



Innovative answers

Company Presentation

Consulting

Innovation

Management

Software

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 **BALance**[®]
Technology Consulting

Innovation- and Technology Consulting since 1996



for industries and authorities

- ♦ shipbuilding and maritime supplier industry,
- ♦ machine building, automotive, aerospace and construction industry,
- ♦ associations, local authorities and federal state governments and European Commission.

our profile

- ♦ shipbuilding engineers,
- ♦ mechanical engineers and production technology,
- ♦ IT specialists and
- ♦ international management and business economics.



Innovation- and Technology Consulting since 1996



Supporting Strategic Decisions



Development and Implementation of New Ideas



Building Alliances



Knowledge - Your company's asset



Quicker results with adequate software



Products to increase your efficiency





Development and Implementation of New Ideas

- ◆ **Evaluation of market relevance, feasibility and profitability of innovative ideas**
- ◆ **Concept development and support of investment decisions**
- ◆ **Creation of organisational structures for the systematic transfer of innovative into successful products**
- ◆ **Initiation of Research and Development projects**
- ◆ **Project management and identification of support programmes**





Development and Implementation of New Ideas: Selected examples



material innovations



networks for safety



rescue operations



water treatment



laser welding & cutting



onboard logistics



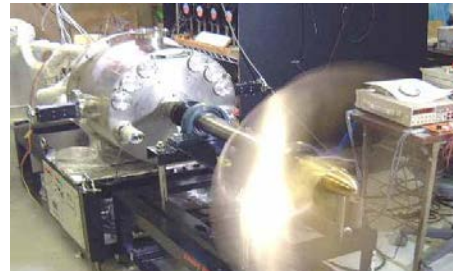
inspection robots



coating processes



procurement & logistic



energy efficiency



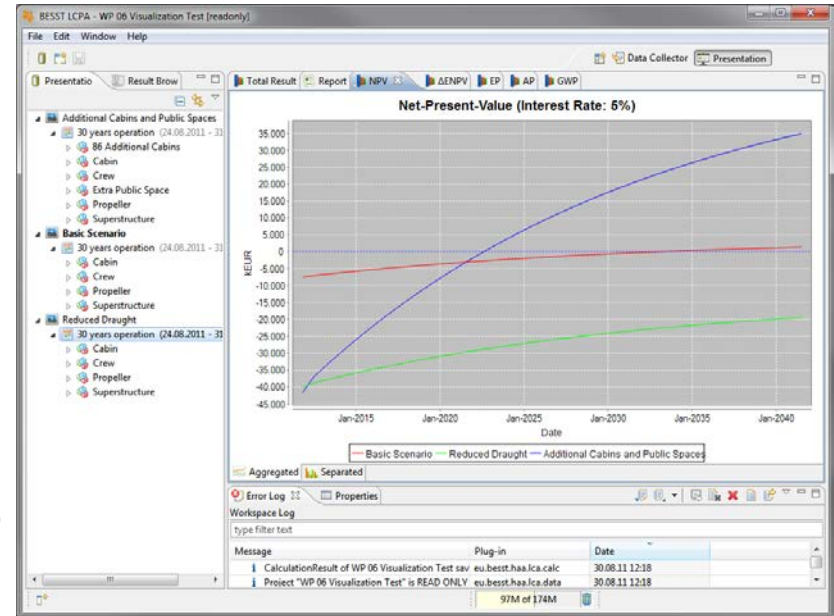
operational concepts





Life Cycle Cost Calculation

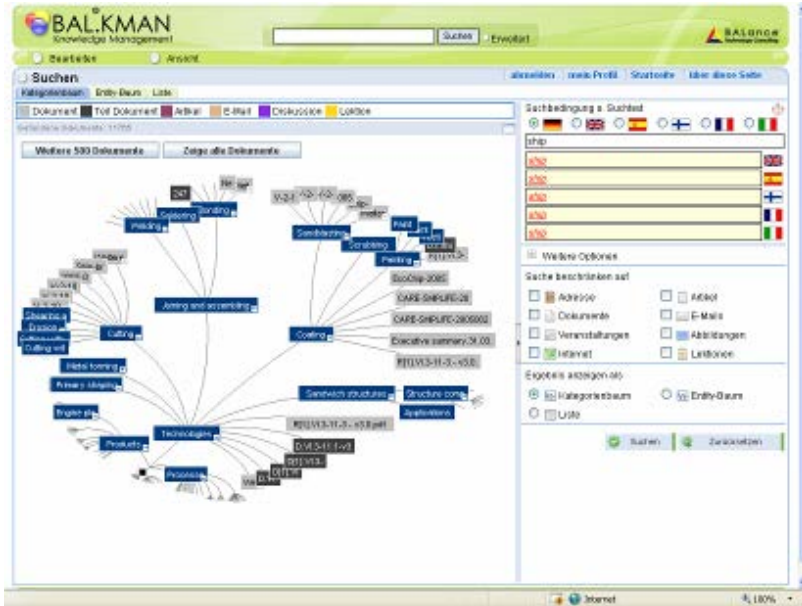
- ◆ Different design alternatives in terms of costs, environmental, safety, and social aspects can be evaluated
- ◆ All considerations are throughout the entire life cycle
- ◆ Short reviews are possible as well as very detailed analysis for only one component (e.g. pump) or a whole ship
- ◆ Defined components (e.g. engine) are also available in future projects
- ◆ Automatic generation of reports allows an easier comparison between different projects





Knowledge: Your company's asset

- ◆ Analysis of company knowledge sources
- ◆ Categorisation of knowledge
- ◆ BAL.KMAN system supports
 - ◆ observation of knowledge data bases (incl. eMails)
 - ◆ automatically issuing of abstracts and document cataloguing
 - ◆ issuing of „Best-Practise“ handouts
- ◆ Development of company internal knowledge cultures



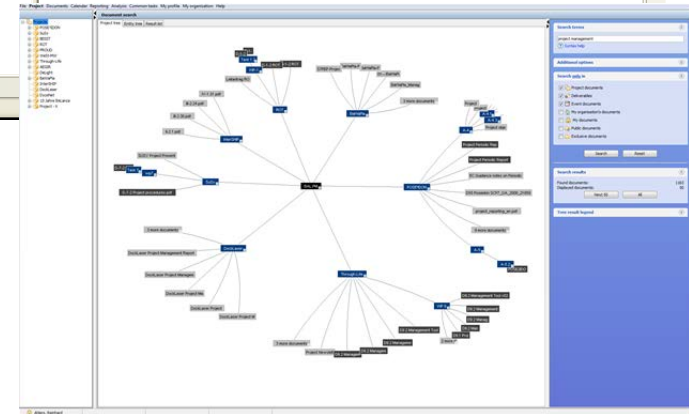


Project Management

- ◆ **Project overview**
- ◆ **Managing events with related documents**
- ◆ **Reporting**
 - Efforts (hours + costs)
 - Progress (tasks, milestones, deliverables)
 - Standardised reports
- ◆ **Documents**
 - Exchange
 - Deliverables and evaluation process
 - Standardised reports
 - Document search

The screenshot shows the BALPM software interface. On the left, a tree view displays the cube structure for 'BALPM FP7'. The main area shows a 'Reported Amount' table with columns for 'Project', 'Subproject', and various activity types (DEMO, MINGT, OTH, RTD) and a 'Gesamtergebnis' column. The table data is as follows:

Project	Subproject	DEMO	MINGT	OTH	RTD	Gesamtergebnis
Main Project 1	Sub project 1	97,770.37 €	106,196.84 €	150,009.12 €	97,731.31 €	451,707.64 €
	Sub project 2	44,212.45 €	31,031.68 €	36,892.36 €	26,955.40 €	141,091.89 €
Schieb mich		35,057.96 €	42,488.70 €	52,888.53 €	42,373.98 €	172,809.17 €
Gesamtergebnis		177,040.78 €	179,717.22 €	241,790.01 €	167,060.69 €	765,608.70 €



Thank you for your attention



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