



# *Heka Consult Ltd*

*... your gateway to the market!*





## **Welcome to**

### **Heka Consult Ltd International Railway & Industrial Consulting**

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

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.

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 in Italy and 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.

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