

An aerial photograph of a large industrial facility, possibly a power plant or refinery, with several tall smokestacks emitting thick white plumes of smoke. The scene is set against a bright sunset or sunrise over a body of water, with the sun low on the horizon. The sky is filled with soft, golden light and some clouds. The industrial buildings and structures are visible in the foreground and middle ground, with some smoke rising from them. The overall atmosphere is one of industrial activity during a dramatic time of day.

buckstay

Partner for important projects

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Buckstay – partner for important projects

Your project management consultancy.

Buckstay – partner for important projects

Who is **buckstay**?

- Buckstay is an owner-operated project management consultancy
- We have been supporting and advising our clients on large-scale industrial projects since 2011
- We cover all fields of project management with our engineers, business economists and lawyers
- These services are complemented by our personnel consultancy Buckstay Experts, which specializes in filling project management vacancies

What is a „**buckstay**“?

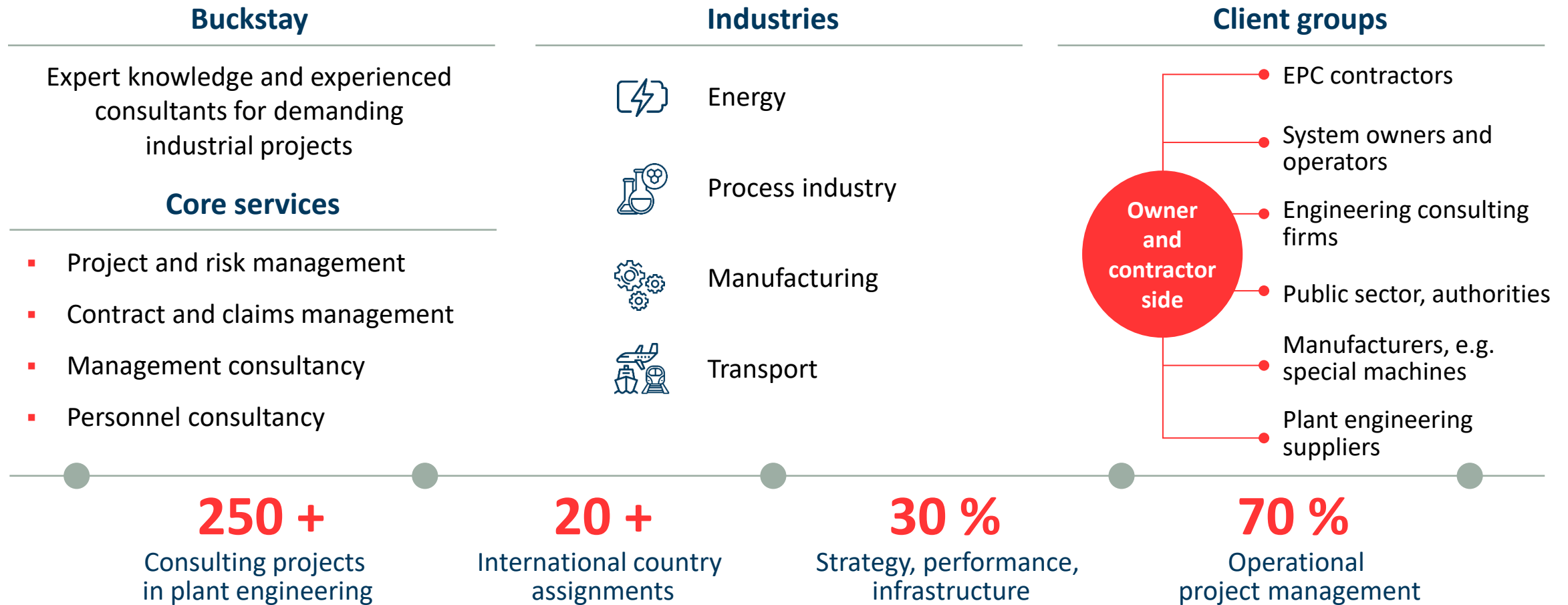
- A “buckstay” is a girder that stabilizes the boiler of a large steam generator against variations in pressure
- The company name relates to our project background in the power plant business and reflects on how we see ourselves – as safeguards for decision-makers and companies when the pressure in projects rises

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Buckstay at a glance

Buckstay is an owner-operated group of companies that provides know-how and personnel for the management of complex industrial projects.

Buckstay at a glance (1/2)



Buckstay at a glance (2/2)

Employees / Consultants

50 +

- Engineers
- Business economists
- Lawyers

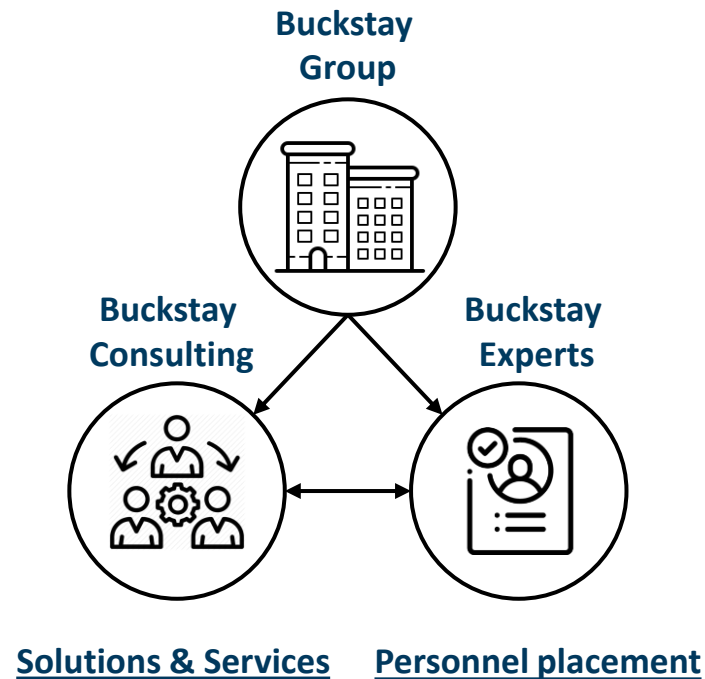
150 +

Preferred partners und cooperation partners*

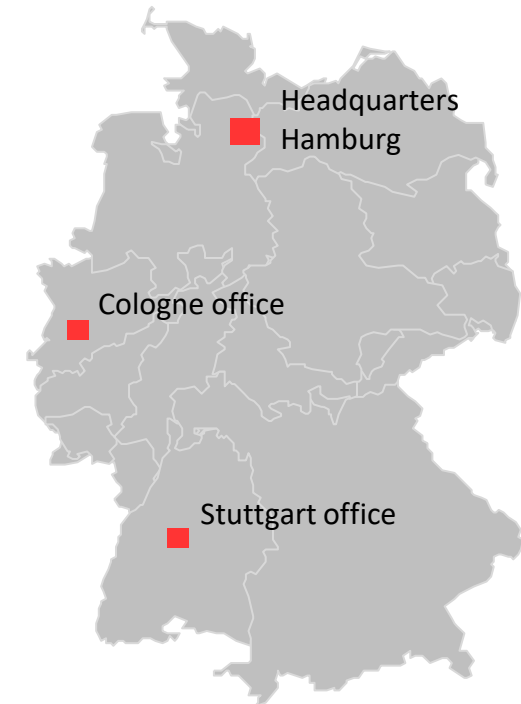
1500 +

Pool of highly qualified external experts

Group structure



Locations



* Cooperation with proven freelancers ("preferred partners") as well as selected engineering consultancies, IT consultancies and law firms

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Services in detail

From project and risk management to contract and claims management we cover every area of relevance to you and your project so that major problems ideally do not crop up and potential risks are recognized early.

Services in detail



Project and risk management

- Managing projects or sub-projects
- Project infrastructure and PMO services
- Project controls (cost, schedule, performance)
- Project procurement management
- Risk management systems
- Document management



Contract and claims management

- Contract infrastructure
- Contract management
- Change order management
- Claims management and dispute resolution
- Preparation of legal proceedings



Management consultancy

- Independent project reviews
- Crisis management, task force assignments
- Project organization, reporting
- Processes, templates
- Selection of IT tools



Personnel consultancy

- Permanent placement
- Freelancing, interim management

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Our clients

Our clients include more than 15 large-scale national and international corporations, over 50 well-known industrial companies in our core segments, as well as organizations of independent experts and public authorities.

Selected clients



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Project examples

Buckstay has been providing support for numerous large-scale national and international projects in the energy, process industry, transport, plant and special engineering sectors since 2011.

Project examples (1/6)

Wind energy (offshore and onshore)

- Project management, PMO implementation, risk management and contract management for the construction of grid connection systems in the North Sea
- Contract, claims and risk management on behalf of a wind turbine manufacturer
- Drafting and implementation of contracts, enforcement of own claims and tender support for a German offshore wind farm operator
- Project management services for several onshore wind farm projects in Germany



Project examples (2/6)

Power plants

- Support of several German fuel switch projects (conversion to gas firing) with project management services in cooperation with an engineering consultant: interface management, schedule and cost management, risk management, contract management and document management
- Project management for the construction of a steam generation plant for a refinery with a focus on project controls (cost, schedule, performance) and claims management
- Design and implementation of risk management systems for various international power plant projects



Project examples (3/6)

Power grids

- Extensive project, risk, contract and claims management for an EPC contractor during construction of several offshore grid connection systems in the North Sea
- Project and procurement management for two of Germany's main grid extension projects
- Conceptual consulting service for a German transmission system operator in drawing up tendering documents
- Project review (cold eyes review) of an electricity grid project on behalf of the operator; establishment of a PMO and execution of all essential PMO functions



Project examples (4/6)

Process plants

- Development of an integrated project management organization for the construction of a new process plant in Germany; core functions implemented: project and risk management, contract management, scheduling and cost controlling
- Conceptual consulting and introduction of risk reporting for new construction projects in the pharmaceutical sector in Germany
- Project review (cold eyes review) and contract design for an international pharmaceutical manufacturer from Switzerland; contractual and commercial support for a tender process



Project examples (5/6)

Metallurgy sector

- Establishment of project teams for project coordination, contract and claims management and scheduling for steel mill projects in Germany, Austria, Scandinavia and Benelux
- Operational contract and claims management for steel mill projects, including forensic handling of contentious issues and litigation support
- 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



Project examples (6/6)

Railway technology

- Comprehensive project, risk, contract and claims management services for German rail vehicle manufacturers
- Forensic contract and documentation analysis and enforcement of civil claims (amendments and downtime costs) with respect to a locomotive manufacturing contract in Germany
- Schedule planning and production monitoring for several international rail projects
- Consultancy work in contract management for purchasing and customer projects for manufacturers of door systems



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Buckstay Group management

Mechanical and plant engineering is part of our DNA.

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.



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