

Kontrapunkt .

technology



Kontrapunkt Technology

Kontrapunkt Technology provides consultancy services in technology, innovation and strategy to industrial enterprises, banks, insurances, financial investors, management consultants and universities.

Our expertise is in the optimisation of product innovation, strategic technology planning and assessment, strategic business development and establishing international collaboration.

We also step in as an interim manager to fill a temporary vacancy in your organisation.

« *Is our product development team reaching its full potential?* »

Organisation Development

- **Evaluation of projects:** objective, organisation, cost, time-to-market, efficiency, innovation and risk
- **Auditing of R&D teams:** organisation, mix of skill sets, methodology, tools, responsibilities and quality
- **Increase of efficiency** and innovative vigour in product development
- **Improvement of collaboration** between R&D teams and related key functions
- **Technical due diligence** prior to acquisitions or reorganisations
- Implementation of **post merger reorganisations**

« *Is our technology strategy based on the corporate objectives?* »

Strategy Development

- **360°-analysis:** model, strategy, products, markets and technologies
- Analysis and assessment of the current **technology strategy**
- Development of technology strategies and **technology roadmaps**
- **Conducting studies:** trends, emerging technologies, disruptive innovation and competition

« *Do we have to accomplish all tasks on our own?* »

Outsourcing & Collaboration

- Analysis and assessment of the **existing skill set**
- Initialisation of actions to establish and develop the **core competencies**
- Development of **outsourcing strategies**
- Identification of **suitable partners** to solve technical or operational problems
- Identification of candidates to establish a **strategic alliance**

« Can we create new markets based on the existing skill set? »

Business Development

- Elaboration of **growth strategies** regarding markets, technologies and skills
- Analysis of the **value chain**, taking into consideration suppliers, clients and partners
- Analysis of the **role of the competition**
- Elaboration of **business plans**
- Monitoring of **implementation**

« What we need now is a strong leader at short notice. »

Interim Management

- **Temporary management** of product development, product management, and as COO
- Development of the **collaboration between the R&D** and other **key functions**
- Management of complex, time critical and **strategically relevant projects**
- **Turnaround management** of international, multi-site, heterogeneous teams
- Participation in **innovation projects**

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Technical and industrial focus in recent projects:

Realtime Sensor Systems and Mechatronics
Digital Image and Speech Processing
Human-Machine-Interfaces
Paper-Processing Systems
Telecommunication
Banking Automation
Postal Automation
Intaglio and Digital Printing Technology
Production Quality Inspection

Radio-Frequency-Identification (RFID)
Printed Electronics
Motors and Frequency Inverters
Photovoltaics
Home Appliance
Applied Cryptography
Sensor and Vacuum Technology
Measuring Technology
Noise Reduction and Acoustics

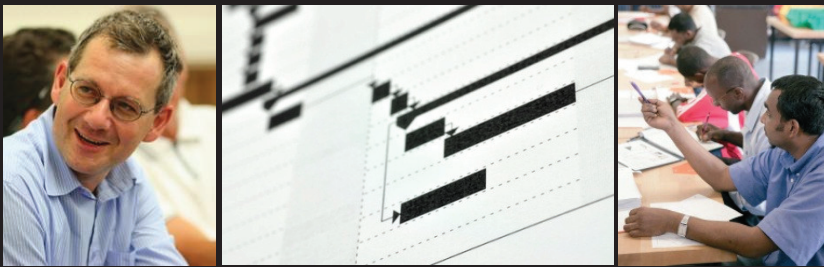
Profile

Martin Paping has a doctorate in physics and has been active in international technology management for over 20 years. Prior to his activities as a technology consultant he worked in various industrial enterprises, five years in France and eight years in Switzerland. His consultancy Kontrapunkt Technology is based in the German city of Konstanz.

- PhD in physics from the University of Göttingen (Germany)
- Project management, product development and research management with international teams
- Interim R&D management
- Development of technology strategies and technology roadmaps
- Auditing of projects and organisations
- Technical due diligences
- Post merger reorganisations
- International collaboration and partnerships
- Collaboration with universities, high schools, research labs and business schools
- Holder of many international patents
- Author of various scientific publications

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The Counterpoint

"Kontrapunkt" is the German expression for counterpoint, a musical term that denotes the relationship between two or more independent voices. This style focuses on the interaction of equally weighted melodies rather than the accompaniment of a melody just by chords. Today, there is also a real need for an independent voice - in the business world. If everyone sings the same song, the results are often monotonous. Here too Kontrapunkt can form a contrast: can challenge, encourage, build up enthusiasm, foster creativity and create harmony from discord.

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