



**uckstay**

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# 1

## Facts and figures

Buckstay was founded in 2011 and today it is a company which operates across industries and throughout Germany.

# History and milestones

## 2011

- Founding of Buckstay GmbH in Hamburg as a consulting company specializing in contract and claims management
- Project focus on international construction of power plants and offshore wind power

## 2015

- Establishment of an internal research and talent management team
- Founding of Buckstay Experts GmbH as a specialized recruitment consultancy for project business

## 2013 - 2014

- Establishment of project and risk management business area
- Handling of international projects in Scandinavia, The Netherlands and France

## 2018

- Establishment of management consulting business area
- Founding of offices in Cologne and Stuttgart

# Employees and locations

## Employees

- Over 30 own consultants
  - Attorneys
  - Engineers
  - Economists
- Network with highly qualified freelancers

## Locations

- Headquarters in Hamburg
- Cologne office
- Stuttgart office





# 2

## Services and industries

From project management to contract and claims management to specialized recruitment, from the energy or process industry to the transport sector – our profile is sharp but yet diverse.

# Services

## Project and risk management



- Managing projects or sub-projects
- Project infrastructure and PMO services
- Project controls (costs, schedule, technology/quality)
- Risk management systems
- Document management and change management

## Contract and claims management



- Defense and enforcement of claims
- Commercial strategies
- Extension of construction period, forensic reworking
- Contractual analysis, design negotiation
- Project integrity and compliance

## Human resources consulting



- Personnel placement
- Freelancer personnel, interim management
- Temporary employment
- Process consulting

## Management consulting



- Strategic projects
- Organization, processes
- Management systems
- Reporting

# Industries

## Energy



- Renewable energies
- Wind power (offshore and onshore)
- Power transmission and distribution
- Conventional power plants

## Process industry



- Chemical
- Petrochemical
- Pharmaceutical
- Food

## Manufacturing



- Plant construction
- Heavy industry
- Manufacture of special purpose machines
- Small batch production

## Transport



- Shipbuilding
- Railway industry
- Aviation
- Logistics



# Cooperation

In order to supplement the skills and experience of our core team, cooperation with competent partners forms an integral part of our business model.

## **Cooperation with organizations**

- Law and accounting firms
- Management consulting organizations
- Technical expert organizations
- Specialized engineering firms / experts

## **Freelancers with specialized know-how**

- Long-term cooperation model
- Broad coverage of industries in Buckstay disciplines
- Organization and database solutions via Buckstay Experts GmbH

# 3

## Clients and project examples

Our clients include more than 15 major national and international corporations and more than 50 well-known industrial companies.

# Our client list (excerpt)

Our clients include more than 15 major national and international corporations and more than 50 well-known industrial companies in our core segments, as well as specialist organizations and authorities.



# Project examples (1/3)

Our teams bring in know-how from more than 250 large-scale projects in 11 countries. Some of the projects we have supported are listed below.

Clients & industries	Examples of our services
<b>Wind energy</b> <ul style="list-style-type: none"><li>▪ Wind turbine and component manufacturers</li><li>▪ Wind farm and network operators</li></ul>	<ul style="list-style-type: none"><li>▪ Contract management at the tendering stage for subcontractors for offshore installations in the North Sea</li><li>▪ Subproject and claims management for offshore installations at Norwegian and Dutch yards</li><li>▪ Project management services for several onshore wind projects in Germany</li></ul>
<b>Power plant manufacturers</b>	<ul style="list-style-type: none"><li>▪ Conceptual work and implementation of risk management systems for various international power plant projects</li><li>▪ Project and contract management up to the end user in various power plant projects</li><li>▪ Processing and repulsing claims for construction period extensions for new building projects in Germany, Switzerland, Poland and Africa</li></ul>

# Project examples (2/3)

Clients & industries	Examples of our services
Power grids	<ul style="list-style-type: none"><li>▪ Extensive project, risk, contract and claims management services for a plant manufacturer during construction of several offshore grid connection systems in the North Sea</li><li>▪ Contract and claims management for one of Germany's main grid extension projects</li><li>▪ Conceptual consulting service for a German transmission system operator in drawing up tendering documents</li></ul>
Process industry	<ul style="list-style-type: none"><li>▪ Development of an integrated project management organisation for construction of a new process plant in Germany; core functions implemented: project and risk management, contract management, scheduling and project controlling</li><li>▪ Conceptual consulting and introduction of risk reporting for new construction projects in the pharmaceutical sector in Germany</li></ul>

# Project examples (3/3)

Clients & industries	Examples of our services
<b>Metallurgy sector</b>	<ul style="list-style-type: none"><li>▪ Establishment of project teams for project coordination, contract and claims management, and scheduling for steel mill projects in German-speaking countries and Benelux</li><li>▪ Development and implementation of a risk management system for a leading German manufacturer of steel mill components: systematic identification and evaluation of project risks, implementation of risk-related meetings and risk reporting</li></ul>
<b>Rail vehicle manufacturers</b>	<ul style="list-style-type: none"><li>▪ Comprehensive risk, contract and claims management for German rail vehicle manufacturers</li><li>▪ Forensic contract and documentation analysis and enforcement of civil claims (amendments and downtime costs) with respect to a locomotive manufacturing contract in Germany</li><li>▪ Schedule planning and production monitoring for several international rail projects</li></ul>



# buckstay

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# Attachment

- Buckstay Group management

# Buckstay Group management



**Jakob Winkelmann**

A qualified lawyer and business economist, Jakob Winkelmann studied law in Heidelberg and financial economics in London. Before that, he trained as an industrial mechanic in machine and system engineering at Hamburg's Blohm+Voss shipyard. His first job after graduation was as a contract and claims manager at Siemens and then Alstom, where he gained a great deal of experience in the international rail and energy business. After that, he was appointed head of contract and claims management at Alstom Power in Stuttgart, where he was also an authorized signatory. In 2011, he founded the Buckstay Group, which he now manages as managing partner together with Dr. Hans Berg.



**Dr. Hans Berg**

After studying mechanical engineering at ETH Zürich and completing his PhD in Hamburg and Duisburg, Dr. Hans Berg began his industry career in the marine engineering division of the Rheinmetall Group, first as a development engineer and then as a large-scale projects' manager in the submarine systems unit. This was followed by international management assignments in the industrial division of Germanischer Lloyd and his appointment to the group executive council of TÜV Rheinland. As head of the industrial service division, he was responsible for TÜV Rheinland's global industrial business in 45 countries. In 2018, he joined the Buckstay Group as managing partner.