

## Overview of scout P. essential implemented projects

No.	Start	Close	Customer(s)	Place(s) of Action	Content/Tasks
1	08.1999	11.1999	Muhr und Bender KG	Weißensee	Vulnerability analysis and optimization of the production process for car suspension springs
2	02.2000	10.2000	Tryba-Reckendrees GmbH	Herzebrock	Development and realization of a new product catalog and other media for the in-house and external communication
3	09.2000	05.2001	Evangelischer Presseverband eV.	Bielefeld	Facilitation of workshops to develop a new vision / corporate identity and developing a self-presentation in print and web format
4	11.2000	06.2002	Kreisverwaltung Gütersloh Kreishandwerkerschaft Gütersloh Bertelsmann Stiftung	Gütersloh	Development of concepts for the modernization of the regional economy
5	04.2001	02.2004	beumler objekt + planung	Bad Oeynhausen	Concept accompaniment to optimize sales
6	10.2001	04.2003	diverse mittelständische Unternehmen	Halle/Steinhagen	Conducting a series of workshops "Innovation Management"
7	02.2002	02.2003	Rodenberg AG	Porta Westfalica	Design and implementation of internal company communication media
8	06.2002	09.2002	Ev. Landeskirche von Westfalen	Bielefeld Düsseldorf	Monitoring concept for a campaign for the 2006 World Cup, including presentation / argumentation in the state ministry of NRW
9	09.2002	02.2003	Sudbrock GmbH Möbelwerk	Rietberg	Design and start-up for a franchise system for the direct marketing
10	11.2002	02.2003	Evangelisches Medienhaus	Bielefeld	Planning and implementation of an in-house signs system
11	12.2002	10.2003	Westfalia Van Conversion GmbH	Rheda-Wiedenbrück	Project assistance for the expansion of a mobile home from DaimlerChrysler
12	06.2003	12.2003	Kreishandwerkerschaft Gütersloh	Gütersloh	Concept development for a permanent handicraft exhibition for improved customer service
13	07.2003	11.2003	Familienpraxis Malalla	Herzebrock	Optimization of organizational processes and controlling the business of a medical practice
14	09.2003	12.2003	Hella Leuchten-Systeme GmbH	Paderborn	Project assistance for the development of a rear light of a volume-car model of Volkswagen
15	10.2003	11.2003	Westfalia Van Conversion GmbH	Rheda-Wiedenbrück	Conception and development of a software tool for capacity planning
16	10.2003	01.2004	Westfalia Van Conversion GmbH	Rheda-Wiedenbrück	Design and planning of a new work shop concept
17	06.2004	01.2005	HBPO GmbH	Lippstadt Lyon (F)	Leading an international project team to innovate and develop of a novel front-end module
18	07.2004	07.2004	ARGE Neue Medien eV.	Frankfurt	Facilitation of workshops of the Board for a strategic realignment
19	10.2004	11.2004	Ferdinand Stükerjürgen GmbH	Rietberg	Competition comparison / benchmarking to the technical and tactical sales design of a novel product range
20	02.2005	09.2005	Hella KGaA Hueck & Co.	Lippstadt	Project Management for innovation and advanced finding a full-LED headlamp
21	06.2005	11.2006	IHK-Akademie Ostwestfalen GmbH	Bielefeld Paderborn	repeated Conduct several days of seminars on "Basics of Project Management"
22	09.2005	02.2006	Güth & Wolf GmbH	Gütersloh	Project support organizational and structural changes to improve order processing and tracking of goods
23	02.2006	03.2006	HBPO GmbH	Lippstadt	Project support the development of contracts for a premium car manufacturer (OEM)
24	03.2006	01.2008	Phoenix Contact GmbH & Co. KG	Blomberg	repeated Conduct several days of seminars on selected topics of project management new concept for the in-house career track of project managers
25	06.2006	open	Benteler Stahl/Rohr GmbH Claas KGaA mbH Hella KGaA Hueck & Co. Miele & Cie. KG Phoenix Contact GmbH & Co. KG Wilhelm Karmann GmbH	Paderborn Harsewinkel Lippstadt Gütersloh Blomberg Osnabrück	Facilitation of workshops to exchange views on various topics related to the organization and the system of project management

## Overview of scout P. essential implemented projects

No.	Start	Close	Customer(s)	Place(s) of Action	Content/Tasks
26	08.2006	09.2006	ARGE Neue Medien eV.	Paderborn	Project support for the redesign and implementation planning of an internet portal
27	02.2007	04.2007	Unity AG	Paderborn	Project support for the optimization of production and business organization for the purpose of sustainable profitability
28	04.2007	09.2007	Hella Leuchten-Systeme GmbH	Paderborn	accompanying Project management to rear lights for Audi+Porsche
29	09.2007	03.2009	Hella KGaA Hueck & Co.	Lippstadt	Project assistance for finding innovation and production development of extremely complex parts and Full-LED headlamps for a well-known German carmaker
30	10.2007	05.2009	Venjakob Maschinenbau GmbH	Rheda-Wiedenbrück	Project management to redesign, technical development and strategic marketing a new generation of machines for the automated processing of wood surfaces
31	05.2009	03.2011	AEG Power Solutions GmbH	Warstein	Management of two international projects for technical development and strategic marketing of new generation UPS (equipment for the uninterrupted electrical power supply) in the power range of 20 to 2,000 kW
32	03.2011	03.2012	Hettich Heinze GmbH & Co. KG	Spenge	Leading an international project to secure the short-term, customer-specific supply of architectural hardware for sliding doors with the addition of distribution companies with local manufacturing facilities in 6 target countries in Europe and Asia
33	04.2012	02.2013	Hella KGaA Hueck & Co.	Lippstadt	Project management of an early phase for the innovative development of a full-LED headlamp module for a well-known German carmaker
34	04.2012	05.2013	Pokolm Frästechnik GmbH & Co. KG	Harsewinkel	Management of a project for the development of a new and innovative patented product by ensuring sustained top levels of quality needed for its marketability
35	02.2013	08.2013	Hella KGaA Hueck & Co.	Lippstadt	Management of subprojects for the substitution of current carrying components, through ongoing assistance with series production and in projects within the framework of the development for series production of two main LED headlights for different automobile manufacturers in the south of Germany
36	08.2013	11.2013	Eisfreund GmbH	Clarholz	Analyses of strengths and weaknesses through participation in the production of ice cream, including concepts for/calculation of profitability of a system of subsidiaries for improved sales
37	12.2013	07.2014	avitea GmbH	Lippstadt	Participation in the development of concepts and an association for the placement of freelance services based on a cooperative organisation
38	01.2014	12.2014	Westfalia-Automotive GmbH	Rheda-Wiedenbrück	Project management for a system to complement the core product of trailer couplings
39	07.2015	11.2015	Dr. Wolff GmbH & Co. KG	Bielefeld	Interviews with project participants on the internal organisation of projects and actual project handling, including refresher training on basic project management topics
40	07.2015	02.2016	Hella KGaA Hueck & Co.	Lippstadt	Project management for the identification of components potentially structured the same and the development of a kit of modules for complex LED headlight systems of different OEMs - partially with agile methods of development
41	03.2016	08.2016	Dr. Wolff GmbH & Co. KG	Bielefeld	Personal coaching of various project managers of strategically important customer projects with the objective of sustainably optimised project planning and sector-spanning implementation
42	01.2017	07.2017	Güth & Wolf GmbH	Gütersloh	Management of a project group for the identification of innovative products/applications in the automotive sector, as well as the supervision of organizational adjustments to optimize internal cooperation
43	05.2017	02.2018	Hella KGaA Hueck & Co.	Lippstadt	Self-sustained continuation of already started and leading new projects on various topics around LED light modules in close cooperation with international cooperation partners
44	03.2018	open	TRUMPF Hüttinger GmbH + Co. KG	Freiburg	Head of a module project for the new development of bidirectional DC/AC converter or inverter modules for the conversion of high-performance electrical currents between redox flow battery systems and the power supply specific to the respective user country