



INGERSOL ENGINEERS
Business Solutions

ICN INTERNATIONAL
CONSULTING NETWORK

Company profile

18/12/2015

International offices

INGERSOL ENGINEERS Business Solutions
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The company and its history

*The company derives from the previous **INGERSOLL ENGINEERS** (Rockford, IN), founded in 1963 as part of INGERSOLL INTERNATIONAL*

Turned independent as a consequence of the LMBO in 1988, INGERSOLL ENGINEERS was restructured into four independent companies located in USA, UK, Germany, France and Italy

For higher visibility and distinctiveness in related markets, two companies decided to change name and became Bourton Group (USA, UK) and Management Engineers (D)

*In 2012, in complete autonomy and independence, these companies decided to create **ICN (International Consulting Network)**, to reinforce their capability to operate on important international projects.*



In Italy the mother company is now called **INGERSOL ENGINEERS Business Solutions** (IEbs) and is active in Operations, Organization Consulting and Information Technology for:

Production and Distribution companies wanting to increase their competitive value, through Upgrades in **Quality, Cost Reduction, Service Level, facilities and tools**



Ingersol Engineers' consultants are experienced line managers who have moved on to management consulting after succeeding in testing 'real' jobs in a wide variety of environments

They have in-depth skills and know-how in practice and related market segments and have wide experience in management - in dealing with companies' personnel at all levels

As you choose your consulting partner, you get to meet the people who will take part in the delivery team



INGERSOL ENGINEERS
Business Solutions

The professional services of IEBS are governed by Italian Law No 4 of 14/01/2013

ICN: an extended Consulting Network

- **IEBs** joins activities of ICN, the international consulting group participating to the implementation of complex industrial projects

- ICN offers you experienced consultants from 13 countries with a wide range of capabilities. The member businesses are experienced at working together and enable international teams to be assembled quickly and effectively.

- 1,250 customers in more than 30 countries

- More than 3,500 successful projects

- 200 professionals in all major disciplines with a 20 year experience

US

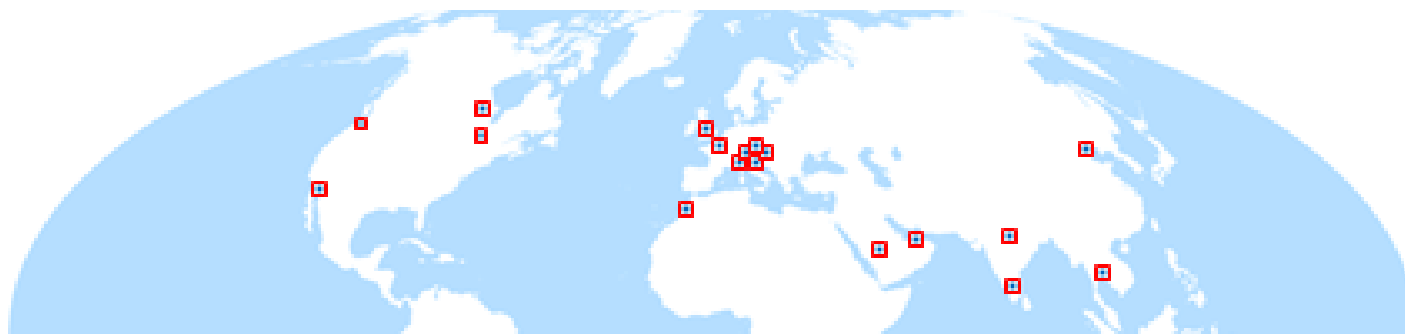
- Indianapolis
- Los Angeles
- Rockford
- Seattle

Europe

- Austria
- Czech Republic
- France
- Germany
- Italy
- Switzerland
- UK

Middle and Far East

- China
- India
- Thailand
- Saudi Arabia
- United Arab Emirates



Ad ICN International Consulting Network aderiscono i seguenti Partners europei:



UK - Bourton Group
Specialising in performance improvement and organisational change.



UK - DCI
Specialising in demand chain management operations and strategy.



UK - Hawksland
Improving business performance, driving shareholder value and creating competitive advantage.



Germany - ROI
Specialising in planning, building and controlling global value chains.



France - SYNEDRIA
Improving industrial performance and competitiveness.

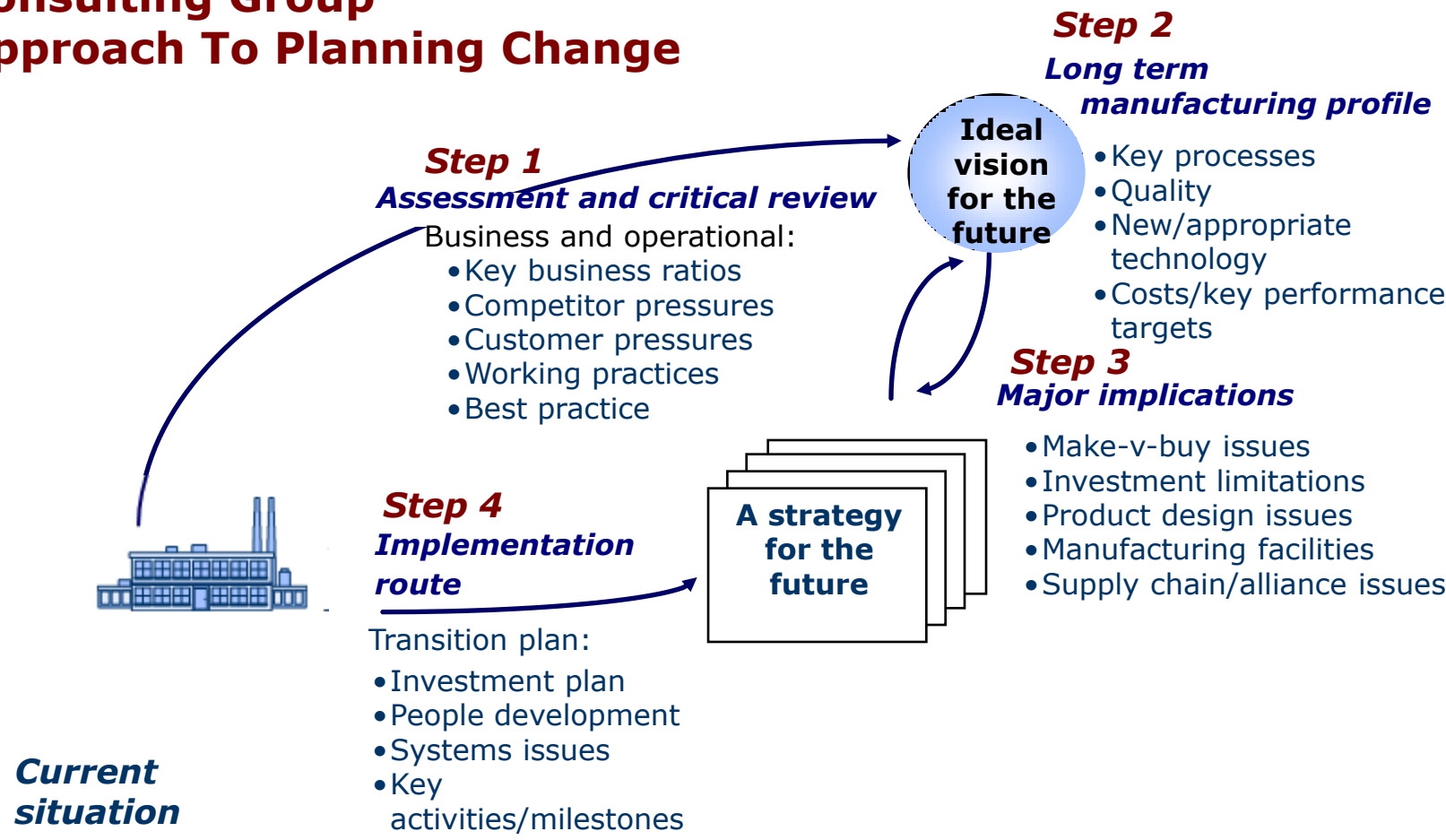
“Think Globally Implement Locally”



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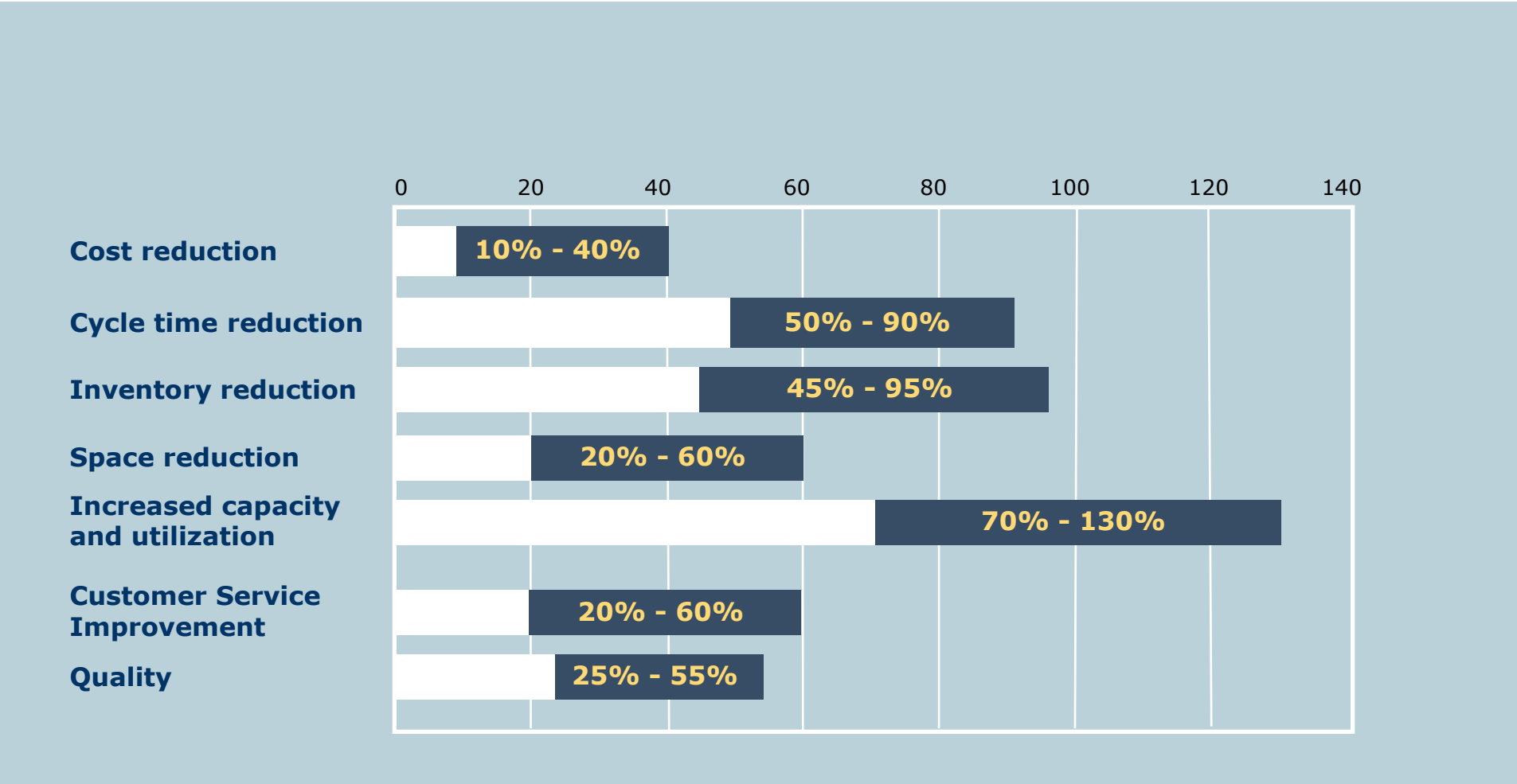
Operations strategy

Consulting Group Approach To Planning Change



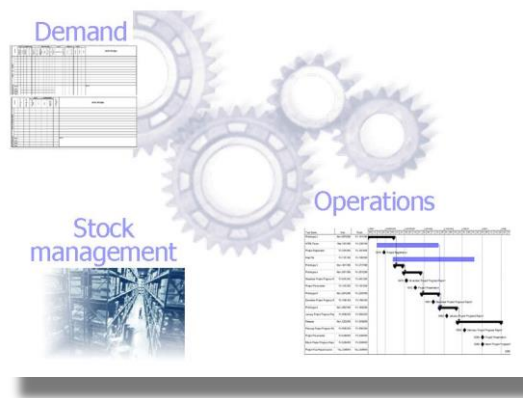
Stretching and challenging but pragmatic and achievable

Supply Chain	Manufacturing	Engineering	Organisation	Business & Services
<ul style="list-style-type: none">■ Product Make Vs Buy■ Component Make Vs Buy■ Process Outsourcing■ Working Capital Reduction■ Direct Material Cost Reduction■ Logistics & Planning■ Systems Interface■ Transport & Distribution■ Storage, Layout Etc	<ul style="list-style-type: none">■ Manufacturing Strategy■ Plant Layout■ Make Vs Buy■ Cell Manufacturing■ Lean Factory■ Factory Re-locations & Consolidations■ 6 Sigma Process Improvement■ Specific Tools<ul style="list-style-type: none">■ TPM, SMED, OEE, ...■ Specific Training	<ul style="list-style-type: none">■ Product Rationalisation■ NPI Processes■ Value Analysis & Value Engineering■ DFSS	<ul style="list-style-type: none">■ Organisation Design■ Pay & Rewards■ Recruitment & Selection■ Assessment Centres■ Management Of Change■ Communications	<ul style="list-style-type: none">■ Business Development■ JV – M&A Support■ Transfer of Technology (ToT)■ SOP Processes■ Performance Management■ Policy Deployment■ Financial Modelling■ Office Lean (LDMS)



INVENTORY MANAGEMENT OPTIMIZATION

Ingersol Engineers has extensive experience in stock management issues. Thanks to innovative planning techniques and longtime experience in many industrial fields, we deliver the most fitting solution to your business.

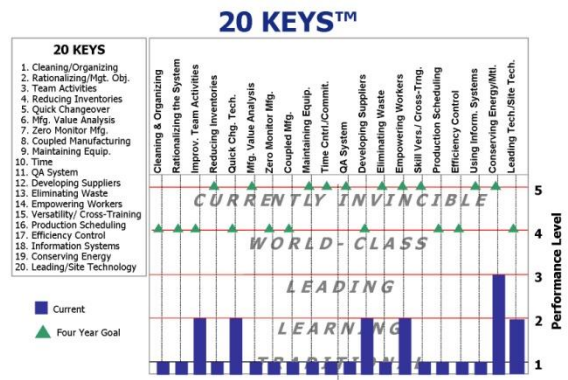


The first step is to rationalize management processes.

We shift know-how to our customers, so that they can be independent and continue to work autonomously

LEAN THINKING

Process upgrading requires working together in order to remove wastes of time, money and resources, making it quicker, low-priced, easier and more reliable. The global market is asking for better products and services. This can only be achieved by taking the right actions on quality, delivery time, flexibility and human resources.



With the **20 KEYS™** method, Ingersol Engineers identifies problems and delivers solution to be shared and implemented with its customers.



With the **SCMS™** method, Ingersol Engineers offers a simple but effective tool to select the most improving tasks, to assign them to resources and to monitor results, comparing them with the already fixed targets.

SUPPLY CHAIN IMPROVEMENT

In-depth check-up of every single supplier is difficult, since it involves a wide range of skills, from technology to management, with specific reference to each particular industry. Our engineers provide extensive competence in mechanical technology, information management & organization and, mostly, in production problem solving.



Ingersol Engineers offers a consistent assessment method for drawing a complete map of each area in the value chain paradigm.



We monitor suppliers implementing efficient actions (**Quick Wins™**) and improvement projects leading to immediate benefits for both single suppliers and the entire supply chain.

SIMULATION: discover the best choices

Every company must balance fixed costs with variable costs, while customers are increasingly asking for low delivery times, integrated products and services and gradual quality upgrading.
Simulation is a powerful ally.



What-if analysis include variability and randomness which are typical of real systems, consequently gaining more significant and reliable results.

Our competence and modern software allow complete emulation in a very short time: from a few days for simple systems to a few weeks for more complex ones.

COST EFFICIENCY: reducing cost via production efficiency

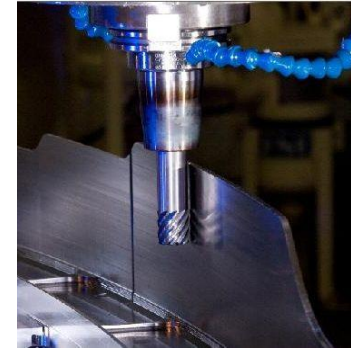
Discovering hidden costs

Have you ever thought that costs in your company are hidden below your eyes?
With a proven methodology our experts can discover nested inefficiencies in production processes.



Ingersol has defined an unerring methodology to attack costs based on a knowledge proved on the field:

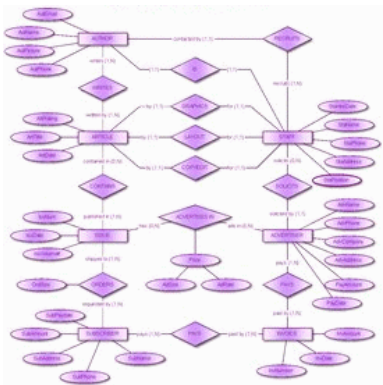
- Production cost: cost: technological, organizational and cost structure analysis
- Material purchase cost: raw materials, standards, hardware and “built to print”
- Optimization of the material (BTF)



Ingersol consultants are experts in mechanical technologies, information management & organization.
Our company has developed experience in many sectors, from manufacturing one to services and desires to make its own know – how available to your needs.

INFORMATION SYSTEMS IMPLEMENTATION

Making a good start: process mapping is the correct way to identify the real needs of your company and find the best solutions.
Ingersol Engineers' experts are able to achieve this goal thanks to cross skills in industry and business: we identify the critical processes and work out the best management solution.



Implementing an Information System is always a fine operation: the impact is direct on both technology and the entire organization.

Ingersol Engineers works as implementation partner for its customers: we build up a team and involve the entire organization.

Our Clients

Organisation Development & Change	 Feel the Drive  Una Società Finmeccanica   OMA SpA Officina Meccanica per Aeromobili   MECCANICA DEL SARCA  
Training & Development	  A. Abete Istruzioni meccaniche di precisione      Printing the future. 
Lean Enterprise	  AUTOMOTIVE LIGHTING      SAFRAN Group  
Operations Strategy	   seeing it through  A Finmeccanica Company  more than heat   

ICN's Clients and sectors

Aviation, Aerospace, and Military

Aeritalia
Agence Spatiale Europeenne
AiResearch Mfg. Co. of Arizona
Alfa Romeo Avio
AlliedSignal
AM General Corporation
Avco Corporation
Bendix Corporation
The Boeing Company
British Aerospace
Cessna Aircraft Company
DeHavilland Aerospace Ltd.
Dowty Group Ltd.
FMC Corporation
Fokker BV
Ford Aerospace & Comm. Co.
Fabrique Nationale
General Dynamics
GE Aircraft Engines
Harsco-BMY
In-Flight Phone Corporation
Loral Aerospace Corporation
Lucas Aerospace Ltd.
Martin Marietta Aerospace
McDonnell Douglas Aircraft Co.
NASA
Pratt & Whitney
Rheinmetall
Rohr Industries
Rolls Royce Ltd.
Sikorsky Aircraft
Sundstrand Aerospace
Thom EMI Electronics Ltd.

Automotive

AlliedSignal
American Bosch
BMW
Borg-Warner Corporation
British Leyland
The Budd Company
Buick-Oldsmobile-Cadillac Group
Chrysler Corporation
Daimler-Benz

Eaton Corporation
Fiat
Ford Motor Company
Iveco
Johnson Controls Inc.
Land Rover
Mack Trucks Inc.
Maremont Exhaust System Products
Metalsa S.A.
Navistar
Paccar Inc.
Sakmo
Steyr-Daimler-Puch
T.I. Raleigh Ltd.
United Technologies Corporation
Vauxall Motors Ltd.
Volkswagen
Volvo

Agricultural and Construction Equipment

Caterpillar Inc.
Clark Equipment Company
David Brown Tractors
Deere & Company
Dresser Industries
Fiat Allis
Harnischfeger Corporation
Ingersoll-Rand Company
International Harvester
Case/IH
Massey-Ferguson Inc.
Mitsubishi-Caterpillar Ltd.

Chemical/Pharmaceutical

BASF
Boehringer Ingelheim
Bristol-Myers/Squibb
DSM Catalytica
DuPont
Eli Lilly
Novartis
Roche
Saudi Aramco
Union Carbide

Electric and Electronic Equipment

AEG
Alcatel CIT
Ansaldo Componenti
British Telecom
Brown Boveri
Electromecanique
Emerson Electric Company
General Electric Company
Lucas Aerospace
Midland-Ross Corporation
Philips
Reliance Electric Company
Siemens-Allis Inc.

Food Processing

Bensons Crisps
ConAgra
Coors
Express Dairies
Frito Lay
General Foods
HJ Heinz
Kraft
McVitie's
Pioneer Flour Mills
The Snack Factory
Whitworths

Metals Technology

Alcan Aluminum Ltd.
Aluminum Company of America
Anaconda Aluminum
Babcock and Wilcox
Bechtel Corporation
Bethlehem Steel Corporation
Crucible Stainless & Alloy Div.
Dofasco Inc.
Dominion Foundries and Steel
Dresser Industries
Hyundai International Inc.
Kaiser Industries
Krupp Industrial und Stahlbau
Magnequench Division AC Delco
Nuclear Metals

Industrial Equipment and Processes

Air Products & Chemicals Inc.
Allis-Chalmers Corporation
Alsthom Atlantique
Babcock Power Ltd.
Borsig
Chicago Pneumatic Tool Co.
Cummins Engine Company
Dedini SA Metalurgia
DeLaval Corporation
Deutz Diesel
Emhart Corporation
Gardner Denver Company
Grandi Motori Trieste-Fiat
Hitachi
Ingersoll-Rand Company
John Brown Engineering
Klockner Humboldt Duetz
MAN GmbH
MF Perkins Ltd.
SACM
Siemens
Stall Laval Turbine
Union Special Corporation
Vickers Ltd.
Westinghouse Electric Corp.

Machine Tools and Industrial Supplies

Beloit Corporation
Black Clawson Company
Bohle
Borg-Warner Corporation
Cincinnati Milacron
Commercial Shearing
Daewoo
Engel
FAG Cuscinetti
Garrett Turbine Engine Co.
GMFanuc Robotics Corporation
Hilti Steel Industry Products
Ingersoll Milling Machine Co.
Machinenfabrik Eineldingen
Owens-Corning Fiberglas Corp.
Picanol
Rockwell Graphic Systems

Transportation and Shipbuilding

British Rail Engineering, Ltd.
Brown Brothers and Company
Electro-Motive Division GM
Fairmont Tamper Corporation
Persian Gulf Shipbuilding Co.
Pullman Standard Inc.
Stork-Werkspoor Diesel
Vickers Shipbuilding
Vosper Hovermarine

Other Industries

A.O. Smith Corporation
Aladdin Industries Inc.
ARAMCO
British Department of Industry
British Nuclear Fuels
British Oxygen Company
Cameron Iron Works
Carrier Corporation
Continental Can Company, Inc.
Crane Company
Dunlop Ltd.
Federal Cartridge Corporation
FIP SA
General Atomic Company
Houdaille Industries
ITT Imperial Eastman
Scovill Inc.
SICN (groupe Cogema)
Smith International Inc.
South Carolina Research Authority
Taylor-Made Golf Company
The Johns Hopkins University
Unilever

And our colleagues for whom we have worked

Andersen Consulting
Arthur Andersen & Company
A. D. Little Inc.
A.T. Kearney Inc.
Booz, Allen & Hamilton, Inc.
The Boston Consulting Group
Deloitte & Touche Inc.
Lockwood Greene Engineers

