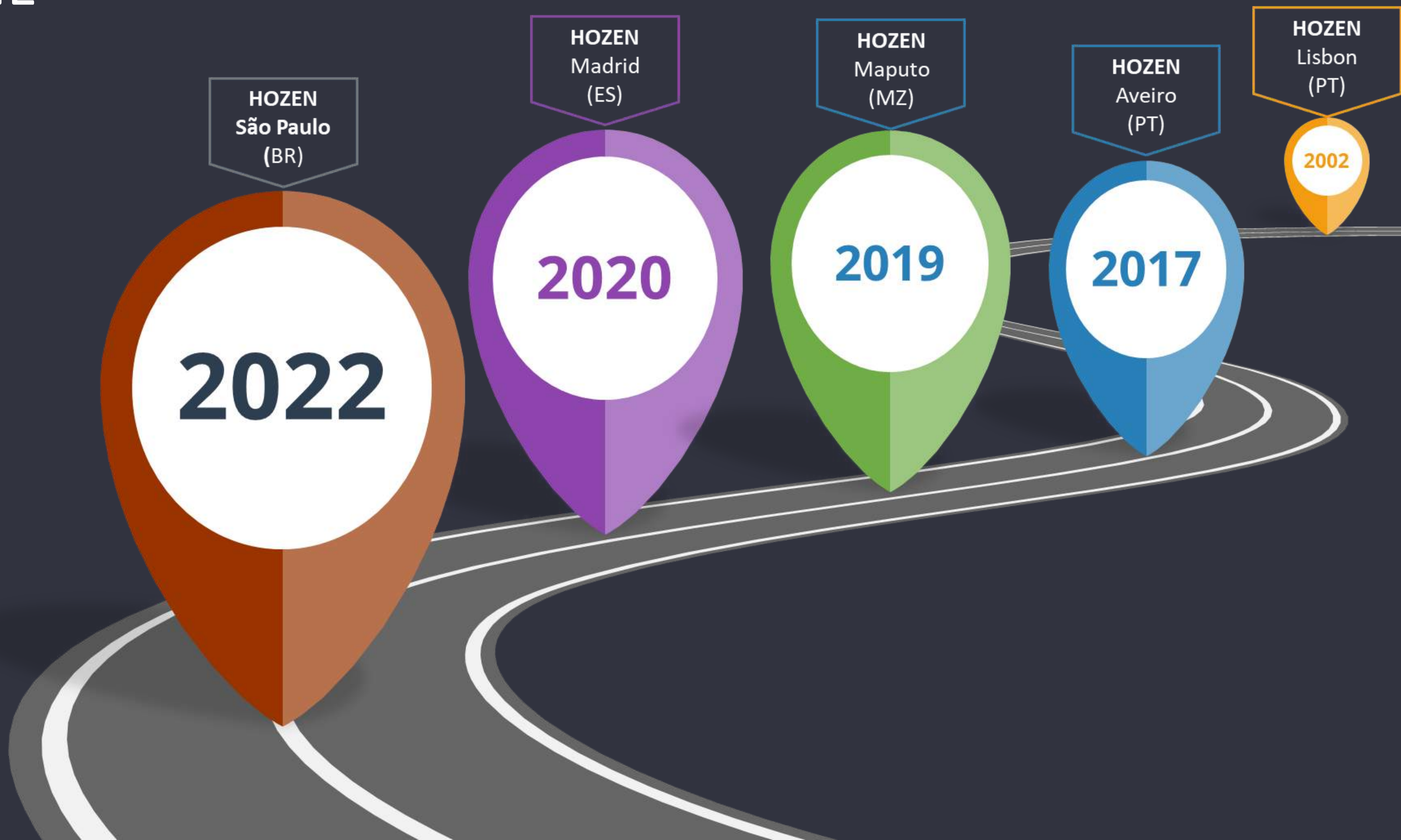




Global Partner for Engineering, Knowledge and Continuous Improvement

TIMELINE





CONSULTING

- ▶ Diagnosis / Audits
- ▶ Technical Support
- ▶ Engineering Skills

World Class Operations Management



ENGINEERING

- ▶ Studies / Diagnosis
- ▶ Project Management
- ▶ Engineering 360°

Project Management | Services Management



TRAINING

- ▶ "Open" Training
- ▶ "In Company" Training
- ▶ Technical Missions

High Performance Training

We are a Management Consulting company,
aimed at companies that invest in the continuous improvement of people and their processes

CONSULTING



We transform people to drive the high performance of organizations processes.

We develop and monitor the implementation of Operational Excellence programs and projects that include the reengineering of processes and operations.

- 🔸 **Operational Excellence**
- 🔸 **Process Optimization**
- 🔸 **Management Systems (QES)**
- 🔸 **Digital Transformation (i4.0)**



OPERATIONAL EXCELLENCE

- Assessment/Audits
- Operational Excellence Programs
 - Strategy
 - Management
 - Processes / Technology
 - People



Operational Excellence, more than one goal, is a strategy that leads companies to achieve highest levels of performance in a sustained and lasting way.

Customers are more demanding, competition more aggressive and in greater numbers. The pressure to reduce costs and the demand for differentiating factors are constant. Making operations more effective and efficient, empowering them to respond to changing market conditions and customer requirements, is an unavoidable need for success.

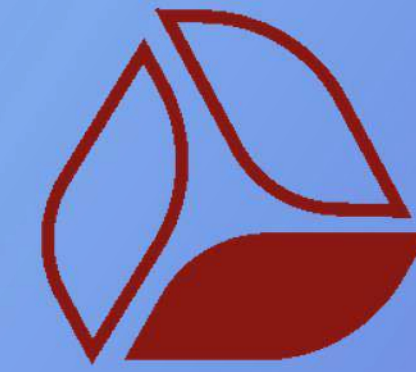
PROCESS OPTIMIZATION

- Process Diagnosis/Mapping
- Process Optimization/Automation
- KPI's Definition and Monitoring
- Fast Track Projects

The lower the complexity of the processes, the lower the associated costs.

The optimization of critical processes or "bottlenecks" with impact on the business presupposes the mapping of the activities performed, identification / elimination of failures and improvement / standardization of procedures.

Our approach (R2G) presupposes not only the improvement of operational processes, but also aspects that we consider fundamental for processes and operations of excellence: Opportunity Costing, Leadership and Communication, Organization and Management of People, Supply Chain and Digitization.



HOZEN
Consulting

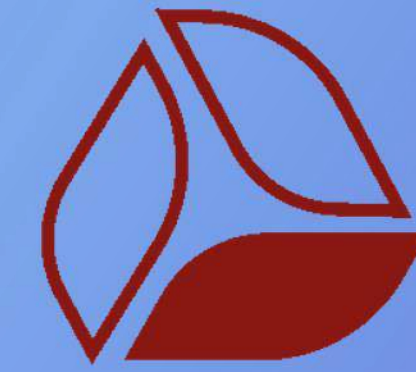


MANAGEMENT SYSTEMS

- 🔴 Quality / Environment / Safety
- 🔴 Asset Management
- 🔴 Social Responsibility
- 🔴 Sector/Customer-specific requirements
- 🔴 Service/Product Certification

All Organizations are constantly under pressure to demonstrate that Management Systems meet the various requirements of their stakeholders.

Building an Integrated Management System that meets the required requirements, allows a greater fluidity of information throughout the Organization, improving the recognition and understanding of responsibilities and organizational interrelations. An Organization that works as an integrated whole, increases operational efficiency, improves its overall performance, reduces risks, makes responsibilities clear, reduces costs and time due to separate audits and certification programs.



HOZEN
Consulting



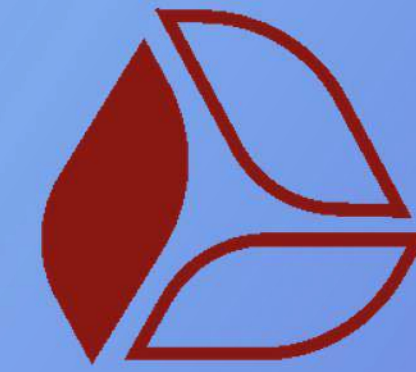
DIGITAL TRANSFORMATION

i4.0

- 🔴 **Assessment / Diagnostics**
- 🔴 **Digitalization Roadmap Development**
- 🔴 **Digitalization Project Management**

Companies are rapidly exchanging their traditional interactions for digital experiences fueled by technological advances, not because companies want to transform themselves, but because they need to become more agile and efficient to survive. The market has come to expect companies to create efficient digital experiences, and those who do not adapt to this new digital model will be outdated.

Digital transformation is not simple, but it is not a utopia: it requires strategy, redesign of business models and processes, infrastructure, software, services, implementation, training and support. HOZEN offers industrial expertise and an integrative service with all these digital transformation valences.



HOZEN
Engineering



ENGINEERING



A good go-to-market strategy defines the success or failure of a business, so the know-how and availability of our engineers are accelerator and crucial elements of any project, where resources are always scarce and finite.

 **Project Management**

 **Service Management**



HOZEN
Engineering

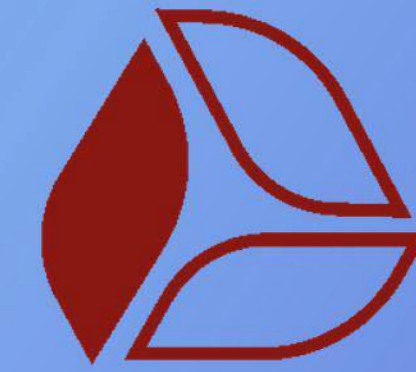
PROJECT MANAGEMENT

- 🔸 **PMO (Project Management)**
- 🔸 **Equipment Design and Integration**
- 🔸 **Industrialization / Technology Transfer**
- 🔸 **Outsourcing of Engineering Skills**

Applicable to all types and dimensions of projects - new units, processes and / or equipment - our Project Management offer will follow the entire process, from design to the beginning of operation.

In order to implement the designed program, our professionals have a wide range of skills (techniques, people management and business awareness), so that, through a global approach, they ensure their implementation in a timely manner and within budget, not forgetting the continuity of the operation throughout the process.

Hozen's Engineering Project Management proposal focuses on the essentials of the project and frees up resources for its main tasks.



HOZEN
Engineering



SERVICE MANAGEMENT

- Business Support Services Management
- Service Integration
- Support for outsourcing and its control
-

Our offer aims to integrate the processes to maintain and develop services that support and improve the effectiveness of primary activities, from maintenance to cleaning, gardening or safety. Different specialties, whose integrated management, applying good practices, will be the ideal solution to ensure the effectiveness of the main object of the company, with the greatest possible costs rationalization.

Our intervention begins with the survey of the current situation, discussion on the best practices of Service Management, advice on the strategy of hiring the ideal partners for each identified service and organization of the internal management unit to ensure the fulfillment of the objectives, through pre-established metrics.

Cost reductions and service improvement will be the consequences of the application of methodologies supported by Hozen Engineering.



TRAINING



Training is one of the essential pillars for valuing the assets of the companies. In the context of an increasingly demanding global market, the quality of human resources presents itself as a fundamental competitive advantage.

- ▣ **Technical (hard skills)**
- ▣ **Quality**
- ▣ **Supply Chain**
- ▣ **Management**
- ▣ **Continuous Improvement**
- ▣ **Behavioral**
- ▣ **International Technical Missions**





Technical

- ⚙️ Basic Technical Training for Operators
- ⚙️ Mechanical Technology for Maintenance
- ⚙️ Reading and Interpretation: Mechanical Technical Design
- ⚙️ Electricity and Schematic Design
- ⚙️ Hydraulics and Schematic Design
- ⚙️ Pneumatic and Schematic Design
- ⚙️ Electric Motors
- ⚙️ Electronics in Industrial Applications
- ⚙️ Introduction to Instrumentation
- ⚙️ ATEX - Safety in Explosive Atmospheres
- ⚙️ Occupational Risks
- ⚙️ Ergonomics

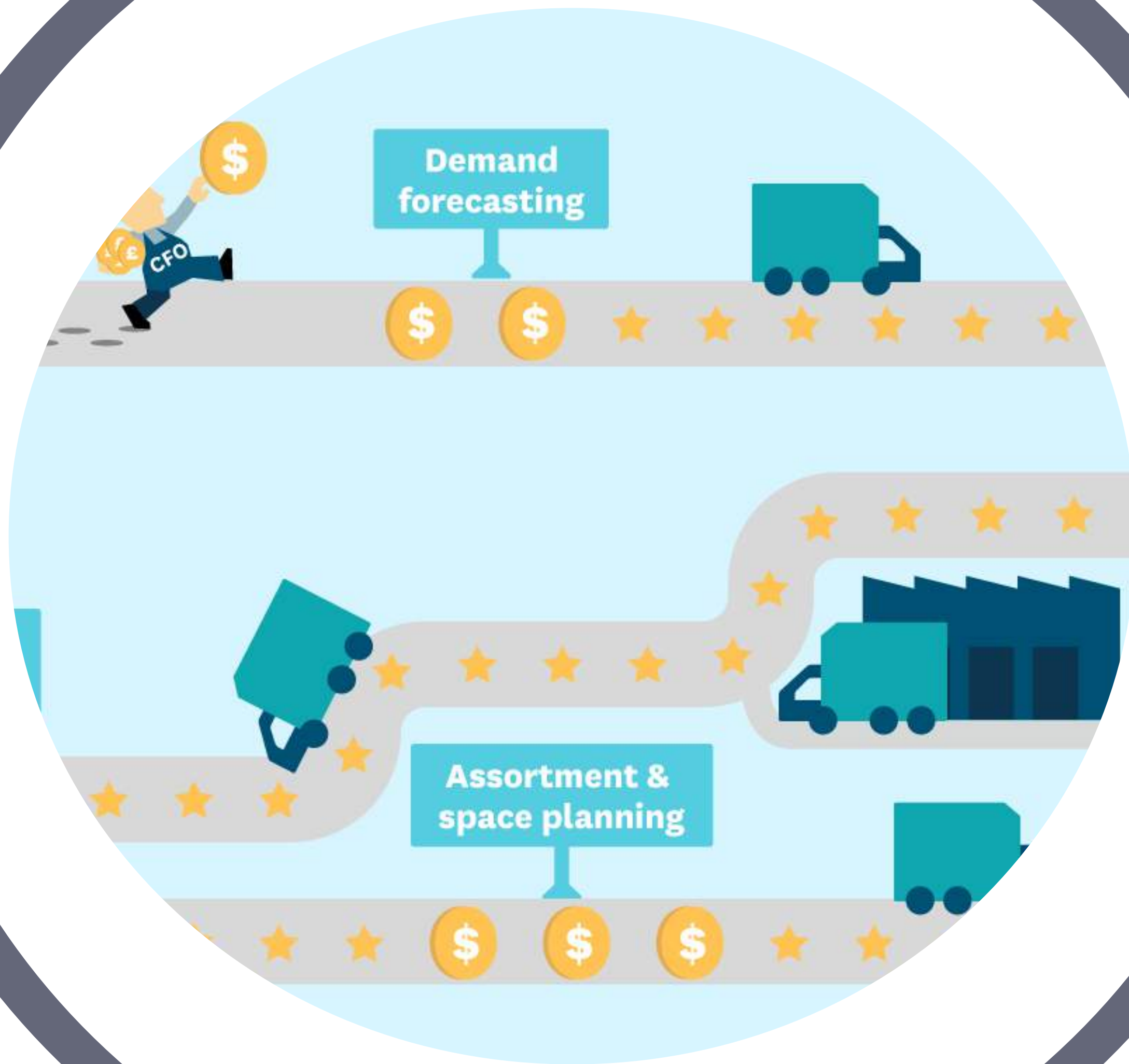




Quality

- ⚙ MSA - Measurement System Analysis
- ⚙ SPC - Statistical Process Control - 2nd Edition (AIAG)
- ⚙ Management of Industrial Laboratories
- ⚙ ISO 9001; IATF 16949:2016; ...
- ⚙ PFMEA – Process FMEA
- ⚙ 8D's - Problem Solving and Development of Action Plans
- ⚙ VDA
- ⚙ Definition of Test Methods
- ⚙ APQP - Advanced Product Quality Planning
- ⚙ PPAP - Approval of Production Parts
- ⚙ Metrology





Supply Chain

- ⚙️ Logistics and Supply Chain Management
- ⚙️ Efficient Procurement - How to Create Value
- ⚙️ Supplier Selection and Evaluation
- ⚙️ Stock Management - Balance between Time, Cost and Quality
- ⚙️ Warehouse Management
- ⚙️ Purchasing and Negotiation Management
- ⚙️ "Lean Logistics" applied to supply chain management
- ⚙️ Facility Management
- ⚙️ The competitive advantage of S&OP (Sales & Operations Planning) and Outsourcing
- ⚙️ Planning Management

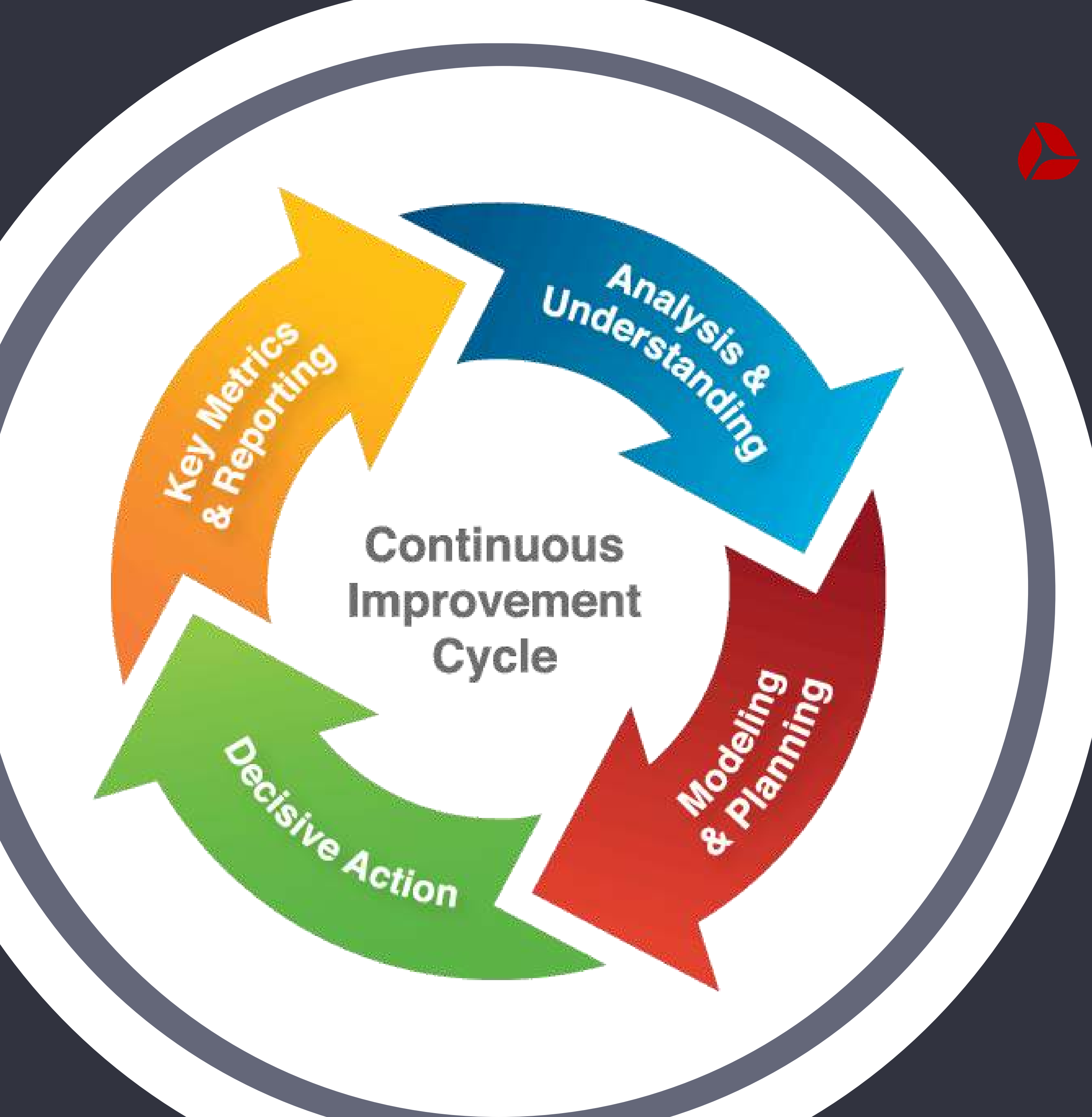




Management

- ⚙ Innovation Management
- ⚙ Human Resources Management
- ⚙ Strategic Alignment
- ⚙ OKR and SCRUM - fundamentals of strategic management in Agile environments
- ⚙ Project Management
- ⚙ Operations Management Expert (Mini MBA)





Continuous Improvement

- ⚙️ *Lean Management*
- ⚙️ *Lean Office*
- ⚙️ *6S - Housekeeping & Safety*
- ⚙️ *POKA-YOKE and SMED Facilitators*
- ⚙️ *Visual Management Tools*
- ⚙️ *VSM - Value Stream Mapping*
- ⚙️ *6 Sigma (Yellow, Green, Black Belt)*
- ⚙️ *Autonomous Maintenance*
- ⚙️ *TPM - Total Performance Management*
- ⚙️ *OCD - Theory of Restrictions*
- ⚙️ *RCM - Reliability-Centred Maintenance*





Behavioral

- ⚙ High Performance Teams (Prod. & Maint.)
- ⚙ Future Leaders - Soft Skills
- ⚙ Leadership - from Theory to Action
- ⚙ Change Management
- ⚙ Emotional Intelligence and Motivation
- ⚙ Assertiveness and Resilience
- ⚙ Team Building at People Management
- ⚙ Happiness Management at Work
- ⚙ Coaching, Leadership, Motivation and Team Management
- ⚙ Mindfulness - Break cycles of anxiety, stress, discouragement and tiredness





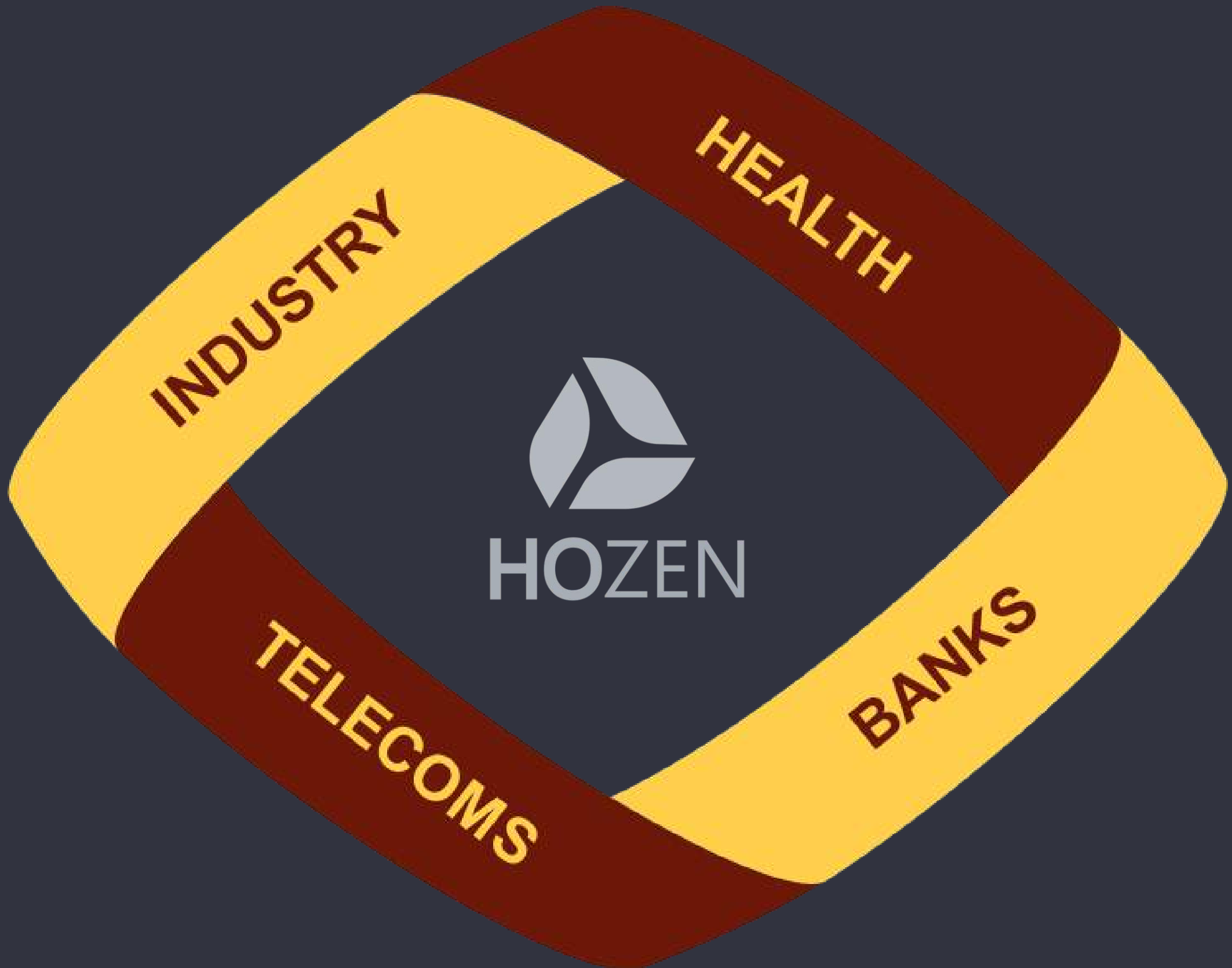
Technical Missions

⚙️ *Methodological Observation Tour*

- ⚙️ Technical visits to World Class factories
- ⚙️ Direct contact with Technicians and Top Managers of the factories to visit
- ⚙️ Technical networking (sharing best practices with local professionals)
- ⚙️ Integration Workshops
- ⚙️ Technical Seminars with Plant Directors
- ⚙️ HOZEN's full technical Support

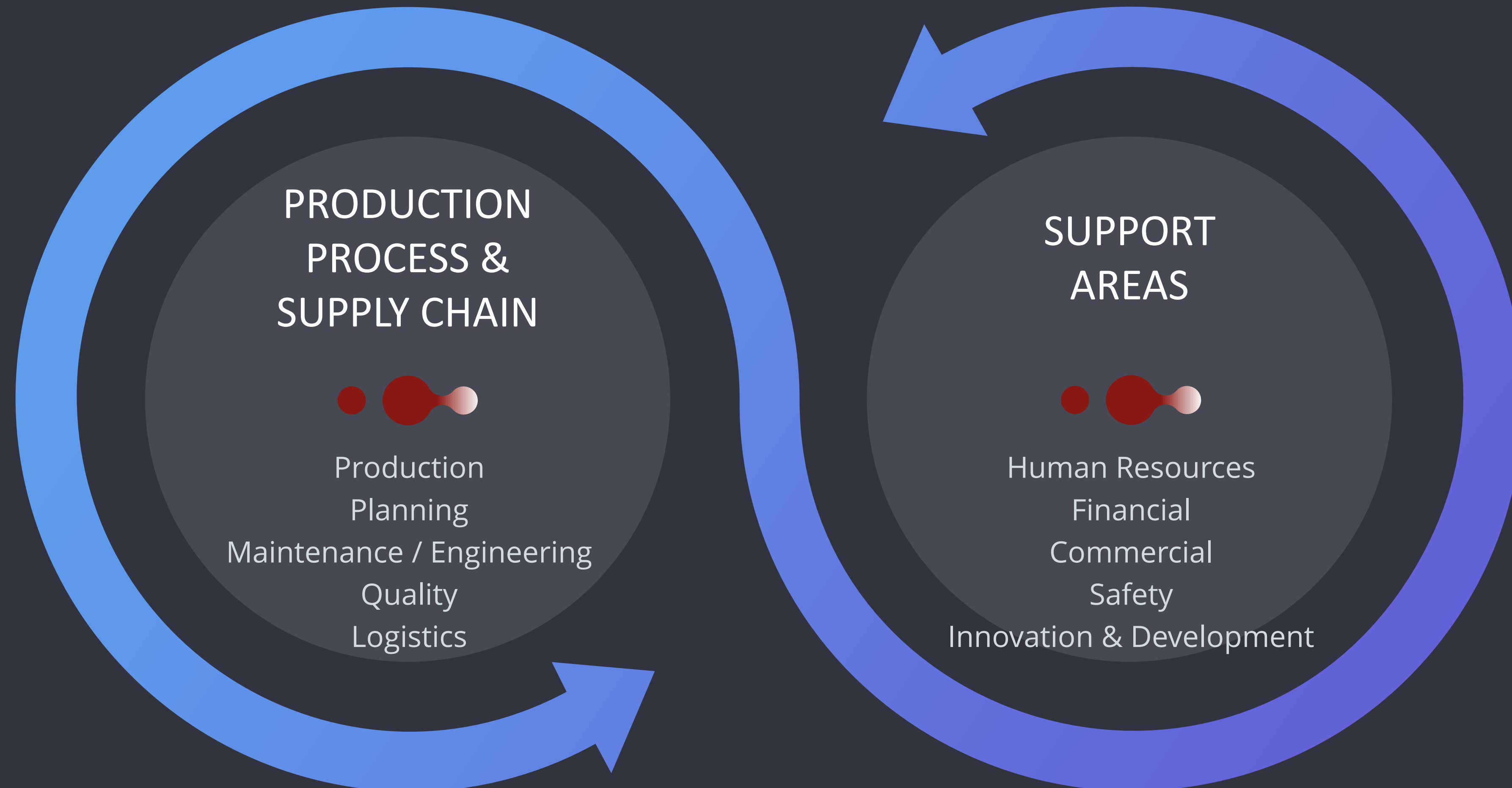


SECTORS OF ACTION



INTERVENTION AREAS

We identify opportunities and support the implementation of solutions that increase the Productivity of People, Processes and Technology



WHY HOZEN?



Senior and Experienced Team



Our experts have great experience and know-how in their areas of intervention



Great Added Value



We ensure a good integration, scalability and adherence of the solutions to be implemented, advising on best practices that add value to your business



Strong Partnership Relation



We establish a strong partnership relations with our customers, respecting their limits and ambitions and creating a culture of cost optimization in a sustainable way



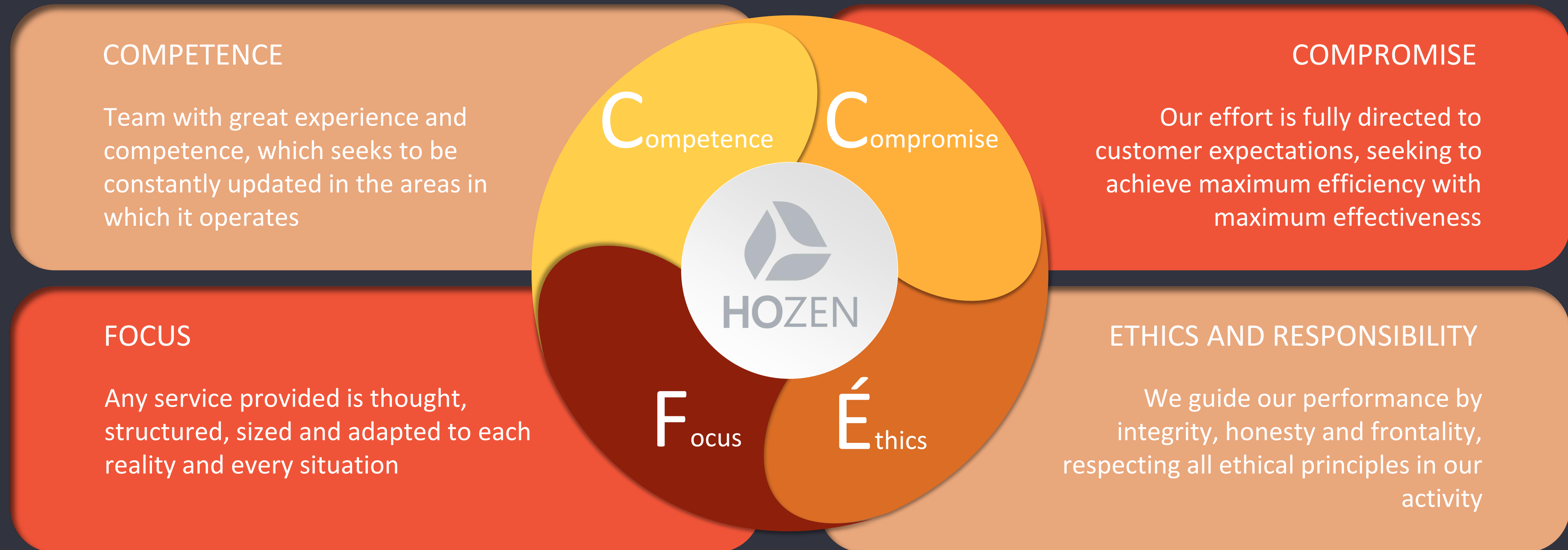
Hands-on Approach



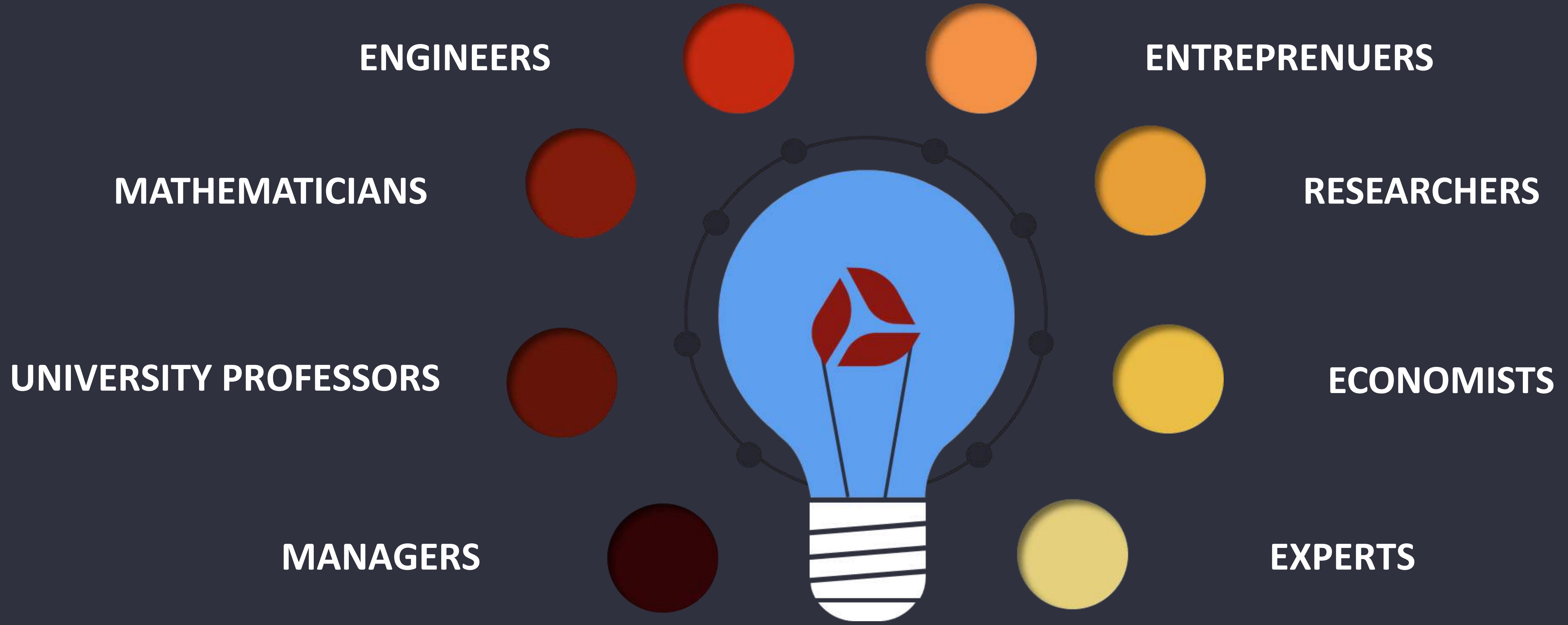
We are practical and "ground" technicians
We do not produce complex documents, nor are dependents of "inside the box" methodologies

VALUES

Our activity is based on principles that guide our actions inside and outside the company. They reflect not only hozen culture, but what we deeply believe in.

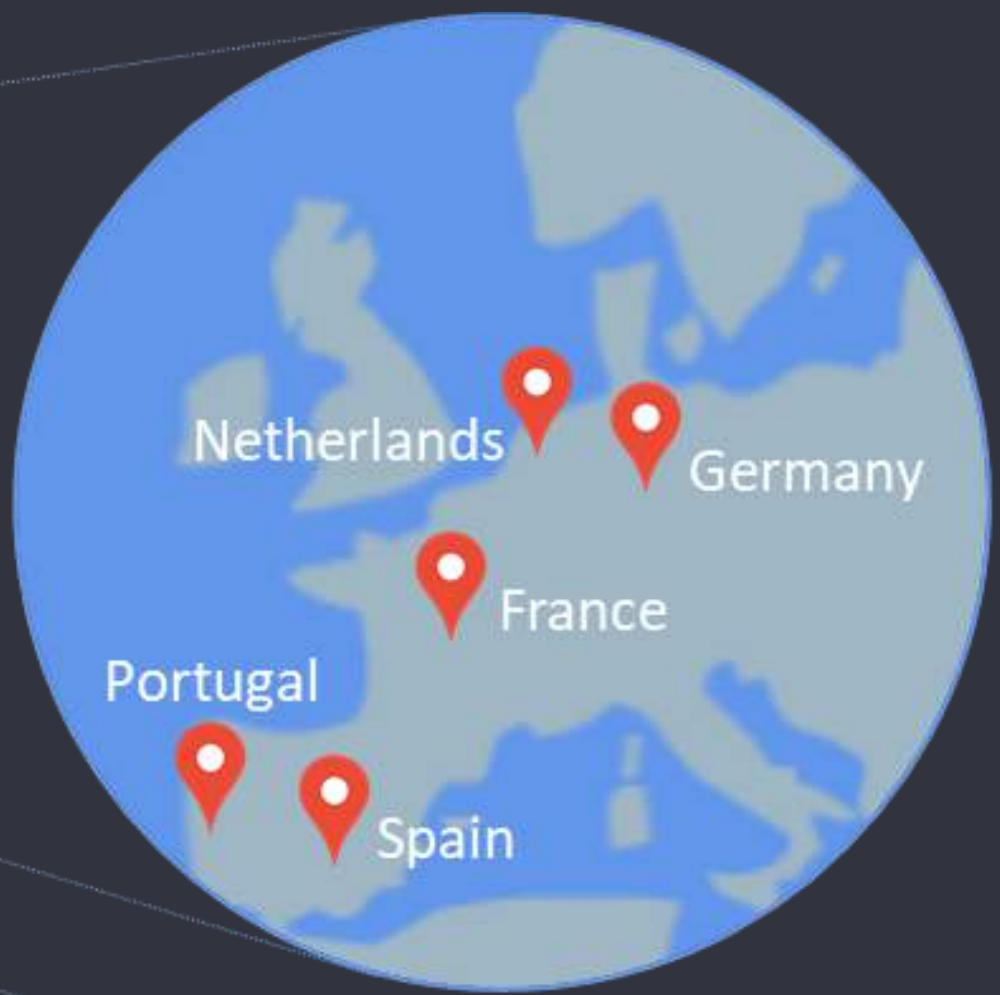


OUR TEAM



EXPERIENCE

-  Automotive
-  Food
-  Packaging
-  Metal
-  Wood
-  Cardboard
-  Mines
-  Electronics
-  Glass
-  Chemistry
-  Oil & Gas
-  Energy
-  Paper
-  Other



+ 230 Sites

SOME RESULTS IN OUR CUSTOMERS



+ 10 M €

SAVINGS



+ 50 %

OPERATIONAL
EFFICIENCY



+ 22 %

SALES



- 90 %

COMPLAINS



- 55 %

LEAD TIME



+ 92 %*

EMPLOYEES
SATISFACTION

* Measured using
the eNPS method



HOZEN



HOZEN Academy



Aveiro



Oporto



São Paulo



PORTUGAL



PORTUGAL



BRAZIL

CONTACTS



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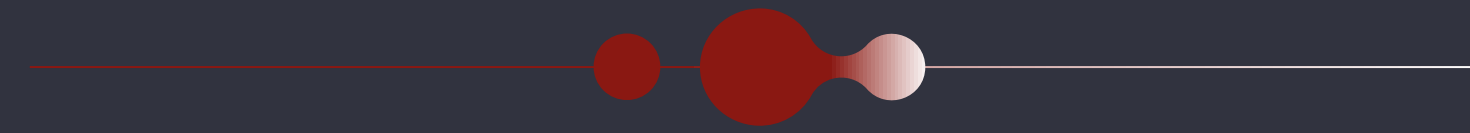
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Your Trusted Business Partner !