

# OEC OERTLI CONSULTING

INTERNATIONAL BUSINESS DEVELOPMENT AND OFFSHORING

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## Client References

### **Vice President of a Swiss Bank regarding a High-Tech Group in Microelectronics: Project: Mergers & Acquisitions:**

“...You have introduced to the banks and shareholders three viable potential investors for the Group. Your special merit was not only the successful procurement of three investors within six months only, but also that you have prevented the falling apart of the Group by motivating consulting of the shareholders on sites in Switzerland, USA and in Japan. Today the two main companies of the Group are again on the track to success ...”

### **President of a Swiss Company in Ultra High Precision Manufacturing Technology: Two Projects: 1. Strategy Audit and 2. Search for Partners and Investors:**

“...The great knowledge of Dr. Oertli in our areas of activities, his worldwide network of contacts, and his capacity of analysis and synthesis have allowed him to proceed very rapidly in his work and to establish conclusions that can be applied practically. All our staff who worked with Dr. Oertli has appreciated his positive and constructive attitude. We must also mention the very favourable feedback from our customers, agents and partners who were contacted by Dr. Oertli to develop a strategy or to promote the company. We can recommend Dr. Oertli without any reservation to all companies who are looking for an effective assistance to solve difficult problems ...”

### **Chairman and CEO of a Swiss-American Aerospace Group and a Speciality Foundry: Project: Market Study on Indian Speciality Foundries:**

“... We express our sincere thanks for the profound work of you and your team. Your background as an experienced engineer allowed a quick understanding of our needs and future plans and your long term know-how about India added to the success of the study as well. We have now an instrument on hand which allows us the structured continuation of our project to set up a speciality foundry in India. Having had a rich selection of all kinds of consultants we were very happy with our choice and we would choose OEC OERTLI CONSULTING again in the future ...”

### **Vice President of the largest German Water Technology Group: Project: Market Entry Strategy for India, including Market Research, Logistics, JV:**

“... Your valuable contributions have been very helpful for the development of our strategy for market entry. The results of your research and analysis describing market structures in India have laid exhaustive grounds for clearly defining market opportunities for us. Your profound description of demand segments, distribution channels, and supplier shares and profiles allowed for the development of an unambiguous assessment of potential market inroads and of a focused strategy for market entry. Furthermore, your research and critical assessment of Government Policy as well as rules and laws regarding imports, joint ventures, and foreign investments served as a solid basis for working out and evaluating feasible models of collaboration with potential local partners...”