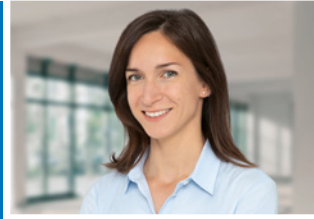


helbling

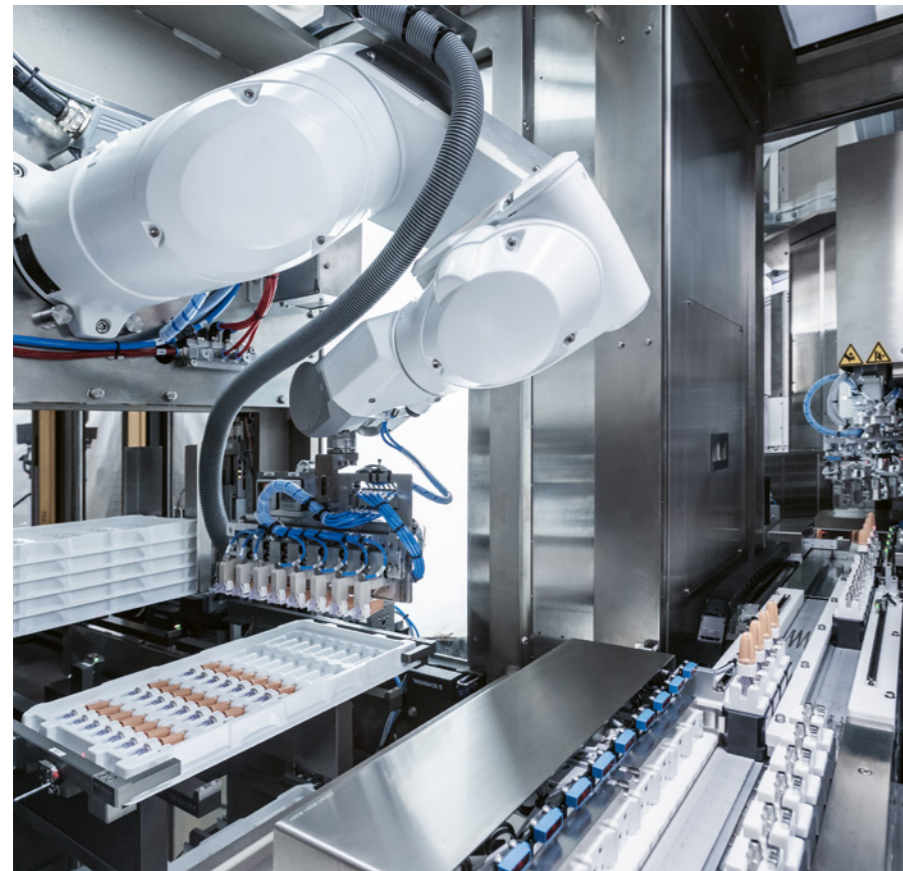


Valuable through Innovation
Company Portrait and
Business Year 2020



Highlights 2020

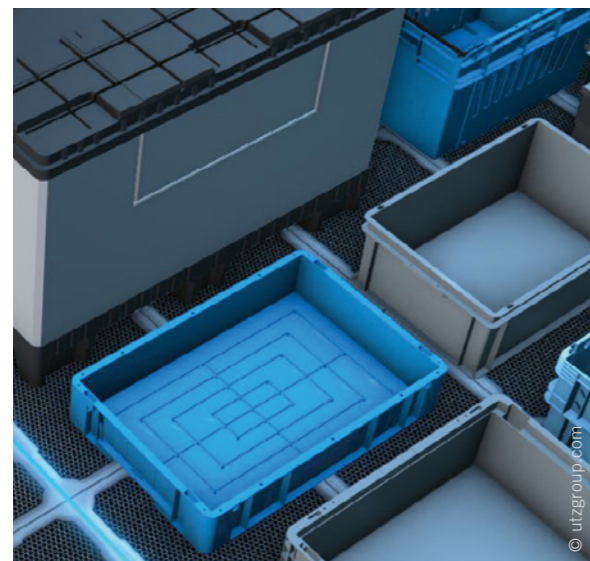
At a glance



Digitization supports profitable growth

In intensive joint project work with SHL Medical, the Helbling Group is charting the course to the future success of the client.

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Sales Boost Programs project for Utz Group

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Fundraising for HELROM

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Digital twin prevents railroad switch breakage at SBB



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New capsule coffee machine for Nescafé Dolce Gusto



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Cloud application for pressure testing



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Encapsulated medication carrier from Lyndra



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The company portrait appears in German and English. The German version is always authoritative.

Visit our website to find out more about us and our services.

What really matters

The importance of interpersonal relationships

Dear Readers,

When one thinks of the coronavirus pandemic, the dictum of “a crisis as an opportunity” does not readily come to mind. The depth of human suffering is too great and the consequences too destructive for so many economic existences. Additionally, the extent of the damage it has done, for example in education, is not yet foreseeable.

Nevertheless, if we wish, in the famous words of Max Frisch, to draw a “productive” lesson from the situation, then it is perhaps that this tragedy has reminded us with unprecedented clarity of what really matters – both in our private and working lives. And that is interpersonal relationships. Surveys conducted in recent months have clearly demonstrated how, above all else, people yearn for the opportunity to meet other people to undertake activities and experience things together.

For a company such as Helbling that develops solutions and products in the context of intensive teamwork and close cooperation with its clients, having to dispense with personal meetings has proved to be particularly challenging. The availability of virtual tools on its own is inadequate if this challenge is to be mastered. We were only able to capitalize on the use of these instruments through the culture of social interaction that was already firmly anchored among us in the Helbling Group. Confidence and respect, honesty and fairness, appreciation and loyalty – in normal times, these words are an essential prerequisite for the willingness of people to devote themselves to a common task with dedication and gratification. How essential cooperation really is has become evident under the difficult conditions during the pandemic. Against this background, last year saw us

once again prove just how much the quality of innovations depends on that of interpersonal relationships.

However, one other factor is no less important: The success of our teams depends on how they are organized and led. What experience and expertise are combined within working groups? What guidelines determine how they work? How high is their level of autonomy? What methods, tools, and quality systems are employed? It is evident that the most effective answers to such questions will differ from company to company. At Helbling, the key to these questions lies in well-coordinated teams consisting of talented employees who, depending on the task involved, bring together a variety of disciplines and successfully realize their projects in close cooperation with clients.

Thanks to the commitment and flexibility of our employees and executives, and the trust and confidence of our clients, and their loyalty to us based on a spirit of partnership, we have enjoyed a great degree of success in what has been an extraordinary financial year.

On behalf of the Helbling Group partners



Dr. Christian Péclat

Marcel Fäh



Dr. Christian Péclat
President of the Board
CEO



Marcel Fäh
Member of the Board
CFO

Key figures

563

Full-time equivalents

The number of full-time equivalents increased from 554 to 563 in 2020, while the number of employees grew from 593 to 606. This therefore represented an average employment level of 92 percent. Helbling employs a total of 4 apprentices and an average of 10 interns and working students across its four business divisions.

123.1

Revenue (in CHF million)

The Helbling Group achieved the best result in its history in 2020. Revenue increased by 7.5 percent compared to the previous year. Growth even exceeded 9 percent in local currencies. The greatest currency effect was attributable to the decline in value of the US dollar relative to the Swiss franc from 0.97 to 0.88 during the year.

35 %

Foreign revenue

The proportion of foreign revenue in local currencies rose marginally in 2020. With a revenue share of 18 percent, the United States has grown to become the second largest market after Switzerland. Helbling was looking after customers from a total of 15 countries in 2020.

470

Customers

In addition to large corporations and small and medium-sized enterprises, Helbling's customers also include an increasing number of start-ups. Most of them are from across the manufacturing industry, with some from the service and public sectors.

13.5

Cash flow (in CHF million)

Thanks to its successful business activities, the Helbling Group once again generated a healthy cash flow in 2020. This means that financing of current and future investments from its own resources is assured.

568

Storage capacity (in TB)

The Helbling Group's success factors include a comprehensive IT infrastructure at its locations that, among other features, includes around 1,200 computers and 220 servers with a storage capacity totaling 568 TB. This also proved its worth under the difficult conditions of the pandemic.

1963

Founding year

Helbling has gained a wealth of experience from thousands of projects over almost six decades. This, combined with cutting-edge research and technologies, is the basis on which Helbling's engineers and consultants develop their innovative products and solutions, always in close collaboration with the clients.

29

Partners

The Helbling Group currently has 29 managing partners and around 260 employees who also participate in the Company via participation certificates. This tried-and-tested participation model ensures an organic succession arrangement for Helbling.

>60 %

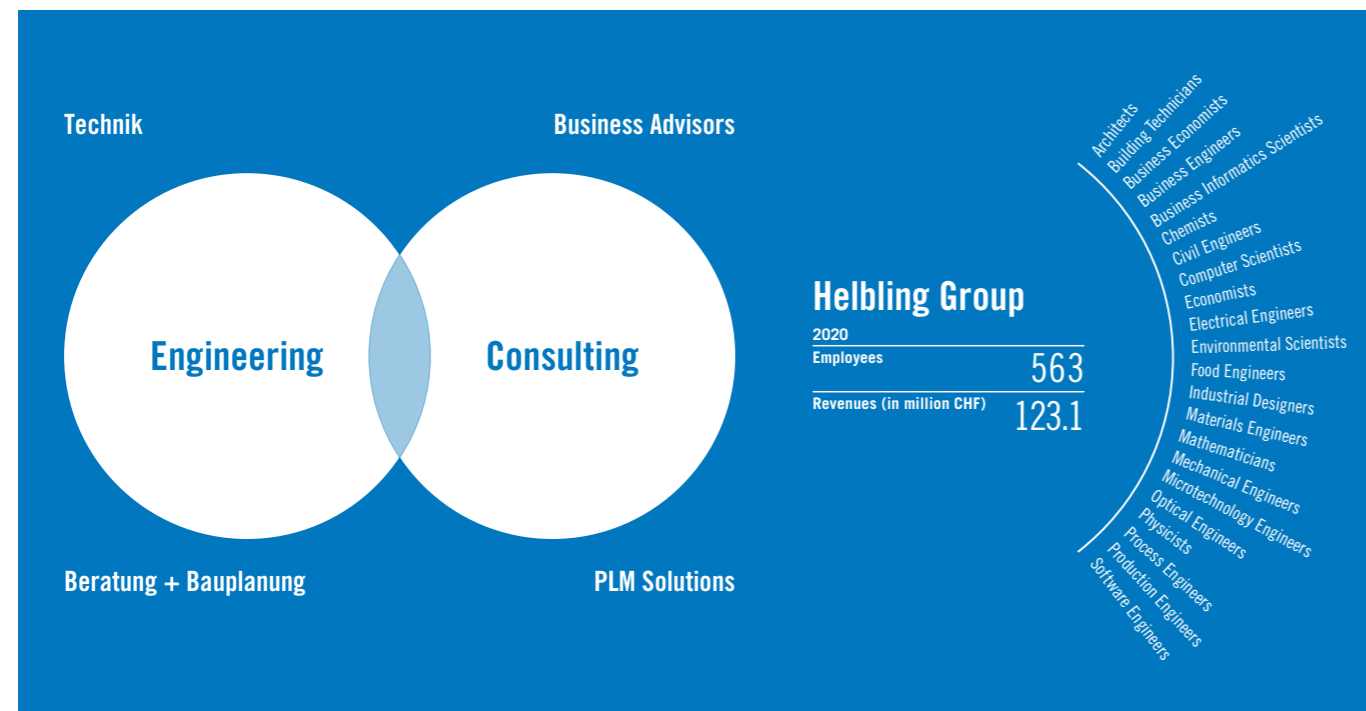
Equity ratio

The Helbling Group's rock-solid financing is among the central prerequisites for its sustainable development. Thanks to its high equity ratio without interest-bearing debt, Helbling also has a top rating among banks for privately owned SMEs.

Helbling Group

Valuable through Innovation

The Helbling Group has its headquarters and several subsidiaries in Switzerland, is represented through companies in Germany, USA and China, and has worldwide project experience.



About us

The Helbling Group was founded in 1963 and is owned by its 29 managing partners. The internationally active engineering and consulting firm employs some 540 professionals in four business divisions focused on innovation/product development, management consulting, mergers & acquisitions, restructuring, information technology, real estate, energy and infrastructure.

Our industry expertise

- High-tech industry semiconductors/electronics, microtechnology, automation/robotics, medical technology, machinery/apparatus
- Automotive industry/supplier
- Transport/traffic/aerospace
- Processing industry, pharmaceuticals, biotechnology, chemical industry, food industry
- Trading Financial services
- IT/telecommunications
- Energy industry
- Infrastructure/public sector

Our visions

We take the interests of our business partners seriously

Our relationships with our business partners must be fair and respectful and promote long-term co-operation.

Employees make markets

We promote and nurture a corporate culture in which our employees feel comfortable and in which it is fun to achieve top results together.

Clients are our livelihood

We develop long-term, service-oriented client relationships based on trust.

Record year for the Helbling Group

Strong growth in the USA

With revenue of CHF 123.1 million, the Helbling Group achieved a new record result in the 2020 financial year. This represented growth of 7.5 percent compared to the previous year. The increase in revenue would even have exceeded 10 percent if not for the currency effects. As in previous years, the share of revenue generated abroad was slightly more than 30 percent, with the United States overtaking Germany as the second most important market after Switzerland.

We managed to increase the number of full-time equivalents from 554 to 563 in the reporting year. We benefited in this respect from extensive investments in recent years in both our locations and their infrastructure and in the training of our employees. These investments enabled us to achieve a disproportionate increase in revenue relative to our employee base.

Continuity of business activities, despite the coronavirus

In common with every other company, we were faced with unprecedented challenges from March last year due to the coronavirus pandemic. At the outset, the question of what the lockdown would mean for our projects and, subsequently, our liquidity became of central importance. We therefore developed several scenarios and tracked the performance of the business even more closely. Most importantly, we wasted no time in informing our customers that we were still capable of continuing project work under the new conditions. Our availability was highly valued. As a result, the majority of projects continued with no or only brief interruptions.

Simultaneously, a strategic decision was reached to forgo financial assistance from the state, and short-time work was only availed of at our location in Munich. As business temporarily slowed somewhat in the first weeks of lockdown, we repeatedly dedicated ourselves to advance work for projects and customers who were later able to profit from this. Both internally and externally, this indicated our determination, in spite of all due caution, to face the challenges born of the pandemic in a productive manner.

The successful operating results in this extraordinary year were all due to what are, for us, essential

factors: our well-coordinated, interdisciplinary teams that could depend on a proven infrastructure; customer relations, frequently long term, built on trust; our federalist organization; uniform business principles combined with a great deal of autonomy; and, finally, the broad sector diversification in our customer base, namely that of the manufacturing industry.

Strong growth in the USA

Helbling experienced particularly strong growth in the United States in the 2020 financial year. Around a third of revenue in the US was generated at our two locations in Cambridge near Boston and in San Diego. The remaining two thirds were generated from Switzerland. The majority of American customers are, once again, from the medtech industry. These include established market players and many start-ups that we support during development of new products, including optic systems or equipment for administering medication. Other medtech companies, in turn, commissioned us with projects in the area of robotics or the development of industrial production equipment.

American customers outside the medtech sector include the Bill & Melinda Gates Foundation. Cooperation in the development of new principles and technologies in the field of water & hygiene was expanded in response to the Reinvent the Toilet Challenge of the Gates Foundation. We also received a significant order from an American online dealer whom we assisted in the automation and robotization of processes in its logistics centers.

Outlook

Helbling started the new year well. However, the willingness of customers to invest remains of primary importance for continued business performance. Given the uncertainty caused by the pandemic, a trend towards more cautious planning horizons is apparent in some sectors. What is evident is that major contemporary issues that already occupied us prior to the pandemic will continue to grow in importance. These are primarily innovation, digitization, and sustainability. Our project examples illustrate how Helbling is addressing these issues both specifically and successfully, and even combining them in many cases.

SHL Medical – Digitization for profitable growth

Together with Helbling, SHL Medical is currently implementing an extensive transformation program for the digitizing of development and production and the globalizing of the business. The goal is to assure major growth while simultaneously enhancing productivity.



Sébastien P. A. Martin, lic. oec. publ.,
Senior Vice President, Helbling
Business Advisors, Zurich, Switzerland

“Accompanying SHL to global digital market leadership through the concentrated expertise of the united teams is an incomparable experience.”

SHL Medical is a recognized leader in the design, development, and manufacture of advanced drug delivery devices such as autoinjectors, pen injectors, and inhalation systems. SHL customers include top pharmaceutical and biotech companies all over the world that require innovative devices for the effective self-administration of their drugs. These devices allow patients to self-administer medication safely in the comfort of their homes or under medical supervision. SHL employs around 5,500 personnel at four locations in Taiwan, Sweden, the United States, and Switzerland.

SHL has grown strongly in recent years and plans to continue this growth on a massive level in the coming years. Together with Helbling Business Advisors and the involvement of further divisions, SHL has drawn up a comprehensive transformation program to anchor the rapid development achieved to date and cope with anticipated growth. At the core of this program is the end-to-end digitization of development right up to the machine stage and the associated improvement of development and production processes. Simultaneously, the program

will globalize the organization primarily in R&D, quality management, and the supply chain area; expand the production footprint, including through a new location in Switzerland; and further develop product platforms and products.

Rigorous implementation of the digital target operating model developed aims to achieve a maximum degree of automation and sharply increased productivity in future. The technological backbone of this is an integrated product development solution (PLM), global application of SAP S/4HANA using the latest analytics options (ERP), and comprehensive shop floor management using a fully integrated MES system. SHL also aims to play a leading role in the quality management of medical devices through complete digitization of regulatory documentation.

This ambitious, extensive, and comprehensive program is controlled through a joint organization with the required workstreams and integrated program management. Extremely close cooperation between the SHL and Helbling teams in a spirit of partnership and the use of contemporary collaboration technolo-

gies enables efficient, global implementation, despite the ubiquitous coronavirus restrictions. In addition, a comprehensive training and communications concept is also being pursued to encourage broadly supported acceptance and sustainability of the required changes.

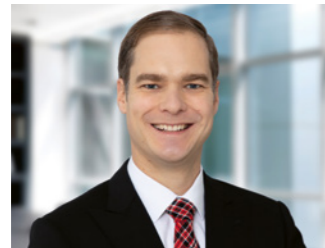
Results/Achievements

In intensive joint project work, the course to the future success of SHL Medical is being charted through digitization to ensure growth, quality, and the enhancement of productivity.

Experts from every division of the Helbling Group are engaged to tackle extensive business and technological tasks. Helbling Business Advisors is responsible for complete transformation management, organizational issues, and the digitizing of operations. Helbling PLM Solutions supervises the development environment, Helbling Technik is entrusted with plant planning and further development of product and platform concepts, and Helbling Beratung + Bauplanung takes care of location development in Switzerland.

Utz Group – Sales Boost Programs project

Helbling Business Advisors supported the Utz Group when a sales framework for implementation of the sales strategy was developed in the shortest possible time. The project laid the cornerstone for effective, efficient sales activities to benefit ambitious growth targets.



René Braun, lic. oec. HSG, Senior Manager, Helbling Business Advisors, Zurich, Switzerland

“Together with the CEO and sales executives, strategically valuable and practical hands-on results were achieved without delay – despite the pandemic.”

Helbling Business Advisors was able to draw on a large pool of experts from different services in the project. This applied in particular to the areas of growth strategy, sales strategy and offensive, and market & customer insight. Up to four consultants were employed, depending on the project phase.



Overview

With 1,200 employees at eight locations on three continents, the Utz Group has been developing and manufacturing sustainable, reusable logistics packaging and technical parts made of plastic for over 70 years. Utz is also the leader in customer-specific packaging solutions. The goal of this joint project was to make a lasting contribution to the enhancement of revenue, EBIT, and sales efficiency.

Our Contribution

The project began in December 2019 with an analysis of the actual situation. Based on this, the first quarter of 2020 saw the development of specific measures and the Utz Sales Framework. The focus during this was on four tools:

- Market models with value chains, potentials, target customers, decision makers, and influencers
- Customer portfolio with customer appeal and sales activities corresponding to this
- Sales capacity with optimized potential
- Sales management and KPIs

Results/Achievements

In close cooperation with sales executives, Helbling Business Advisors developed stepping stones to success that can now be implemented, step by step. A manual provides assistance when processing the customer portfolio. In addition, the findings also contribute to the timely introduction of appropriate CRM.

HELROM – Successful support during fundraising

The Frankfurt start-up HELROM wants to revolutionize the transport market with new, innovative freight cars where, for the first time, all conventional semi-trailers can be transported by rail without expensive cranes or loading infrastructure. Helbling Business Advisors provides HELROM with support during fundraising.



Andre Wassmann, MBA, Dipl.-Betriebswirt, Senior Vice President, Helbling Business Advisors, Dusseldorf, Germany

“As the sole provider, HELROM offers a real alternative to road transport while simultaneously making an important contribution to the reduction of greenhouse gases.”

In addition to a high degree of technical expertise, the complexity of the tasks involved requires the project team to have access to a broad network of investors.

Overview

HELROM trailer wagons will make the logistics sector quicker, more efficient, and more reliable and reduce CO₂ emissions by 80 percent compared to road transport. The company has been self-financed to date. Initially, an ERP start-up loan was obtained from the KfW bank and, more industry-related, from the German Federal Railway Authority (EBA). The EBA also supports companies that significantly contribute to the reduction of CO₂. Helbling Business Advisors will support the future growth of HELROM as a partner.

Our Contribution

Experts from Helbling Business Advisors identified further principal banks for the procurement of financial assistance, coordinated the application with the principal and development bank, compiled the required documents, including business plans and financial reports, and submitted the application. They negotiated with the principal bank, represented HELROM before every committee of the institute, and acted as a permanent intermediary. Further applications were made for financial assistance in the form of grants from the EBA. Helbling will also continue to support the start-up during positioning on financial markets.

Results/Achievements

Raising of initial funding was already successful. HELROM plans to deploy further trains this year and significantly promote growth. The deployment of 100 to 120 trains all over Europe, each with 18 to 20 wagons, is planned by 2029.

SBB – Digital twin for assessing the condition of switches with spring points

SBB is pushing the change from curative to preventive maintenance of the infrastructure it operates. Helbling Technik supports SBB with simulations of switches subject to severe daily stress in the form of a digital twin – a digital likeness of the real object.



Benno Steiner, Masch.-Ing. FH, Head Calculation & Simulation, Helbling Technik, Aarau, Switzerland

“An impressive example of how a digital twin can offer a tangible benefit as a virtual copy of a real object.”

The challenge of processing timetable data to create the load spectrum for the calculation of the service life required in-depth analysis of data collection and processing. Cooperation between the project team with experts from SBB and Helbling Technik was focused and efficient during this decisive phase. The combination of system and methodological expertise enabled successful realization of the project within budget and on schedule.



Overview

The breakage of a railroad switch caused SBB to initiate a project addressing assessment of the condition of switches. Real load levels were simulated virtually for the highly stressed spring point using a digital twin. These levels were evaluated and preventive measures defined, relative to the individual condition of the switch.

Our Contribution

The service life of the most important switch types was based on real timetable data and simulated through FE analyses, taking relevant influencing factors into consideration. The significance of the simulations was validated with stress levels from measurement runs. The results were incorporated in an easy-to-use spring point assessment tool developed by Helbling Technik. Operational variations in load levels due to timetable changes or varying train compositions were taken into consideration through comprehensive simulations. Characteristic diagrams based on these enable the achievement of advanced damage calculations with regard to time and load.

Results/Achievements

With the focus always on preventing switch breakage in future, SBB can assess the condition of the switch spring point, classify the risk involved, and realize maintenance appropriate to its condition.

R. Nussbaum – Cloud application for pressure tests

Helbling Technik designed and realized a cloud application for the management of measurement results from leak and pressure tests for R. Nussbaum, the successful family business. The data collected provides an essential basis for the test reports that the end customer receives.



Daniel Hauri, Software Ingenieur FH, Head of Development Team Software Engineering, Helbling Technik, Aarau, Switzerland

“Intense involvement of end customers led to the successful development of an intuitive application that enjoys a high degree of acceptance.”

Overview

After fitting a sanitary installation, the installer needs to conduct a pressure test to check the complete system for leaks. Data measured with a device is transmitted to an intuitive cloud platform where it is complemented by additional object information and stored in a structured format.

Our Contribution

Helbling Technik was commissioned to design and realize the new cloud application to replace the desktop application. A variety of workshops were held with sanitary installers, product managers, and experts in the initial phase to clarify different needs and requirements. Wireframes and designs for the user interface were created on the basis of these results. Iterative implementation followed in a second phase and involved an agile development approach. Significant tasks included communication with the pressure gage, the migration of existing data, implementation of the web interface, and setup of the back-end based on Microsoft Azure cloud services.

Results/Achievements

A majority of installers have already switched to the new application since it was commissioned in early 2020. The customer appreciates the low-maintenance application and operating costs kept low by Microsoft Azure.

An experienced project team realized this exciting and varied project within a very short time. A broad spectrum of expertise in the area of software development contributed to the success. This included agile development methods, requirement engineering, UI design, web development, cloud software architecture, testing, and deployment. Overall, the close cooperation with R. Nussbaum and end customers achieved a high level of acceptance for the application.

Nescafé Dolce Gusto – Genio S

Shape and style were paramount for Dolce Gusto during development of the “GENIO S” capsule coffee machine from Nescafé. In addition to a fresh design and favorable price, the machine also captivates through its variant diversity.



Gabriel Sutter, Dipl.-Ing. FH, Head of Development Team Food & Beverage Systems, Helbling Technik, Wil, Switzerland

“The key to success lay in the high level of expertise of the project team and trustworthy cooperation with the customer and manufacturer.”

The Helbling Technik team consisted of mechanical, electronic, and software engineers. A shared understanding of the task and interdisciplinarity paved the way for innovative solutions optimally tailored to meet requirements. The high level of competence and experience of the employees and cooperation with the customer and manufacturer grounded in trust ensured the achievement of deadline and cost targets, despite the difficult situation due to the pandemic.



Overview

Helbling Technik developed the innovative beverage system from the design to production stage, with modularity receiving considerable attention during this. The consumer can choose between the BASIC, PLUS, and TOUCH versions, depending on the desired range of features.

Our Contribution

Complete development of the appliance in the system, mechanics, electronics, and software areas was the responsibility of Helbling Technik. From the design phase to series production, all mechanical assemblies, circuit boards, and the software were developed with an eye on functionality and costs. Any prototypes required were also created. Constructive cooperation and a shared understanding of design for manufacturing and assembly enabled the smooth and timely transfer of development from Switzerland to production in Asia, despite the Covid-19 situation.

Results/Achievements

Production costs were considerably reduced while taking the range of features when compared to the benchmark into account. The product conforms to international standards and has already been successfully launched on the market.

Lyndra’s Stellate Encapsulation System – GMP-compliant encapsulation of a unique dosage form

What would it be like to take just one pill a week versus many each day? Lyndra Therapeutics is pioneering the first oral, ultra-long-acting, sustained-release therapies with the potential to fundamentally change the way people take medicine.



Ueli Schlöpfer, Dipl.-Mikrotechnik-Ing. EPFL, Head of Development Team Mechatronics, Helbling Technik, Zurich, Switzerland

“The encapsulation challenge is a hard one. We have commenced automated stellate encapsulation in our facility, and this is an incredible step forward for Lyndra.”

Ray Knox, Chief Manufacturing Officer, Lyndra Therapeutics, Inc.

Realizing a complex machine within an ambitious schedule required not only a competent, experienced, and agile team, but also a high level of cooperation with Lyndra’s experts, mature methods, suitable lab infrastructures, and a network of reliable suppliers. This was especially true under Covid-19 conditions, with the only physical contact restricted to delivery of the machine.

Overview

Lyndra’s solution is a unique dosage form inside a pill capsule that dissolves in the stomach. The dosage form unfolds, and a controlled release of drug occurs over a week or even a month. The Stellate Encapsulation System folds and inserts the dosage form into capsules – a key step towards automated manufacturing of a unique medicine.

Our Contribution

Starting from a simple encapsulation process demonstrator built by the Lyndra team, Helbling Technik developed mechatronic concepts for automating this process, testing the most promising solution in close collaboration with Lyndra. Once the concept had been confirmed, Helbling Technik developed, built, and commissioned the complete machine. After testing and optimizing the process further, Helbling Technik delivered the machine to Lyndra, recommissioning it and training operators through the team in Cambridge, MA.

Results/Achievements

Nine months after starting the project, Lyndra has added the Stellate Encapsulation System to its GMP-compliant manufacturing of their novel dosage form, enabling production of larger volumes.

eHealth eco-system – for advanced glaucoma management

Our client aims to transform the management of specific diseases, such as glaucoma, and to conquer a new frontier in eHealth through digital “disease intelligence.”



Stefan Bauer, PhD, Head of Development
Team Sensors & Medical Electronics,
Helbling Technik, Bern, Switzerland

“Collaborating with our client and partners across 3 continents to advance patient care was a truly inspiring experience.”

The interdisciplinary project team at Helbling Technik was constituted from multiple development centers and featured expertise in the fields of project and medical quality management, systems engineering, mechanics, microtechnologies, electronics, software, embedded software, cybersecurity, physics, optics, material science, and usability engineering. The team was enriched by medical doctors, clinical and manufacturing specialists from our international partner network.



Overview

In order to better manage glaucoma, a disease that causes irreversible damage to the optical nerve, Helbling Technik has been requested to develop a disruptive product featuring extreme miniaturization and a previously unachieved ability to provide continuous and autonomously generated patient data to medical professionals.

Our Contribution

Helbling Technik has developed an ACTIVE (internally powered) and fully AUTONOMOUS (automatically functioning) wireless implantable pressure sensor that allows physicians to target preventive interventions and stratify disease progression. These devices generate large amounts of data, actionable in the short term and predictive in the long term. The rich data stream is processed within a cloud data infrastructure (also developed by Helbling Technik) by artificial intelligence to provide new diagnostics and disease management insights for the delivery of better, more personalized, and cost-effective healthcare.

Results/Achievements

Pre-clinical prototypes and the data infrastructure were developed and tested within eleven months. The promise of this technology has been successfully demonstrated in a three-month animal study.

FEDRO – A1 Rynetel wildlife overpass client support

Helbling Beratung + Bauplanung supported the Swiss Federal Roads Office (FEDRO) during construction of the first wildlife overpass in Switzerland with timber trusses. The wildlife overpass contributes to the networking of wildlife populations.



Olivia Champion, Dipl.-Umweltling, ETH,
Senior Vice President, Helbling
Beratung + Bauplanung, Zurich,
Switzerland

“Experiencing the effort made by everyone involved to realize an innovative project is extremely motivating.”

Olivia Champion from Helbling Beratung + Bauplanung supervised the project for the entire duration from 2013 to 2021. Martin Gähwiler and Gregory Hemmen contributed their valuable experience and support, greatly benefiting the project.

Overview

The AG6 Suret wildlife corridor is of national importance, connecting as it does the Jura and Swiss Plateau and enabling crossing in a north-south direction. A wildlife overpass was built between Suhr and Gränichen to facilitate use of the wildlife corridor in the vicinity of the A1 freeway.

Our Contribution

- Support of FEDRO during all project phases
- Assistance with the procurement of service providers (project instigators for the “implementation project to commissioning,” landscape architect, and surveying and geotechnical services phases)
- Coordination of planners and third parties regarding all planning concerns
- Preparation of higher-level decisions
- Development and management of project and contract control (costs, deadlines, services) over the entire project
- Assessment of all project results
- First escalation level during realization
- Assessment of all supplementary services (services and construction)

Results/Achievements

The interrupted wildlife corridor was reunited. The wildlife overpass contributes to the wide-scale networking that is important for the genetic exchange within and between wildlife populations.

responsAbility Investments AG – Client representative for platform arena tenant fit-out

Helbling Beratung + Bauplanung was engaged to support responsAbility Investments AG during its tenant fit-out at Zurich HB, the main railway station. Helbling acted as the client representative, being involved from the initial idea and project realization through to the opening of the new headquarters.



Daniel Büchele, Dipl.-Ing. Gebäudeklima-
tik/-Technik, EMBA HSG, Competence
Manager, Helbling Beratung + Bauplanung,
Zurich, Switzerland

“Working together with the client to develop and realize a sustainable and innovative solution tailored to the requirements of the organization was a pure joy.”

With many years of experience in the area of innovative and future-oriented office fit-outs, the team from Helbling Beratung + Bauplanung was ideally equipped to provide responsAbility Investments AG with the best-possible support over three and a half years during the design and implementation of its visions for its new headquarters.



Overview

The new responsAbility Investments AG headquarters have been created directly on platform 18 of Zurich Main Station. Helbling Beratung + Bauplanung was commissioned as the client representative for the tenant fit-out. The project involved taking innovative steps in modern working methods into account while giving suitable consideration to high sustainability requirements.

Our Contribution

Client representation

- Representation and advising of the client in all construction questions
- Client representation in dealings with SBB, the building owner
- Development of the office concept approach
- Development of the project structure and project organization
- Compilation of the project requirements specification and project manual
- Determination of the planning and award procedures
- Procurement of all planners, including all required specialists
- Procurement of workflow analyses and change management
- Coordination of the planning team, specialists, interface monitoring, user groups, and user representatives
- Participation in construction meetings and on-site quality assurance

Results/Achievements

Development of an office concept based on the client’s visions that functions according to the activity-based working model and optimally supports the client’s organization in terms of strategy and working methodology.

V-ZUG AG – PLM platform for the future

For many years now, Helbling PLM Solutions has cooperated with V-ZUG, the leader for household appliances on the Swiss market, during developments in the PLM area. Together, they established the comprehensive PLM platform as a backbone for engineering.



Michael List, Dipl.-Ing. ETH, Senior
PLM Consultant, Senior Vice President,
Helbling PLM Solutions, Zurich, Switzerland

“The success of PLM at V-ZUG is down to the realization of ideas together and continual expansion of the development platform.”

Overview

V-ZUG develops and manufactures in Switzerland. In order to ensure the continued provision of innovation and quality and to keep costs under control, despite rising levels of complexity, V-ZUG places its trust in digitization from the development phase to production. The successful upgrade of the comprehensive PLM platform means that the company is ready to face future developments and challenges.

Our Contribution

Helbling PLM Solutions has acted as a consultant for V-ZUG over many years of cooperation, addressing conceptual and methodological issues relating to PLM and the PLM platform – from development to manufacture and the integration of third-party systems. Products from Dassault Systèmes have been employed for more than 25 years. Platform processes are continually inspected in this regard with, for example, adaptations being made to new options during functional upgrades. This ensures the successful continuous development of the PLM platform. One major task last year was an upgrade of the platform through six releases that was successfully realized in a single operation. The PLM team receives support in this respect when it comes to operational questions.

Results/Achievements

The result is an established PLM system throughout the development process, from requirements and variant management to design, BOMs, documentation, and CAM. More than 400 users are working on the 3DEXPERIENCE® platform.

Consisting of customer line managers with access to appropriate resources and Helbling PLM specialists, the project team is a significant success factor for projects. Consultants, project managers, application developers, and hotline technicians are all employed by Helbling PLM Solutions. This close collaboration is born of trust and evident at all levels from management through project managers to users. It provides an important basis for successfully mastering challenges.



Helbling Technik – Innovation, together we do it

We are independent partners for R&D services, supporting our clients in close cooperation to achieve a competitive advantage and added business value through strategic innovation. This support ranges from the initial idea and verification of the technology to the marketable product.

Sectors & services

- Home, office & catering appliances
- Production machinery & automation systems
- Industrial equipment & tools
- Medical technology
- Diagnostic & laboratory systems
- Mechatronics & robotics
- Optic systems & microtechnologies
- Software engineering & information technologies
- Modeling, calculation & simulation
- Transport & mobility
- Energy & intelligent infrastructure
- Plant planning & production optimization
- Ideation
- Embedded software & electronics
- Industrial design & usability

Tasks

- Brainstorming
- Advance development (technology & feasibility studies)
- Technology development (finding solutions, modeling & simulation, proof of concept)
- Product development (concept, proof of efficacy & proof of safety, serviceability, design, prototypes)
- Experimental examination, testing & proof of performance
- Design transfer (industrialization, manufacturing documents, support of procurement, installation & commissioning, deployment)
- Design verification
- Project & risk management

The demand for innovation continues unabated around the world. Technological progress, internationalization and interconnection of markets, regulatory obligations, cost pressure and expectations with regard to sustainability are placing ever more demands on successful products. In these circumstances, our clients need to be able to continue operating reliably and realize their technological and product innovation projects in collaboration with operational R&D development service providers, particularly during the Covid-19 crisis. We are well prepared to meet this challenge with our business model and a wealth of experience in building and maintaining successful partnerships, including at a geographic distance. At seven locations in Switzerland, Germany, the USA, and China, 42 specialized, business-driven development teams work together in a service partnership with a professional design and laboratory infrastructure. Even during lockdown, we realized interdisciplinary projects without interruption, from the initial idea right through to series production.

We are deeply motivated by the idea of successful products, satisfied clients, and employees who enjoy their work. In this regard, we attach equal importance to innovative strength, implementation competence, reliability, and discretion. We carefully combine our proven development and project management methods in a careful, measured fashion with agile approaches to meet increasing demands for flexibility. Simultaneously, we ensure high performance and adherence to deadlines and costs.



Helbling Business Advisors – Your experts for corporate finance, strategy, operations, and digitalization

We advise companies on matters of strategic and operational importance and on effective ways of future-proofing their businesses. On the basis of our comprehensive consulting expertise, we develop solution concepts that improve the competitiveness and profitability of our clients on a sustainable level.

Strategy

- Growth strategy
- Sales strategy & offensive
- Market & customer insight

Operational Excellence

- Supply chain management
- Production planning & optimization
- Product Lifecycle Management

Digital Transformation

- Target operating model
- Digitization of main processes
- SAP S4/HANA transformation
- IT management & solutions

Corporate Finance/ Business Transformation

- Turnaround concepts & implementation
- Restructuring reports (IDW S6)
- Liquidity planning & management
- Business planning & Financial modeling

Mergers & Acquisitions/ Financial Advisory

- Acquisition & sale of companies
- Succession planning & solutions
- Management buy-outs & buy-ins
- Due diligence, assessment & capital procurement

Strategy, Operational Excellence, Digital Transformation

Through our services reviewing and redesigning company strategies and organizational structures, we help our clients achieve differentiated competitive positions and generate profitable growth. In addition to achieving rigorous cost and process optimization, our services in the field of operational excellence primarily boost effectiveness and efficiency along the entire value chain. Our focus during a digital transformation is always on the benefit for the client. We support our clients during development and shaping of the digital strategy, the business model, and the digital target operating model. During this, we place enormous importance on the development and implementation of feasible and measurable value-adding solutions.

Corporate Finance, Business Transformation, M&A, Financial Advisory

We develop effective strategic realignment and future-proofing concepts, and assist our clients in consistently implementing the corresponding measures or introducing new business and management models. Our M&A experts boast a winning combination of transaction experience, industry expertise, and creativity, which in turn enables them to achieve true execution excellence. As a partner of Corporate Finance International, we also perform global transactions and have access to investors around the world.



Helbling Beratung + Bauplanung – Your partner for real estate, industrial, and infrastructure projects

We lead complex real estate, industrial, and infrastructure projects to success. Energy-related services round off our portfolio. Our almost 50 employees stand for interdisciplinarity, objectivity, and the creation of client benefits.

Services

- Energy concepts for clients from the real estate & industry sectors
- Building services engineering, general planning, BIM coordination for real estate & industrial clients
- Development of new services for manufacturing companies in the food & consumer goods industry
- Project definition, master plan/feasibility study, market and location analysis, architectural competition and study contract, evaluation and transaction for real estate & industrial clients
- Project management for construction project owners, representation of construction project owners, user and operator representation for clients from the real estate, industrial & infrastructure sectors
- Client consulting and support, BIM consulting, studies, compiling expert reports and guidelines in an executive capacity for real estate & infrastructure clients
- Status analysis/technical due diligence for real estate & industrial clients

Our world is the project business in the sphere of buildings and facilities owned by public and private owners from a vast range of sectors. With our experience and expertise, we are able to transform complex tasks into sustainable solutions in a high-quality, specific, and competent manner. The broad experience background of our employees builds the basis for our services, which we provide close to the decision makers – both in advising and representing clients and in comprehensive planning and consulting in the field of energy and building services engineering. We also provide our clients with competent support in the development of sites and locations.

Helbling Beratung + Bauplanung acts as an independent company. This ensures that our clients enjoy objectivity, an unrestricted focus on their needs and thus freedom of action. We provide our services to our clients in a spirit of partnership. This enables us to focus fully on their respective buildings and plant facilities, and to then achieve convincing results with signature characteristics.

Helbling PLM Solutions – Your partner for the digital innovations process

IT solutions for innovation and interdepartmental collaboration within companies: We offer our clients consulting competence, implementation expertise, and integration services, drawing on the broad and in-depth knowledge of our employees.

PLM Consulting

- Project management
- Coaching
- Expert reports, audits & analyses
- Organizational consulting
- Process optimization
- Methods/solution concepts
- IT architecture/infrastructure

PLM Solutions

Product-based concept development and implementation:

- 3DEXPERIENCE® platform (on-site / in-cloud)
- CATIA
- ENOVIA
- SIMULIA
- DELMIA
- SmarTeam

PLM Service

- Training seminars
- Support (on-site & via hotline)
- Company-specific additional development work
- CAM post-processors
- Outsourcing of system management

Product Lifecycle Management

We are a leading provider of product lifecycle management services and software solutions. We seek to facilitate collaboration that is interdisciplinary, cross-location, efficient and clear, from the product development phase through to production. The demands of digitalization, IoT, and Industry 4.0 remain high. Over the past fiscal year, our specialists successfully designed, configured, and commissioned corresponding solutions for numerous well-known customers.

A large proportion of these projects was based on the pioneering 3DEXPERIENCE® platform developed by our partner Dassault Systèmes – a system in whose implementation we played a leading role. Our clients include companies from the high-tech, aerospace, vehicle construction, and mobility industries, as well as from mechanical engineering, plant engineering, and construction sectors. With many of them we maintain long-term partnerships. The cooperation is characterized by personal care and close working relations. In addition to consulting, sales, and solution adaptations, this includes above all ongoing support in operations.

Global Spectrum of Experience

Our Locations



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Helbling Group

Valuable through Innovation