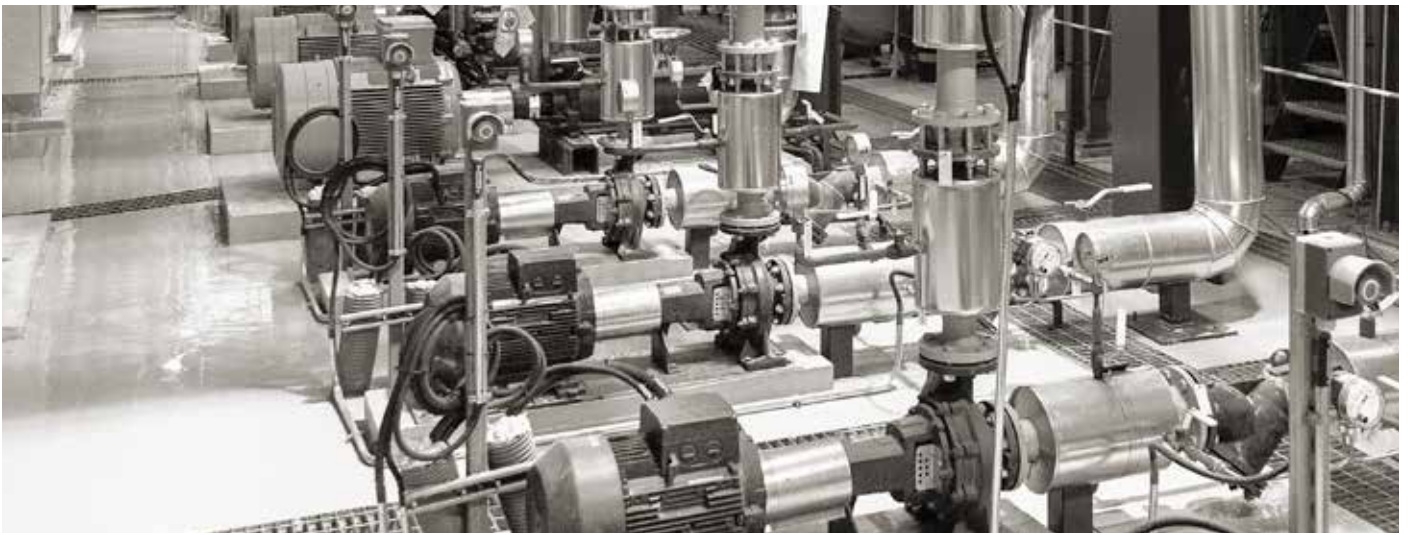
Consulting for managing directors and owners of manufacturing companies as well as for investors and M&A consultancies. Especially in the case of M&A projects, strategic and operative planning as well as process optimisation and as member of advisory boards or supervisory boards.

Almost a “lifetime” of experience in manufacturing companies with the main focus on pumps and valves; in **development** as well as in **production** and **sales**. Longstanding **management** of medium-sized companies as well as diverse executive management positions within corporate structures.

Substantial network due to ongoing collaboration and activities on the management boards in **trade associations** and Chambers of Commerce as well as in the **manufacturer associations** of the German pump and valve industry.

Academic foundation with university degrees in **Mechanical Engineering** (main focus on turbo- and piston-machinery) as well as in **Business Administration** and in **Operations/Logistics**.

This experience has been employed since 2008 for the consultation of managing directors, owners and investors.



Selected references

Manufacturing companies, investors,
M&A consultancies.

ARCA Regler GmbH	Tönisvorst (DE)
ARDIAN Germany GmbH	Frankfurt (DE)
AXA Private Equity Germany GmbH	Frankfurt (DE)
Capvis Equity Partners AG	Zürich (CH)
EMERAM Capital Partners GmbH	München (DE)
FELUWA Pumpen GmbH	München (DE)
Findos Investor GmbH	Mürtenbach (DE)
Halder Beteiligungsberatung GmbH	Frankfurt (DE)
HgCapital Beratungs GmbH & Co. KG	München (DE)
Riverside Europe Partners GmbH	München (DE)
Robert W. Baird Ltd.	London (UK) Frankfurt (DE)
Robuschi S.p.A.	Parma (IT) Bückerburg (DE)

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