



Restart Thinking!

Ways to changeability

BUCHINGER | KUDUZ

VISION | KAIZEN | EVOLUTION

Dedicated to the honourable merchant.

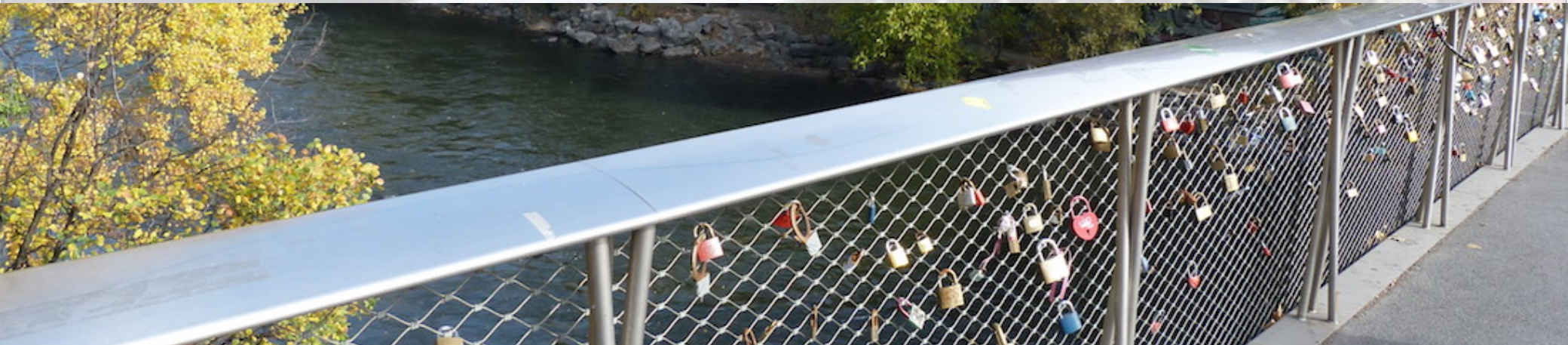
We are not just talking about responsibility, **we live it.**

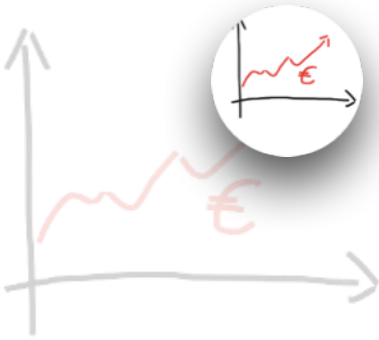
**Business development,
more than business consulting.**

We want to act **successfully with you**, not by you.

**Authentic, in business as
well as in daily life.**

No “Dog & Pony”-Shows, **simply pure conviction.**





Blind on effectiveness

Activities in the context of Kaizen, Lean and other terms are mistakenly reduced to the optimisation of efficiency and cost. **But this is a fatal error.**



Methodology trap

Many companies try to enforce improvements and a cultural change by outdated methodological thinking. **This is condemned to failure.**



Wrong qualification

Only knowledge is useless. What counts is experience and personal attitude. **To live a culture, people need to experience it.**

No consultants, we are much more

Developing changability, more than just consulting

SUPPORTER AND COMPANION

- ▶ Consultants tell you, how something works and therewith create dependencies. We support you on your way.

WE HAVE THE GOAL TO MAKE OURSELVES REDUNDANT

- ▶ This is why we support you in creating and finding your own individual solutions.

NO CONSULTANCY-WISDOM

- ▶ Selling methods and tools is good for consultants, but worthless for their clients. Consultancy must not be an end in itself.

SUPPORT INSTEAD OF AID

- ▶ We speak reluctantly about „aid“ as our customers are the real experts. We do not presume explaining your job to you, instead we provide you with new impulses.

EXPERTISE BASED ON REAL-WORLD EXPERIENCE

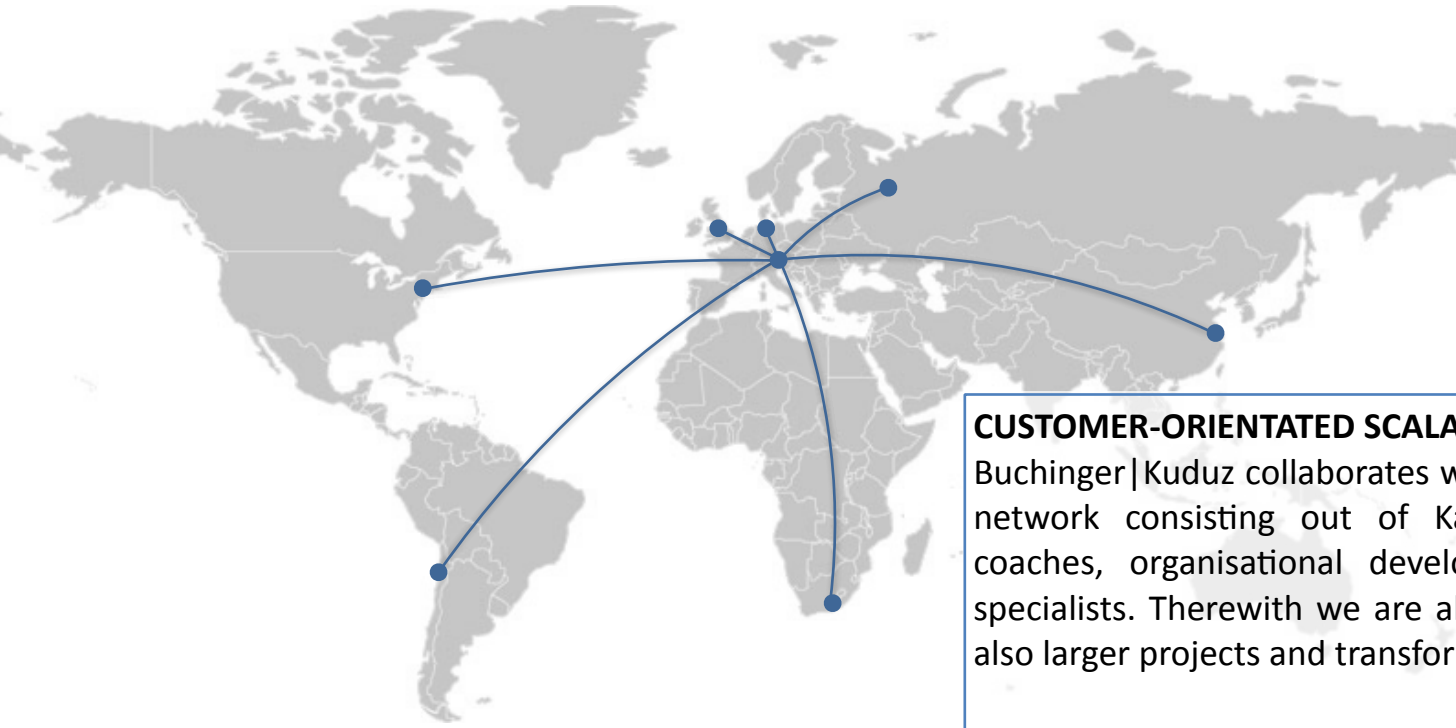
- ▶ We had gathered our experience in various positions before we started supporting others. Our international know-how brings you new views and ideas.

CUSTOMER-ORIENTED INSTEAD OF GREED FOR PROFIT

- ▶ Our success is only possible with our customers never against them. Therefore we focus on customer values. First comes the client, then follows our profitability.

International network

No One-Man-Show, instead a network of offenders by conviction



CUSTOMER-ORIENTATED SCALABILITY

Buchinger|Kuduz collaborates with an international, high-performing network consisting out of Kaizen and Lean experts, executive coaches, organisational developers as well as factory planning specialists. Therewith we are able to realise, local and intercultural, also larger projects and transformations.

- ▶ All our partners have gained their real-life experience in various companies, no plain consultant's biographies.
- ▶ The mindset of all participants is customer-orientated and in the spirit of Kaizen.
- ▶ We do not just talk about lean organisations, we live it. Hence we do not need lavish administrative structures.

A portrait of Dr. Mario Buchinger, a man with short brown hair and blue eyes, wearing a dark blue polo shirt. He is looking slightly to the left of the camera with a neutral expression. The background is blurred, showing what appears to be an indoor setting with warm lighting.

Dr. Mario Buchinger

Visionary • Lateral thinker • Kaizen-Trainer • Musician • Author



nee. Kuduz



Born 1975 in Göttingen



Nationalities: German, Croatian

- ▶ **Diploma in Physics** – in the field of astrophysics (Georg-August-University, Göttingen)
*“Optical spectroscopy of galactical super-soft X-ray
source QR And (=RX J0019.8+2156)”*
Observation data of X-ray-binary star systems, observation works on large telescopes
- ▶ **Doctorate in Physics** – in the field of material physics (Georg-August-University, Göttingen)
“Nanocharacterization of magnetoresistant oxide tunnel barrier structures”
Investigation of non-conducting oxide tunnel barriers on nanoscale volumes
- ▶ Postgraduate studies **Lean Manufacturing Consultant** (Steinbeis university, Berlin)
- ▶ Additional qualification: **SixSigma** Green-Belt
- ▶ Expert training as **Kaizen-Trainer** and Lean-Expert at Mercedes-Benz in Germany and Japan i.a. by former **Toyota (TPS) Experts**

More than 15 years of experience

- ✓ Development of vision and mission
 - ✓ Implementation workshops
 - ✓ Agility and ability to change
 - ✓ Process analysis
 - ✓ System- and organisation development
 - ✓ Expert training and qualification
 - ✓ Leadership development
 - ✓ Coaching and Shadowing
 - ✓ Development of methods
 - ✓ Development of qualification concepts
 - ✓ Derivation of strategies for overall companies, business units and departments
-

Intercultural competence

Grown up bilingual and multicultural. International work in different countries and cultural environments.

- ✓ Europe: (e.g. Germany, Austria, France, Sweden, Rumania, ...)
- ✓ Asia (China, Japan, India, Turkey, ...)
- ✓ America (USA, Brasil)

Experience as employee and executive

✓ 2005 - 2008: Daimler AG

Expert and trainer for production systems (MPS – Mercedes-Benz Production System)

Responsibility for implementation projects in different production MB-sites
(Sindelfingen [D], Untertürkheim [D], Bremen [D], Hamburg [D], Hambach [F])

✓ 2008 - 2014: Bosch Group – Bosch Rexroth AG

Expert and trainer for production systems (BPS – Bosch Production System)

Responsibility for implementation projects in different international sites
Responsibility for training and qualification of all leadership levels in terms of Kaizen, BPS, continuous improvement culture at Bosch Rexroth

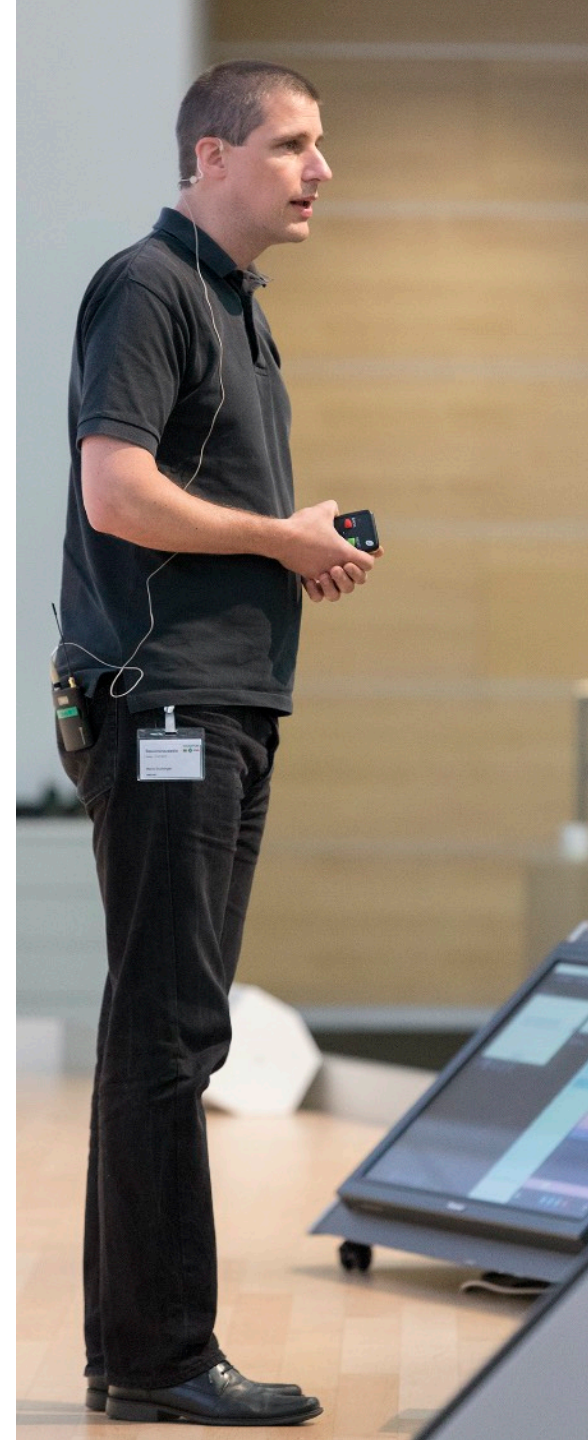
Experience as entrepreneur

✓ Since 2013: The Pyramidis Project / Pyramidis Audio

Musician, sound designer, composer / sound studio, record label, publishing
Own music productions with world wide distribution and international airplay
Journal editor for the magazine “HiFi-Stars”

✓ Since 2014: Own business Buchinger | Kuduz

Keynotes, implementation, business development, visionary, lateral thinker
Engagement in Think-Tanks and initiatives for value orientated leadership, sustainability and business ethics



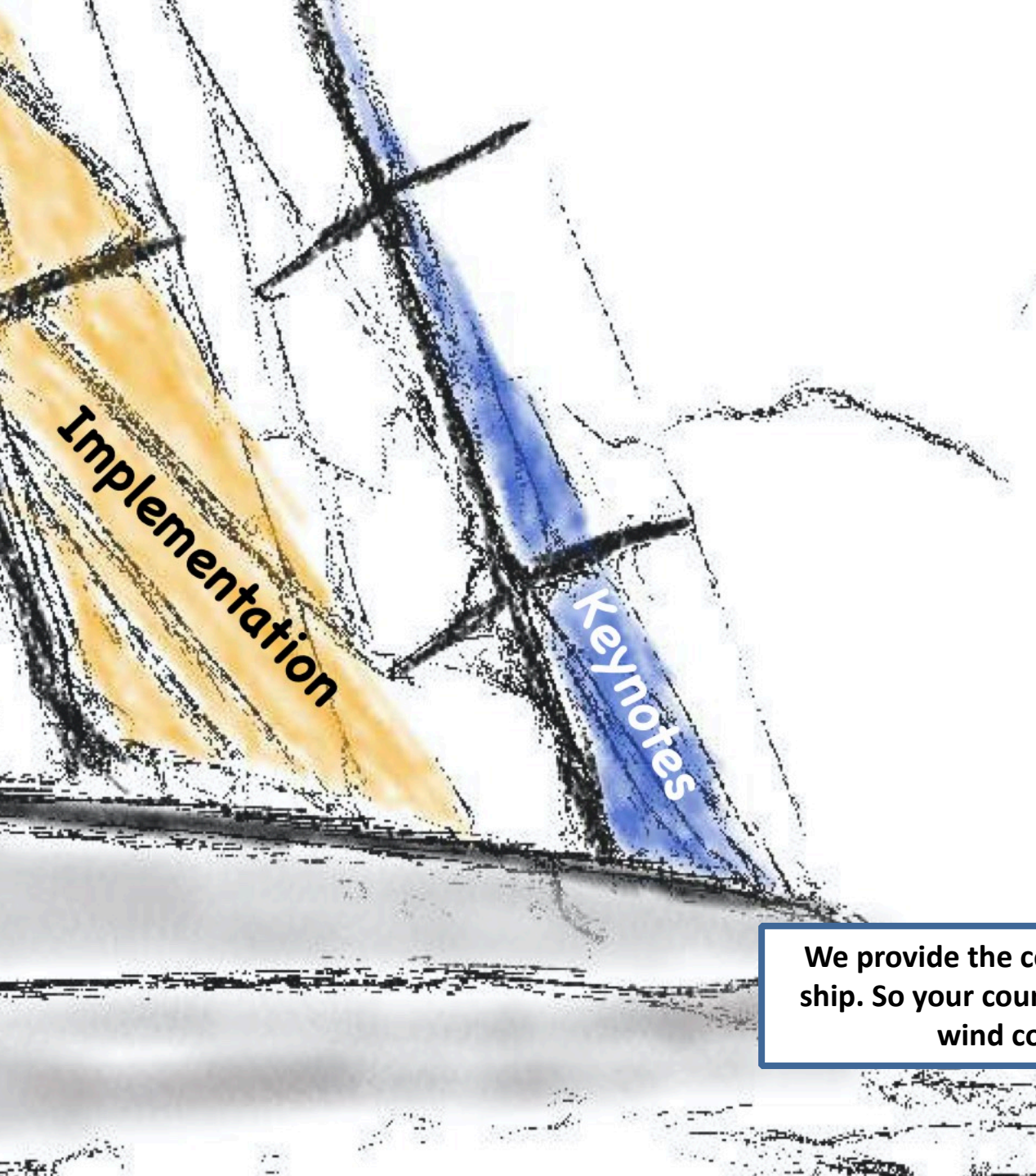
Finding the correct course

Your target in focus,
the navigation under control



Maintaining the right course

Even against the wind



We provide the correct sails for your ship. So your course is right under all wind conditions.

Keynotes

Authentic • based on experience • convincing • customised

No rehearsed shows | Lectures with experience and conviction | No ready-made content

Please find below some examples. The keynotes are always adjusted to the customer's needs.

CHANGE AND AGILITY:

Facing the challenges

- ▶ What are the challenges of tomorrow?
- ▶ What is the meaning of agility and how you can make it real?
- ▶ Responsibility for economy, society and environment.
- ▶ What is a true vision? What is the difference to a strategy?
- ▶ What are characteristics of disruptions?

ELECTRIC MOBILITY:

Radical change in the automotive industry

- ▶ Which trends and developments will appear?
- ▶ What is the impact on the European economy?
- ▶ Why are some companies caught in a paradigm trap?
- ▶ What can other branches learn out of these changes?
- ▶ Automotive industry in terms of disruption.

LEAN, KAIZEN, CIP, KATA, SIX-SIGMA:

Caught in the method trap

- ▶ What is the meaning of these items and what is their relation to each other?
- ▶ Just great marketing or real content?
- ▶ Why do many activities not lead to the expected success?
- ▶ Experience possible ways to a culture of continuous improvement.
- ▶ Understand your role as a leader.

INDUSTRY 4.0, INTERNET OF THINGS, DIGITALISATION:

A curse, a blessing or just hot air?

- ▶ What is the correct understanding of these item?
- ▶ Digitalisation and automatisisation or is there something more?
- ▶ Leadership 4.0? Which human image stands behind it?
- ▶ Which opportunities and risks are included in Industry 4.0?
- ▶ Are Industry 4.0, Digitalisation and Internet of Things really something new?

Implementation

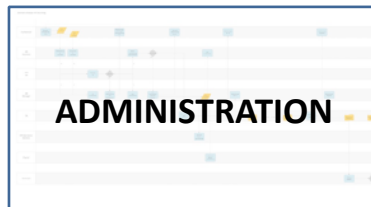
Targeted • connecting • comprehensive • customised



- ▶ Derivation of visions and missions and strategy development
- ▶ Definition of BlueSky and Overall Plant Concept (OPC)
- ▶ Derivation and description of target states
- ▶ Impulses for the future of companies and organisations



- ▶ Value Stream Development and Factory planning
- ▶ Visual management, KPIs
- ▶ Process optimisation (Kanban, line balancing, SMED, 5S, TPM, ...)
- ▶ Lean Production, TPS



- ▶ Swimlane-Analyses
- ▶ Optimisation of information flows
- ▶ Sensitisation for external and internal customer relationships
- ▶ Lean Administration



- ▶ Development and design aligned to customer requirements
- ▶ Understanding for the right customer values
- ▶ Creativity and chaos as basis for innovation
- ▶ Working in and leading of agile teams



- ▶ Derivation of long-term visions for nations and community of nations
- ▶ Continuous improvement of governmental institutions
- ▶ Analysis of global problems and questions
- ▶ Development of customer orientation for authorities

Seminars

Inspiring • team-oriented • specific • customised

Starting point and cornerstone | Open formats and in-house events | Connection to the real-life challenges

Additionally to the here listed formats we offer further seminars specially adapted to the customer's needs.

LEADING IN AGILE ORGANISATIONS

- ▶ Meeting change and volatility
- ▶ Handling of individual customer expectations
- ▶ Consequences on thinking and behaviour of economy and society
- ▶ The role of the leaders in agile organisations
- ▶ The right framework for the employees

KAIZEN-BASED LEADERSHIP CULTURE

- ▶ The DNA of a culture of continuous improvement
- ▶ Kaizen as basis of sustainable business management
- ▶ Connection to “Operational Excellence”
- ▶ The meaning of Kaizen and the connection to “Lean”, “KVP”, “Kata”
- ▶ The role of leaders in a Kaizen culture

VALUE STREAM BASED THINKING AND ACTING

- ▶ The value stream as guiding principle not as method
- ▶ Customer orientation transferred into the processes
- ▶ Cross-departmental thinking and acting
- ▶ Process analysis and identification of weaknesses of an existing system
- ▶ Acquiring knowledge by working on case examples

SUSTAINABLE BUSINESS DEVELOPMENT

- ▶ Ways to holistic and long-term business development
- ▶ Challenges, risks and chances
- ▶ Customer value and the difference to the customer benefit
- ▶ Vision, mission, BlueSky and the strategy
- ▶ Context with improvement activities and implementation programs

Setting up an internal improvement organisation

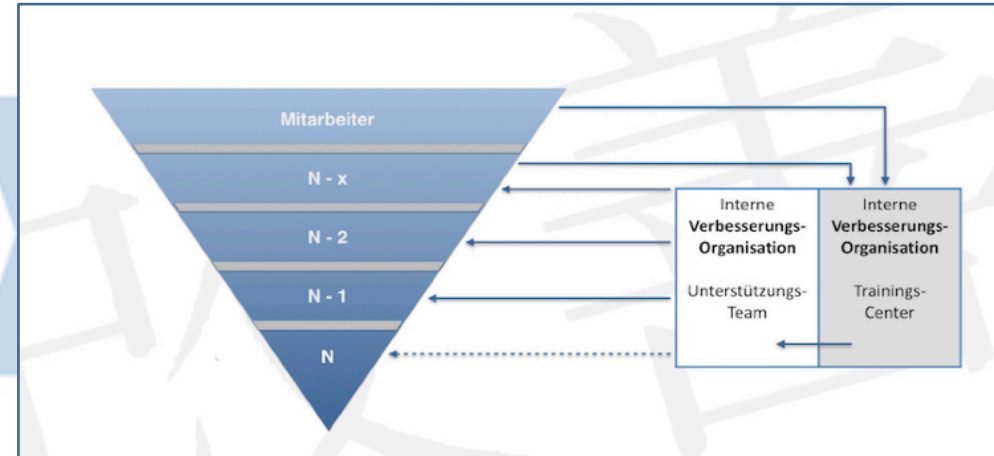
Practice-oriented • comprehensive • effective • customised

Make consultants redundant | Driving the improvement with in-house expertise | Gaining momentum

Our qualification concept is always adapted to the customer's needs regards proceeding, organisation and content.

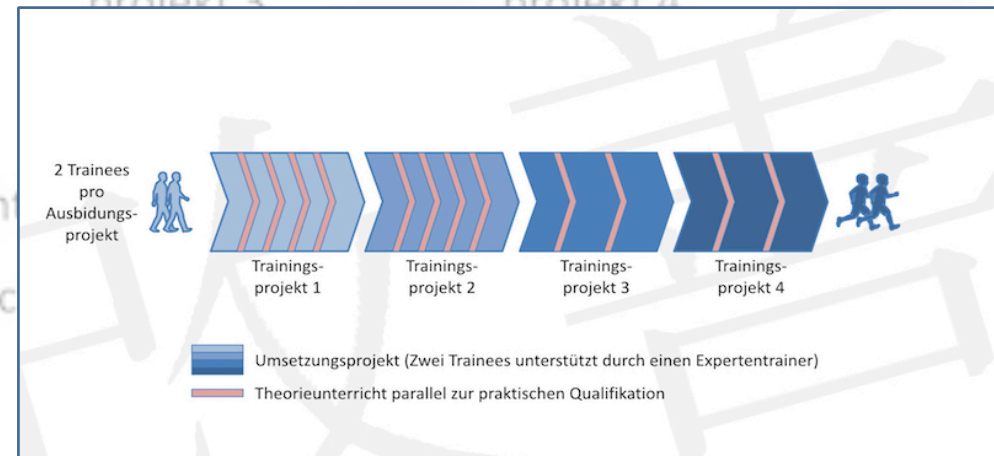
CULTURAL CHANGE DRIVEN BY INTERNAL EXECUTIVES

- ▶ Company own employees are trained to support the organisation regarding improvement activities.
- ▶ These qualified experts drive the change within the organisation and train other colleagues.
- ▶ Some of these experts go back into a leadership role within the operational business after some years (talent pool).



THEORETIC AND PRACTICAL TRAINING

- ▶ Trainees are always trained on several consecutive implementation projects.
- ▶ Each project is accompanied by an internal, experienced trainer.
- ▶ The practical training is completed with a theoretical qualification with methodical, social und empathic contents.



Media

Book • Podcast (German language)



The RestartThinking Podcast dealing with current topics out of economy, business and society. Available on all known podcast providers and on our [website](#).



Podcasts



Das Wasserfall-Paradoxon

Wege zur Veränderungsfähigkeit

The Waterfall-Paradox: Our latest book describing a possible holistic approach to drive change and to develop companies, institutions and even overall societies towards a reliable and sustainable future. Change must not be seen as pain and effort, it should be something normal and it is always a chance to improve.

Publishing date: May 2020.

More information is available on our [website](#).

Customers

Collaborative • respectful • practice-oriented • customised



PALFINGER

"This was not just a simple consulting session, it was something which really helped us."

Andreas Pree
Head of Manufacturing Strategy



**Raiffeisen Bank
International**

"Excellent trainer with very unique storylines: great combination of theory and practice, supported by number of concrete experience examples from different industries."

Vaska Zaykova
Professional Group IT Governance Manager



STRABAG

"Clear presentation, lively, tracing an arc over the topic. Fantastic group, I learned several new things."

Dr. Margit Schlederer
Leader Process Development



SWAROVSKI

"Mario Buchinger has succeeded in imparting the essential elements and prerequisites for a working value stream orientated Kaizen-culture."

Thomas Willmann
Leader Business Excellence



**KABEG
LKH VILLACH**

"Exceptional!"

Brigitte Stingl-Herzog,
Director of Nursing



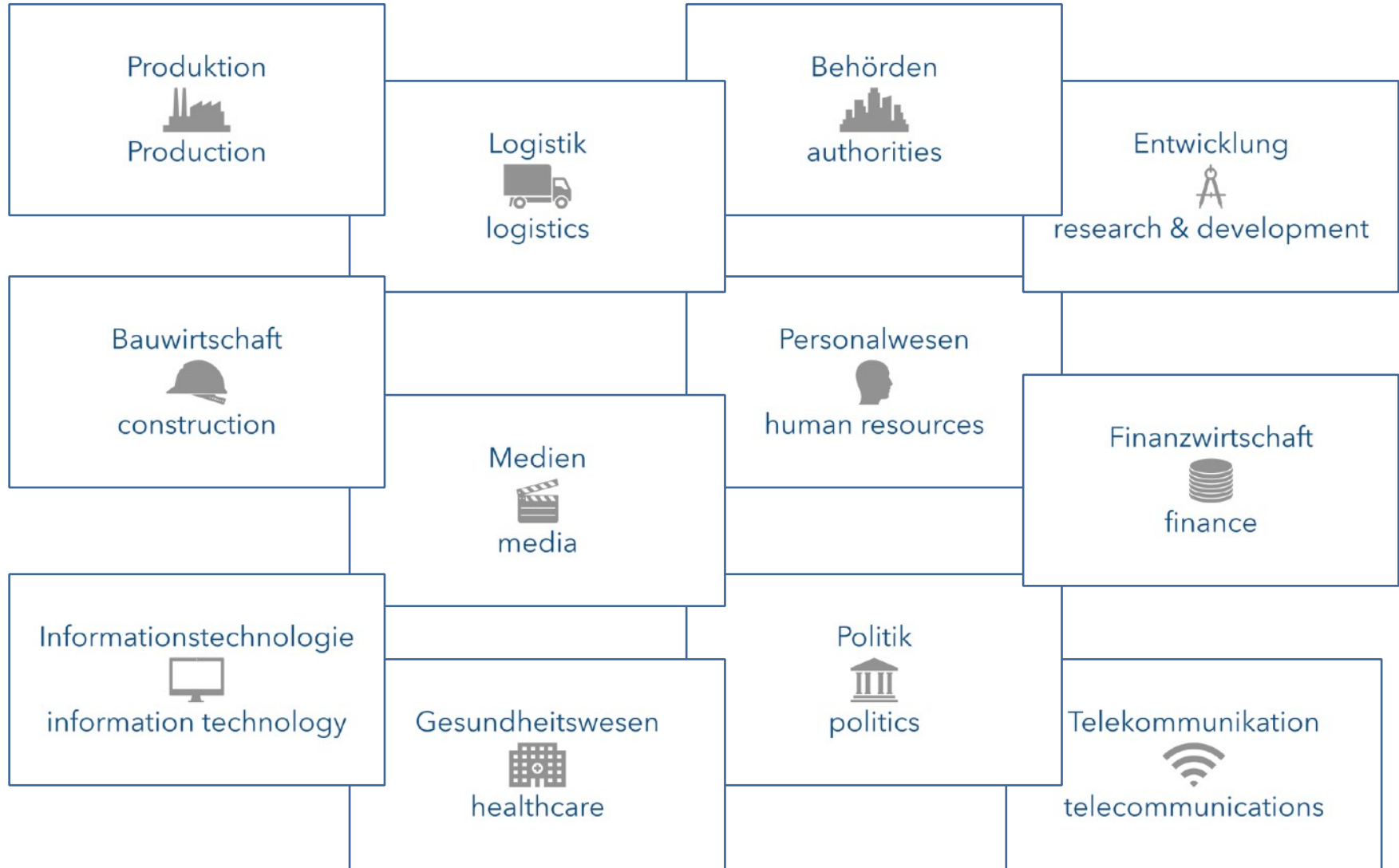
**Rexroth
Bosch Group**

"He is an ideal trainer and coach for everyone who is interested in real improvement."

Thomas Grahl
Leader Bosch Production System

Many branches, one direction

The challenges are similar, but the solutions are different.



Contact details

Let us stay in contact

Buchinger | Kuduz
Vision | Kaizen | Evolution
Ways to changability

Dr. Mario Buchinger
Owner

Marlene Buchinger, M.Sc.
Finance and Marketing

Weidach 364h
6105 Leutasch
Austria

Phone: +43 (0)664 9131939

www.buchingerkuduz.com
office@buchingerkuduz.com

Blog: www.buchingerkuduz.com/blog

UID: ATU69006915
D-U-N-S: 30-047-2583

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