

Heka Consult Ltd

International Railway & Industrial Consulting





Welcome to

Heka Consult Ltd

International Railway & Industrial Consulting

Our world of railways is changing, so as those of any other industrial sector does!

More and more European railway operators are looking for qualified rolling stock suppliers outside their own borders, as well as more and more European rolling stock producers are looking for qualified producers of components outside their own borders.

But very often the physical distance between suppliers and customers is a great problem, even in our modern times with the new technologies as Internet, e-mail and others, which in any case cannot substitute the personal contact.

So, why not looking for an European representative, familiar with the market situation and knowing the actors of this market?

You know this kind of problems:

- Why is our export share so low?
- Why do sales not tackle new markets?
- Why does nobody care to expand our activities?

... and so on!

In most of these cases the unsatisfying answer is the limitation of personal resources. **Why not looking for an independent consultant for outsourcing boring and time intensive activities?**

A more than 30 years long experience in an important European industrial context, first in the steel industry (ThyssenKrupp), later in the railway industry Costaferroviaria / Rail Services International) induces us to offer our collaboration to those companies looking to get closer to the European market, maybe even by opening an own liaison office in Europe, or those ones in Europe who are looking for new offshore markets.

The operational base of our company is located in a strategic point from which we reach nearly every European site in max 2 flight hours. That makes us close to nearly every important potential customer, ... probably much more closer than you could be, especially for all those companies situated in the Asiatic or Middle East Area:

That means less time and less costs!

So we are looking forward to a collaboration with you, characterized by mutual satisfaction, and we are sure to offer you a reliable service for reasonable fees.

Heinz O. H. Kastner



Bogie DB BA628



Revamping historical passenger coach Ferrovie Nord Milano

Heka Consult Ltd offers you:

- ❑ Opening new markets
- ❑ Introduction of new products
- ❑ Establishing or focusing of the sales organisation national and worldwide
- ❑ Key account management
- ❑ Customer relation
- ❑ Your representative agent in Europe
- ❑ Your export department

... and others, such as

Contract Management: Support for international tenders (analysis, support for elaboration of the offer, contract discussion)

Project Management: Coaching, Project Structuring

Market Management: Analysis, support for strategic decision procedures

Worldwide customer & supplier marketing

Single projects & assignments

Country specific solutions

Interim Management

Representation all over Europe

Further sales development

Recruiting

Debt recovery assistance



Class 071 loco – Irish Rail (suspension spring replacement project)

Existing commercial contacts in

- Austria
- Belgium
- Croatia
- Bulgaria
- South Korea
- Denmark
- Finland
- Germany
- Greece
- Ireland
- Iran
- India
- Italy
- Japan
- P.R. of China
- Norway
- The Netherlands
- Poland

Portugal
United Kingdom
Spain
Slovakia
Czech Republic
Switzerland
Sweden
Syria
South Africa
Turkey
Hungary



Interior renewal of Orient Express



Venice - Simplon Orient Express



Construction of new bogies for Orient Express

Heka Consult Ltd works with CEIT, Centro de Estudios e Investigaciones Técnicas in San Sebastian (Spain), a highly qualified R & D institute linked to the university of Saragoza.

How much does consultancy cost?

Such as any other professional (we are not a sales agent) our service for whatsoever assignment has a cost, in part linked to the time commitment.

Commercial consultancy

The cost for commercial consultancy is difficult to quantify since the beginning. Basically it depends on complexity, time commitment and continuity of the business relation.

The basic fee is 50,00 GBP (excl. VAT)

Consulenza gestionale / manageriale

We have three different types of assignment:

Management Mentoring:

A coaching process with a duration of 6-24 months, to promote the professional growth of our customer's staff with continuous monitoring.

From aprox. 2.500 GBP/month (excl. VAT)

Temporary Mangement:

A "hiring" for well defined roles for a 6-18 month's period for solving specific problems, with variable presence in the customer's company.

From aprox. 6.000 GBP/month (excl. VAT)

Other assignments:

As for commercial consultancy project based

Member of iXPOS network:

iXPOS is a service provided by Germany Trade & Invest



Supported by:



on the basis of a decision
by the German Bundestag

Meet the team

HeKa Consult Ltd works in three different locations: one is situated in Derby (UK), in the very heart of the English Midlands, where is also the Registered Office, a small liaison office in Northern Italy close to the Swiss border (a 40 km north from Milan), and then the main one in Germany, a Dormagen. This strategic distribution has been chosen in order to reach easily the whole European market.

In any of our offices we are working with highly qualified staff; furthermore we have created a widespread network of freelance consultants which allows us to face nearly any challenge.

THE TEAM

Management:

Heinz Kastner: Managing Director and Principal Consultant (working in any of the offices)

Marco Kastner: Director & Consultant, main responsabile for the Italian and Swiss market

Consultants in England:

Heinz Kastner: Managing Director and Principal Consultant

Scott Funnell: Consultant

David O'Brian: Consultant

Consultants in Germany:

Heinz Kastner: Managing Director and Principal Consultant

Thomas Rath: Consultant

Matthias Eckerman: Consultant

Peter Hoffman: Consultant

Consulenti Italia:

Heinz Kastner: Managing Director and Principal Consultant

Marco Kastner: Director & Consultant

Contact:

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Adherent to iXPOS network:

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