

## IndustrieHansa takes "German engineering thinking" to China and the US

**Munich.** IndustrieHansa Consulting & Engineering GmbH, a leading German engineering and IT service provider, is on course to expand both nationally and internationally. Last year the Munich-based company established itself in the growth market of China by opening a subsidiary in Shanghai and now has its eye on the US market, or more specifically Atlanta, in the south-east of the country. This move sees the company responding to requests from well-known OEM customers overseas for the same level of service quality to which they are accustomed in Germany.

In both China and the US, the company is focusing on consultancy and engineering services for companies in the international automotive sector. IndustrieHansa is pursuing this focus in growth markets around the world where it is establishing service infrastructures along the lines of the "German way of engineering thinking", as Claus Drexler, a member of the management team, puts it. "We have been successfully working with these OEMs in Germany for a long time in areas such as the development process, production and logistics planning and technical documentation. We are now taking this know-how and our understanding of quality and reliability to China and the US," continues Drexler.

The orders which IndustrieHansa has already been awarded in China and the US are worth millions, proving that there is demand for this know-how. This demand is greatly boosted by the fact that the company has taken the right approach by focusing on its global "Network of Competence". "Our customers are already benefiting from our international focus as this enables us to provide them with local resources and not only to assist with development but also during and after the start of production. If cultural differences are causing problems, this can be crucial to the success of a foreign project," explains Claus Drexler.



IndustrieHansa office in Atlanta, US

**IndustrieHansa**

IndustrieHansa is based in Munich and is one of the largest engineering companies in Germany. It focuses on the automotive, aviation and energy industries. IndustrieHansa was founded in 1977 as a classic service provider and in the last 33 years has become one of the recognized suppliers of high-quality services along the value-added chain of target markets. The company currently employs around 800 highly qualified members of staff in product development and the entire production process. One of IndustrieHansa's unique selling points is the consistent use of synergies between consulting, training and engineering to satisfy customers' constantly growing requirements in terms of quality, flexibility and adherence to deadlines. The company can look back on more than 20 years of experience in the aviation industry and is part of the elite circle of suppliers who undertake development and supervise series production of aircraft programs for EADS and Airbus. IndustrieHansa also has extensive experience in the automotive industry. Its long-standing customers include all the renowned automotive manufacturers and tier 1 suppliers. In the energy industry the company is involved in both conventional energy generation and the development and use of renewable energy.

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