

PETER LÜTHI

THE SMART COMBINATION OF MANAGEMENT AND EXPERT COMPETENCE



INTERIM MANAGEMENT IS IN DEMAND YOU WANT FAST AND SUSTAINABLE RESULTS.

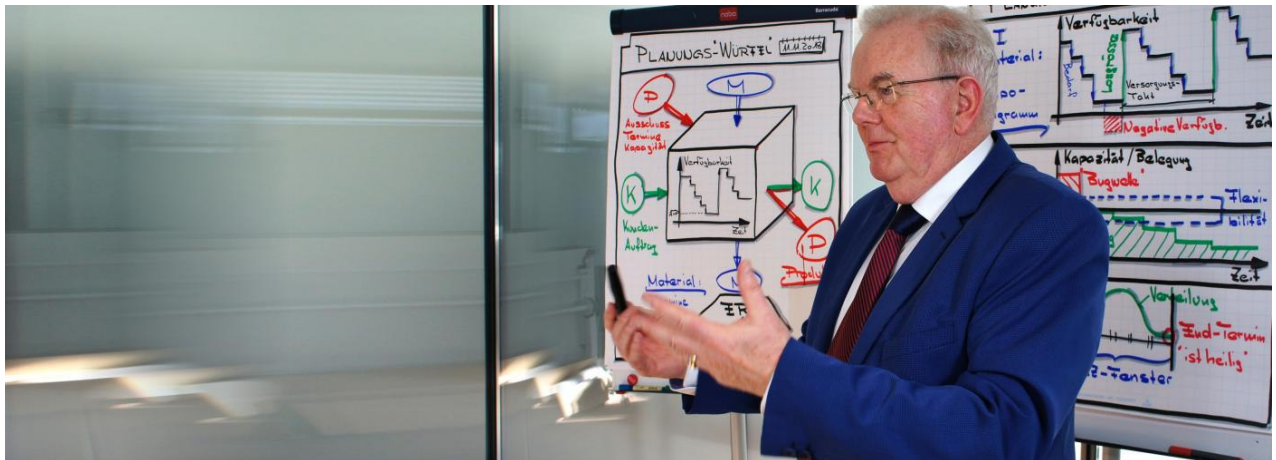
- Does your organisation have limited internal capacity and expertise? PL-Consulting will support you in making meaningful change without a large time investment.
- If unexpected outcomes have disrupted your company's processes, efficient and effective decisions need to be made. An interim manager offers the most effective support here.
- An interim manager is independent and unencumbered. He can look at your company with fresh eyes and – thanks to extensive experience – quickly identify the relevant issues.



YOUR HUMAN RESOURCES WILL BE
EXTENDED AND HAVE THEIR LOAD REDUCED
AN INTERIM MANAGER PROVIDES IMPARTIAL
ANALYSIS

REORGANISE PRODUCTION AND LOGISTICS YOU WANT TO OPTIMISE UNEXPLOITED POTENTIALS.

- Production costs, delivery readiness and quality are decisive factors for any company. Through intelligent production, essential improvement potentials will be exploited.
- PL-Consulting develops sensible strategies for changes and adjustments which quickly increase your market responsiveness. In this way, production efficiency, storage management, logistics channels and the quality of your products and services will be efficiently optimised.
- Your production and logistics specialist will always find the right optimisation, thanks to extremely broad practical experience in various industries.



COMPETENT REDESIGN OF PRODUCTION AND LOGISTICS

EXPERIENCE AND A BROAD ARRAY OF METHODS

CONSULTING ALONE IS NOT ENOUGH YOU CAN HAVE YOUR CAKE AND EAT IT TOO.

- Valuable concepts and possible solutions which emerge from consulting unfortunately all too often end up as waste paper – and not just because of an inability to bring ideas into practice.
- But you can have your cake and eat it too, if consulting abilities and management skills can be efficiently combined in the same hands.
- PL-Consulting does not deliver simple concepts. We look ahead, and are at your side as project managers and interim managers to ensure theory is put into practice.



EXPERT COMPETENCE BASED ON BROAD
PRACTICAL EXPERIENCE AND SUCCESS

SUSTAINABLE SUCCESS FROM EXPERIENCED
TURNOVER COMPETENCIES.

OBSERVATION 1

INTERIM MANAGEMENT TO SUPPORT THE CHANGE

Strategic management, the search for innovation and new directions, and permanent optimisation of processes and products are central factors of success for any company. The aim of entrepreneurial thinking and action is to achieve the best embodiment of these factors for constant and sustainable changes.

Such entrepreneurial goals can classically be achieved in two ways: by using one's own management capacity and competences, or by drawing on external consultants.

THE INTERIM MANAGER IS THE PROMISING THIRD APPROACH

- This concept is based on using the abilities of a competent interim manager for both management and consulting.



OBSERVATION 2

MANAGEMENT AS A PROFESSION

You can expect many years of extensive management experience in the professional and, especially in Switzerland, military sphere from an experienced manager. I personally build upon this broad foundation as well as extending my competences through constant education.

When assuming management responsibility, I can bring real advantages to your company, since I do not just use clear management principles and the corresponding tools efficiently for myself; I also pass them on to you as a coach and interim manager. These are passed on within the framework of daily business, within which I take an exemplary role, in specific discussions with staff, and – during specific management workshops – with entire teams or departments.

A COACH AND INTERIM MANAGER OPTIMISES MANAGEMENT

- I achieve extraordinary results with “ordinary” people. Effectiveness is the key to success.
- I consistently consider “soft” factors and use the right tools to support management.
- I combine theory and practice in the best way possible, since only this combination brings success. Analytical skills are essential here.



OBSERVATION 3

PROJECT MANAGEMENT ACHIEVES BENEFITS

Projects are also essential for your company's future. In spite of innumerable ideas and approaches, do you simply lack the resources for targeted and efficient project work?

Employing a project manager as a competent partner is a promising route to take in this case. He supports the process from the conception of the idea, via preparation and planning, all the way to implementation and successful conclusion of the project.

When working on a project, tested problem-solving methods and standardised procedures for making decisions are used.

AN EXTERNAL PROJECT MANAGER IS THE BEST SOLUTION.

- He considers project work to also be an executive and management function and binds a team together for a common goal.
- Thanks to optimal project preparation, he achieves 90% success in 10% of the time.
- He is always searching for the solution to the impossible and is not deterred by conflicts in objectives.



OBSERVATION 4

PRODUCTION IS A STRATEGIC SUCCESS FACTOR

Even today, production is often only viewed in terms of cost factors. This way of looking at things leads to innumerable outsourcing and warehousing projects before potential is used optimally.

With process management and a holistic approach, all company activities will be connected. In doing so, we seek to constantly minimise lead-times related to controlled processes. The result is lower costs, better delivery performance and higher quality. And because we only change things which we have measured and visualised, we work out the corresponding instruments. With the concept of lean production, we also focus on systematically reducing wastefulness and reactive power.

Customer orientation is a subject in which all employees are strongly integrated. The result is constant orientation towards customer needs. The company culture is also changed through balanced consideration of hard and soft factors.

IN THIS WAY, PRODUCTION BECOMES A FACTOR IN SUCCESS

- Development of holistic production systems for constant orientation towards strategy and the market.
- Clear and complete documentation of these systems.
- Optimising production logistics. By considering customer dispatch points, the goal conflict between inventory and delivery periods is resolved.
- Supporting innovation processes by transferring to the pull principle. "Banana projects" (where the product matures with the customer) will be prevented.
- Integration of lean cells as key to success. Integrated lines, a speciality of PL-Consulting, force flow production.
- Optimising workplace organisation is inexpensive and very effective.
- Integrating the sphere of the lean cells. Securing the resources of motivated people, materials and operating funds produces positive effects.
- If offshoring is indispensable, PL-Consulting uses a special 8-point programme.

PETER LÜTHI

PORTRAIT



EDUCATION

- Dipl. Electrical Engineer FH (Bachelor of Science)
- Business Administration
- Malik Academy Management Summer School
- Further education in leadership and project management

LANGUAGES

- German native language
- English/French very good speaking and writing

LECTURING

sfb; Higher Education Centre for Technology and Management

- Company processes
- Project management (Scheuring model)
- Business simulation
- Interconnection

STRENGTHS

- Analytical competences, fast recognition of weak points
- Optimal combination of theory and practice considering soft and hard factors
- Eager and effective
- Recognising strengths and leading people using their potential to succeed
- Creating trust. Trust is the Lean-Element in management

ADDED VALUE

- Sustainable employment as manager and consultant with moderate fees.
- Broad method competences in the area of production systems for precise orientation towards the market and strategy.

EXPERIENCE

1978 bis 2000

Landis & Gyr / Siemens Metering

Responsibility: up to CHF 100 M in costs, up to 300 E

Functions:

- Development engineer
- AVOR manager / Productions engineering manager
- Works manager / Plant manager

Main activities:

- Developing new processes and re-engineering
- Implementing just-in-time and lean methods
- Industrialising and value stream design
- Product design for time-to-market
- Diverse SAP and outsourcing projects
- Responsible for the cost centre

2000 bis 2012

Contrinex SA, Management of international production network

Responsibility: CHF 40 million in costs, 300 E in CH, HU, CN, BR

- Lean production and process re-engineering
- Re-engineering the entire supply chain
- HR management, management training
- Establishing production locations, CN and BR
- Innovation transfer and QA audits

Since 2012

PL-Consulting GmbH, Mandate activity

Saab Bofors, Head Production and Technology Management

- Change management (organisation and company culture)
- Re-engineering and industrialisation
- Production system with lean production
- Complex customer projects

Schindler AG, Project Manager Lift Diagnosis

- Project preparation. / Requirement engineering
- Project planning and project marketing

Mikron (Automation) SA, Project Manager for client project

- Complex customer project in plant construction
- Engineering process, application agile engineering

Brugg-Lifting, Production Engineering, -Planning, Purchasing

- Alignment of operational processes with market and strategy.
- Purchasing strategy, MRP parameters, framework contracts
- Synchronization of the chain 'sales-production-purchasing'

KWC Franke Water Systems, Head of Operations

- Stabilization of leadership, ensuring operational processes
- Alignment with market and strategy, SCM vision (project start)

BACHER AG, Head of Production & Logistics

- Reorganization of operational processes, reduction of backlogs
- Implementation of assembly cells (product cell matrix)
- Reduction of logistical complexity (value stream concept)

DBK EMS (Rülzheim D), Head of Production & Logistics

- Reorganization of operational processes, elimination of backlog
- Implementation of planning structures including tool development
- Increase of quality and efficiency

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