



INDUSTRIAL TECHNOLOGIES

Customized Business Concepts for Industrial
Machinery and Equipment

Efficient Technology Management

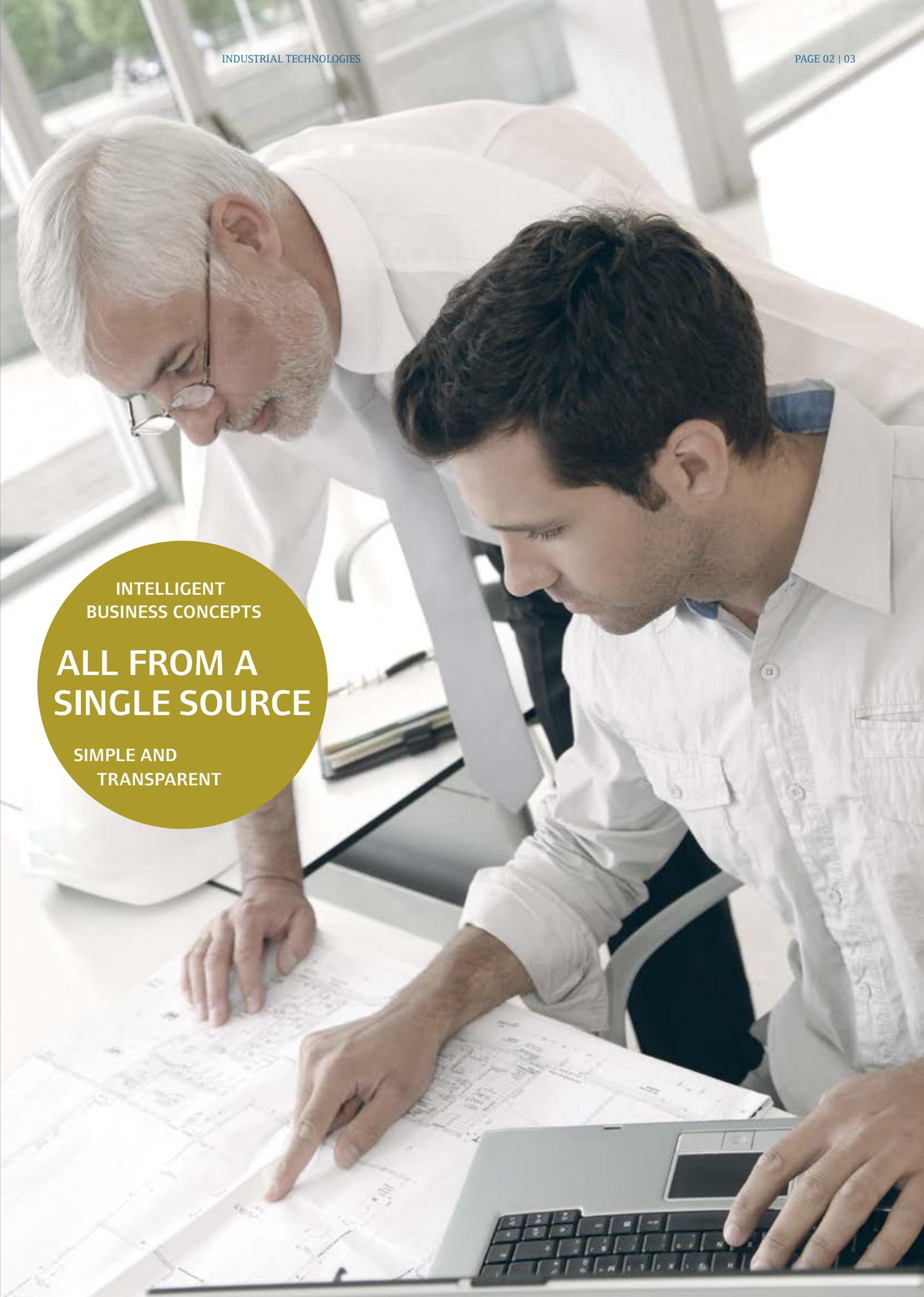


CHG-MERIDIAN develops customized business concepts and efficiently manages technology investments. We support our customers with our competencies, independence and transparency.

INTELLIGENT
BUSINESS CONCEPTS

ALL FROM A
SINGLE SOURCE

SIMPLE AND
TRANSPARENT



CHG-MERIDIAN AT A GLANCE

CUSTOMIZED BUSINESS CONCEPTS
FOR TECHNOLOGY, FINANCING AND
INVENTORY

EFFICIENT ORGANIZATION OF
TECHNOLOGY INVESTMENTS

TRANSPARENT OUTLINE OF COSTS
AND OPTIMIZED CONDITIONS

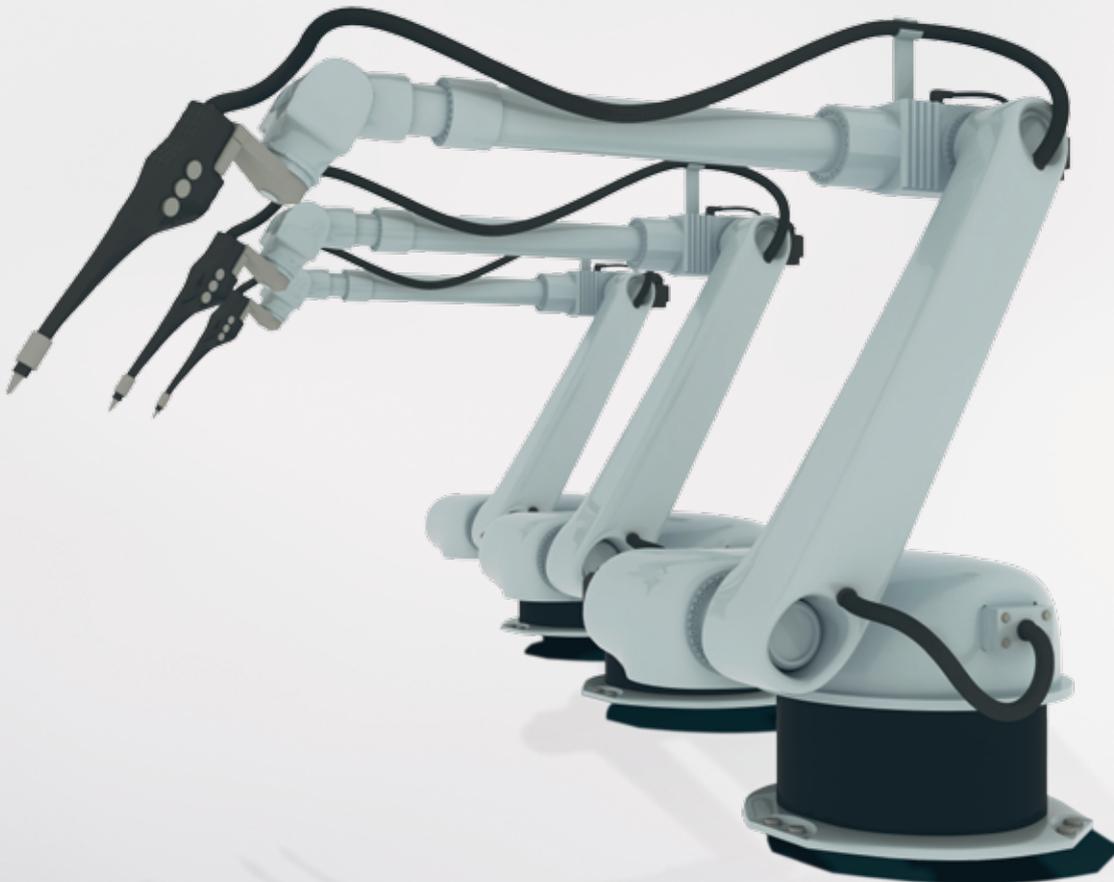
RESALE WITH PROFESSIONAL
DEVICE REFURBISHING

FROM CONSULTING TO DATA ERASURE

At your side in every phase of the industrial lifecycle

TESMA® Online					
PREPARATION PHASE		PRODUCTIVE PHASE			END-OF-LIFE PHASE
1	2	3	4	5	6
Consulting	Procurement Process	Rollout	Support Concept	Financial Management	Rollback

Efficient processes and decreasing total costs: Intelligent concepts from CHG-MERIDIAN add value and benefits throughout the entire lifecycle of your technology investment.



FACILITY MANAGEMENT

Intelligent processes for technology, financing and inventory

FOR MORE EFFICIENT PROCESSES AND GREATER FINANCIAL LEEWAY

From die cutters for cardboard production, production lines for the automobile industry, medical equipment, and all the way to company-wide IT equipment including data centers – CHG-MERIDIAN delivers intelligent solutions for managing technology investments throughout all phases of the product lifecycle.

We provide support to privately owned SMEs as well as government authorities in financing and efficiently managing machines and facilities. Would you like to boost output and reliability at your facilities? Would you like consistent efficiency and cost transparency at the same time, all while looking after your own capital reserves? Then we have the solutions you need.

TAILORED SOLUTIONS LIGHTEN YOUR WORKLOAD

Our experience in managing payments, object portfolios and services makes us one of the top go-to partners for optimizing technology investments in organizations. With a nuanced sense for your individual needs, we take on the organization of your technology investments. We make sure you have the perfect equipment, the right run-times, optimum financing and proper services. And we've got more advantages up our sleeves for you: procurement approaches to create the financial leeway that fits your needs and is oriented to your budget allowances. These include payment models that automatically refinance themselves through the use of the device (pay-per-use and pay-as-you-earn principles).

COOPERATION WITH PRODUCERS, VENDORS AND FINANCING PARTNERS

We would rather offer you a solution than sell you a product. We team up with acclaimed manufacturers and vendors on a case-by-case basis. We offer our refinancing partners credit-worthy projects and fair distribution of risk on the basis of asset-based syndicated financing.

FROM PROCUREMENT TO DATA ERASURE

We stand by your side during the entire runtime of your technology equipment. Our comprehensive solutions for technology, financing and inventory reduce complexity. They remove system discontinuities and manual tasks, creating maximum transparency in all technical and commercial processes, from consultation and procurement to operations and finally equipment return and data erasure – consistently and efficiently for sustained reduction in overall operational costs. We perform these services on the basis of our Technology and Service Management System TESMA® Online. This web-based platform integrates all commercial and technical data streams and makes them available in real-time. This forms the basis for consistent management and control of the entire machine infrastructure. Straightforward and intuitive – all from a single source.

CLOSER TO YOUR NEEDS

The core principle of our service philosophy is proximity to our customers. We see through their eyes and make their business our business. Our tailored solutions sprout from this close-up position and in-depth understanding – from a technical and commercial perspective, and from a single source.

NEUTRAL AND INDEPENDENT

CHG-MERIDIAN is completely independent from manufacturers, banks and service providers. Our only obligations concern the well-being of our customers. The solutions we design hew to neutral and independent expertise.

CONSISTENT AND INTELLIGENT

The width and consistency of our service approach separates us from consultants, banks, system houses and outsourcers. In the intelligent combination of our service areas we offer you a service package, the parts of which were previously only available separately on the market.

STRATEGIC AND OPERATIONAL

Your CHG-MERIDIAN consultant is a single point of contact, coach and companion throughout the entire technology lifecycle. They listen attentively, have a keen eye for what's important, and their desire to find the best solution keeps things moving along. In their role as strategists, they identify technical and commercial potential in the portfolio process. As operational project managers, they embody reliable service and smooth operations.



A FEW MORE COMPETENCIES FOR YOUR EQUIPMENT MANAGEMENT

Added value at all phases of the facility and technology lifecycle



The complete coverage of the technology lifecycle is a result of the integrative command of different competencies and areas of activity.

CONSULTING SERVICES

CHG-MERIDIAN consultants' special expertise stems from their combination of competencies. Whether it's central data centers, modern welding lines, innovative PC lifecycle concepts or automation robots for the electronics industry, your CHG-MERIDIAN consultant delivers the necessary sector and project expertise.

They analyze the existing infrastructure from cost and intrinsic value aspects (TCO/TVO) and contrast them with the appropriate benchmarks of the latest technologies. They identify cost drivers, increase prospects by using saving potentials, and see to it that investments are hedged. They know how to optimize new acquisitions and generate additional liquidity through trade-in of predecessor models.

Right from the start they will transfer your equipment inventory into the Technology and Service Management System TESMA® Online in order to generate a clear view of all technical and commercial dependencies. A trend-setting step for subsequent optimization processes. Our more than 30 years of experience in over 8,000 projects provides you with the necessary support.

- Improved procurement conditions deriving from extensive knowledge of markets and prices – including after the utilization phase.
- Comprehensive support in expanding, switching and adapting technology investments during operating time.
- Compliance with international requirements recognizable for financial accounting purposes (US-GAAP and IAS/ IFRS).

OPERATIONAL SERVICES

As your single point of contact, your CHG-MERIDIAN consultant will make a lasting reduction in complexity, ensure straightforward implementation and operation of your investments in technology.

- Control of ordering, monitoring of delivery and proper set-up.
- Development of maintenance and warranty schemes that guarantee the availability of your equipment and relieve your budgets.
- Standardization of procurement processes.

FINANCIAL SERVICES

With a clear view of financials and cash flow, we single out not only sources of revenue but also of costs. TESMA® Online makes it possible. By bundling individual investments we increase financing efficiency, and with intelligent payment management we contribute to integrating technology investments with commercial goals (ROI, budget, costs).

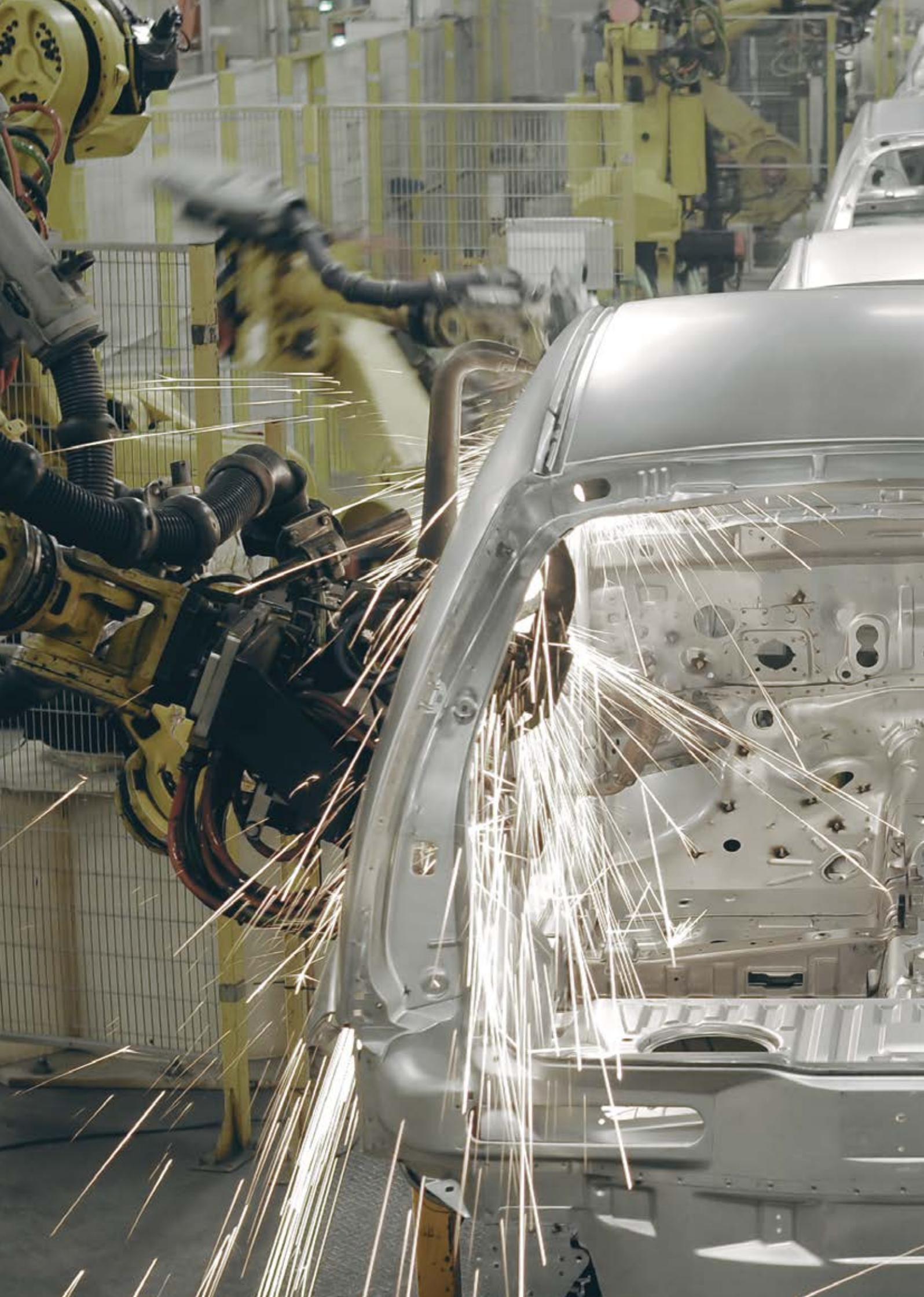
With simple automation of previously manual processes we optimize the ordering and billing of devices, material and services. TESMA® Online enables straightforward and unambiguous assigning of device and financial information, of use and costs.

- Maximum cost and process transparency for your financial management.
- Centralized project coordination: All project costs are mapped in a scheduled cash flow.
- Transparent pricing models for complete cost control, including cost distribution with optional monthly estimated bills.
- Detailed allocation of cost centers and other financial information.
- Identification of investment costs with intelligent evaluation of inventory information.

REMARKETING SERVICES

At the end of the agreed useful life we disconnect your equipment pool and see that it is removed in its entirety. An environmentally-friendly disposal will then be carried out at our own Technology and Service Center. A refurbishment of the used devices may take place at the hands of CHG-MERIDIAN partners. Subsequent resale is in line with economically responsible recycling management and green technology.

As for any hard disks and data memories that your devices may be equipped with, we ensure that any confidential information gathered there remains confidential with a TÜV-certified data erasure process. Specially trained employees, an elaborate logistics system and a special erasure procedure ensure that your confidential information remains confidential.





MORE THAN
8,000 CUSTOMER
PROJECTS

A STRONG PARTNER

OVER 30 YEARS OF
EXPERIENCE

OPTIMUM CONTROL AND MANAGEMENT OF TECHNOLOGY AND FINANCES

The Technology and Service Management System
TESMA[®] Online



TESMA[®] Online has proven itself to be one of the leading Technology and Service Management Systems. Approximately 2,000 customers already manage over a million IT devices with this tool. TESMA[®] Online is well-established on the market with over 500 active customer accesses per day. Ease of use, unique integration of technical, installation and financial data and permanent up-to-date information are accelerating its development.

INTEGRATED DEVICES AND FINANCIAL DATA

TESMA® Online is an internet based Technology and Service Management System. It optimizes equipment management in your data center throughout all phases of the technology lifecycle, from a technological as well as a commercial standpoint. With TESMA® Online you reduce costs, save time and increase your productivity.

TESMA® Online is intelligent, adaptable and user friendly. It delivers information about device locations, configurations, user behavior, budget development, and more to you in real time. Starting with the desktop in the commercial division and

complex, computer-controlled production lines to robots in optoelectronics: TESMA® Online is the basis for the very precise services accounting and Technology financial control as well as providing the relevant information for your individual optimization plans.

Every asset management system is only as good as its data. Anywhere where content maintenance takes place manually – the majority of the time in most cases – data quality is in danger. TESMA® Online, on the other hand, is fully operational at any given time. Updating is done automatically via CHG-MERIDIAN's internal ERP system and a seamless integration with your existing system environment. This is one benefit that many CHG-MERIDIAN customers know to appreciate in real business situations.



TESMA® Online optimizes asset management across all phases of the technology lifecycle. The system creates the basis for our customized business concepts for technology, financing and inventory.

INDEPENDENT, AMBITIOUS, WORLDWIDE.

Exemplary references from our international
sphere of influence

STANDARDIZED ORDERING AND FINANCING CONCEPT

Workshop equipment in the automotive sector

19 subsidiaries

5 million euro
volume of investments

4 lease schedules

Challenge: Asset acquisition for a workshop has not been centralized. It stands at about 5 million euro per year. The number of different financing partners leads to lack of oversight and higher administrative expenses.

Solution: Using TESMA® Online, uniform ordering processes are instituted for all subsidiaries within a frame lease agreement. The investments are bundled quarterly, so only four lease schedules must be administrated per year. Financial efficiency is markedly increased.

Customer Benefits: Standardized ordering and financing concept for all subsidiaries. Homogeneous processes for suppliers and leasing company. Minimized administrative expenses.

REDUCED
ADMINISTRATIVE COSTS

AUTOMOTIVE

INCREASED FINANCING
EFFICIENCY

WORKSHOP EQUIPMENT OF AN AUTOMOBILE MANUFACTURER IN SOUTHERN GERMANY

CHALLENGE: To cut administration costs by standardizing order and financing plans for subsidiaries.

SOLUTION: By bundling investments quarterly, the same order processes and standardized shopping baskets with different item categories and different suppliers was created.

CUSTOMER BENEFITS: Administration costs were significantly cut and financing efficiency was increased.

COMPANY PRODUCTION LINE

CHALLENGE: The company must finance in advance tool and machine costs for all OEM until start of production (SoP). Revenue from the job will be generated exclusively on the basis of actual output. The enormous size of the investment was a hazard to growth targets.

SOLUTION: Bundling of the individual investment components into a flexible financing structure, including pre-financing until SoP. Establishment of an off-balance sheet pay-per-production model.

CUSTOMER BENEFITS: Clear synchronization of income and expenditure. More financial leeway through refinancing syndicated by a bank pool.

EFFICIENT FINANCING
OF TOOL COSTS

PRODUCTION

SYNCHRONIZATION OF
INCOME AND EXPENSES

CUSTOMER COST
CAPPING

CARDBOARD INDUSTRY

NO INVESTMENT RISK
DESPITE ACQUISITION

REPLACEMENT DIE CUTTER FOR SECURING PRODUCTION

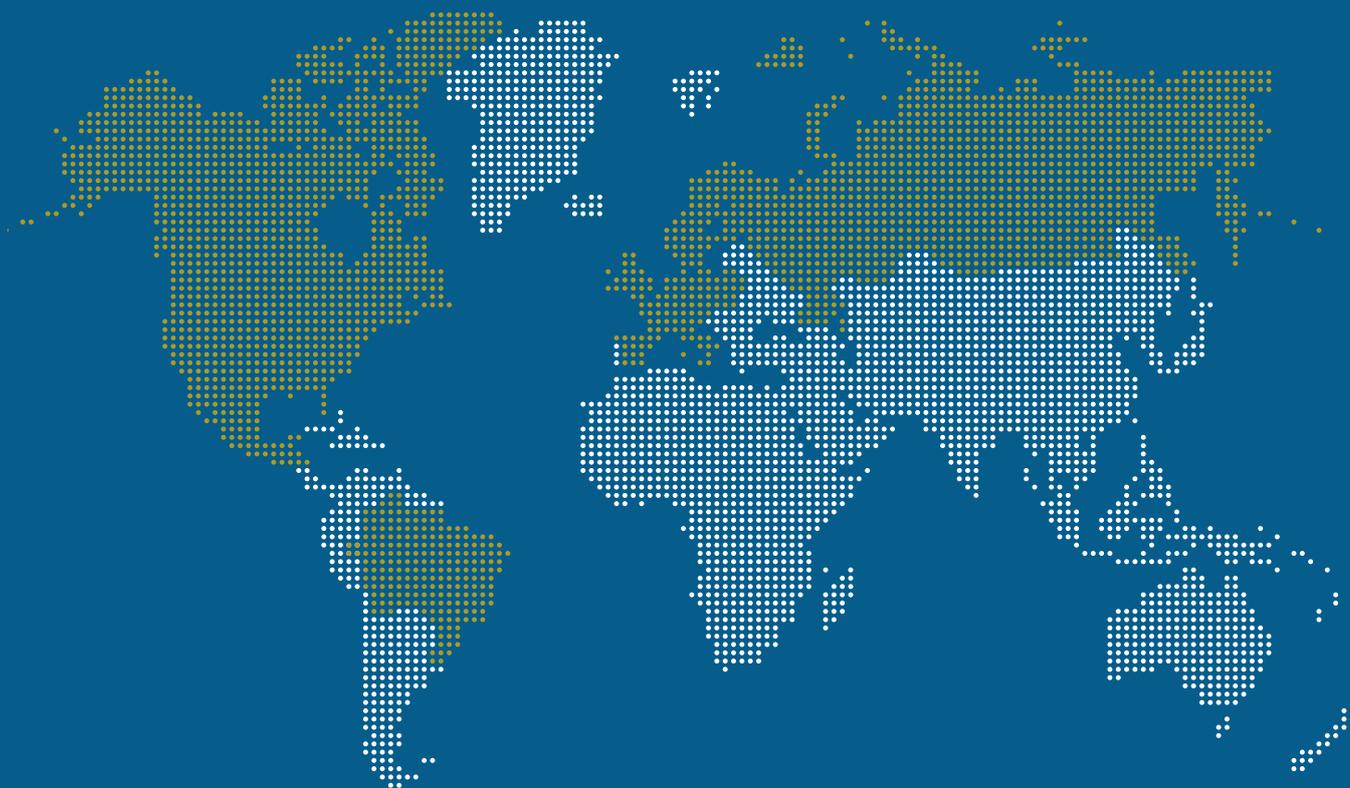
CHALLENGE: A cardboard manufacturer needed a new die cutter to secure production and to process additional orders. Possible amortization after five years came to 1.4 million euro. The price of the die cutter came to 2.8 million euro, but the budget to only 1.4 million euro.

SOLUTION: A finance lease in which the charging of costs amounts to a maximum of 1.4 million euro over five years. Once the lease period elapses the die can continue to be used, be bought or returned. The ending rate will fall due upon return. However, successful treatment of the die by CHG-MERIDIAN and its partners can reduce the ending rate.

CUSTOMER BENEFITS: At an estimated machine value of approx. 75 percent after five years, the customer bears no investment risk.

CHG-MERIDIAN AROUND THE WORLD

OUR LOCATIONS



GERMANY

Weingarten (HQ), Munich, Nuremberg,
Dusseldorf, Groß-Gerau, Hamburg, Berlin

EUROPE

Paris (FR), Lyon (FR), Monza (IT), Rom (IT),
Barcelona (ES), Madrid (ES), Baden (CH),
Vienna (AT), Grimbergen (BE), Egham (UK),
Daventry (UK), Dublin (IE), Rotterdam (NL),
Moscow (RU), Ljubljana (SI), Prague (CZ),
Warsaw (PL), Bratislava (SK), Oslo (NO),
Skien (NO), Stockholm (SE), Helsinki (FI),
Copenhagen (DK)

AMERICA

New York (US), Woodland Hills (US),
Chicago (US), Dallas (US), Boston (US),
Windsor (CA), Monterrey (MX),
Mexico City (MX), Guadalajara (MX),
São Paulo (BR)

OUR COMPANY

CHG-MERIDIAN is a globally leading supplier of customized business concepts for efficient technology management. As a financial advisor and technology manager, the company offers maximum relief over the entire technology lifecycle. Customers with investment projects in the IT and telecommunications, industry, and healthcare sectors sustainably benefit from reduced costs and risks, as well as from intelligent controlling to technical and commercial monitoring of their device environment.