

## Independent Management Consultancies Network IMCN

European

Professional

Personal



<i>Name of the firm</i>	TIPMC GmbH
<i>Full address</i> <i>(incl. phone, fax etc.)</i>	DC Tower Donau-City-Strasse 7/2/30th floor A-1220 Vienna, Austria Mobile + 43 699 189 910 98 (+ 43 664 112 306 64) E-mail peter.tichy@tipmc.at Internet www.tipmc.com
<i>Established</i>	2012
<i>Other offices/Daughter Companies (location)</i>	TIPMC Ltd Brazil, Blumenau
<i>Responsible person for the network</i>	 Peter Tichy
<i>Name of managing partner(s), executive director(s)</i>	Peter Tichy
<i>Name of senior consultants</i>	Peter Tichy
<i>Total number of consultants</i>	6

**May 2023**  
(The profiles of the members are permanently updated. Please ask for the latest version.)

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### TIPMC GmbH

*Specialisations (FEACO classification/ main fields of activity)*

- Corporate Strategy and Organization Development - Corporate Development, Organizational Development, Business Innovation, Joint Ventures; Internationalisation, Industrial Production Design
- Financial and Administrative System
- Production and Services (incl. technology, logistics, T&D and quality control)
- Marketing and Corporate Communication
- Project Management
- Economy and Environmental Studies

*Type of clients/branches (industry areas)*

Energy Sector  
Electrical Industry  
Fashion Industry  
Water Sector

*Consulting products or service packages (self-developed)*

Global MI (Market intelligence) as basis for a continuous sustainable implementation of strategies for companies

*International practice (foreign countries where assignments were completed; in order of priority)*

USA  
Brazil  
Colombia  
Germany  
Italy  
Portugal  
Spain India  
China  
Russia  
South America

*Language ability in the firm*

German  
English  
Portuguese  
Spanish  
Italian

*Professional membership and cooperations*

UBIT: Professional Association of Management Consulting and Information Technology

*International certification and date*

CMC (2018)  
UBIT: Professional Association of Management Consulting and Information Technology

## Independent Management Consultancies Network IMCN

### TIPMC GmbH

*Mission statement / consulting philosophy*

TIPMC's team is an experienced, flexible, honest, reliable, fast and always a top quality oriented consulting team. Client satisfaction and long term trust, trustful cooperation and full confidence in our services is our ultimate goal. The success of our customers is our goal.

*Credentials (short description of some typical assignments)*

- Type of client / branch (industry area)
- Field of activity
- Assignment summary and results

#### ENERGY SECTOR

##### *Leading US T&D industrial company*

Marketing, market development in Europe, Market Intelligence incl. Product Approval

Detailed analysis of the T&D market in Europe with a team of consultants, competitor analysis, development of a market development strategy incl. way and implementation of the relevant product approvals with European utilities. The result of the implementation of the strategy is the successful start up of consistent and sustainable business relations with European utilities.

#### ELECTRICAL INDUSTRY

##### *Merger of two leading T&D industrial companies from Europe and Colombia*

Marketing, Sales, Inventory/logistic and Product Approval in the US market Detailed analysis of the T&D market in USA and Canada with a team of consultants, development of a market strategy incl. way for product approval, inventory/logistic management in USA. The result of the implementation of the sales and marketing strategy is the successful coverage of approx. 5% market share after the start up phase in the respective utility market.

#### FASHION INDUSTRY

##### *Leading fashion company Brazil*

Market, Sales, user-demand and point of sales analysis for European market. Analysis of fashion trends, market specialities and local specialities to implement a network of flagship stores in European market. As a result several point of sales are implemented in European market with sustainable profit and market share volumes.

#### WATER SECTOR

##### *Startup Water equipment company Austria*

Corporate strategy, organization design, sales strategy implementation in Europe, Middle East and Asia.

After startup period and pick up of sales volumes in all targeted areas the company value and product design based value was enabling the owners to successfully merge the company in a larger scale industrial company for further sustainable growth.

*Selection of important and well known clients (location)*

Maclean Power Systems, USA

ARTECHE – Spain

CERISOL – Portugal

GAMMA – Colombia

COELME – Italy

Siemens – Germany

TITAN – China

AP&P Springwater – Austria

DUDALINA – Brazil

NESITE – Italy

KONCAR – Croatia

GIG – Ukraine/Russia/Estonia

Lindsey – USA Midsun - USA

ENSTO – France

Modern – India

Skipper – India

Betafence – Germany

## Independent Management Consultancies Network IMCN

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### TIPMC GmbH

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*Partners / senior consultants  
short profile*

**PETER TICHY – MBA,CMC, owner and Managing Director**  
He has more than 30 years global experience having been in top management positions for global companies like ABB, ALSTOM, SEVES-PPC. Peter graduated at the University of Vienna in Export & Finance in 1988 and made his MBA at FH Burgeland in Management Consultancy in 2018.

**MAG. GERD ROSE –** joined the TIPMC team as Associate Director  
After having finalized high school in Tokyo in 1968 Mr. rose joined Senwa Bank, Tokyo/Osaka. In 1975 Mr. rose successfully completed the master degree at the University of Vienna in Political Economics. After an engagement at the University of Vienna Gerd rose continued his banking career at Creditanstalt-Bankverein (later on Bank AUSTRIA), the leading bank in Vienna/Austria. In addition to management functions Mr. rose core area is export-, trade-, investment- and equity financing.

**FLORIAN TICHY –** has joined TIPMC being responsible for several key accounts.  
Mr. Florian Tichy graduated at VBS Business Academy, Vienna, in 2015, specialized in commercial business and is also studying at Vienna University of Economics.

**JOYCE MELLO – MBA**  
having made a master degree in International Business and Export Market having more than 15 years Management experience with global companies, among them SEVES-PPC, are working as a team to support business development in latin America and Europe for our partners and clients.