

# Think global, act local

*i+o Industry Planning + Organization, an independent consulting and planning company, is a master of the supply chain*

With innovative ideas and German efficiency, the consultants of *i+o Industry Planning + Organization* made their mark in Europe, Asia and the Middle East. Now the supply chain optimizers from the Lehigh Valley also intend to conquer the US market.

Just a few days ago, Paul Le Febvre, Director Business Development, had a meeting with a large US-industrial laundry company seeking to replace its obsolete infrastructure with a more efficient solution. "The customer was surprised that we had already implemented similar facilities with a volume of over 140 Metric Tons (308,647 pounds!) of laundry per day in other markets, and, therefore, are able to provide pertinent experience," recalls Le Febvre. Specializing in selected, technologically sophisticated industries such as Automotive, Catering / Healthcare, as well as Food and

around the world. Over and over again, these are benchmark setting projects: From the development of the first high bay warehouse in the 1960s up to the planning and implementation of the world's largest airport catering facility in Dubai in 2007. *i+o* continues to raise the bar by winning the 2008 ISPE (International Society for Pharmaceutical Engineering) Facility of the Year Award for Pfizer in Illertissen, Germany. *i+o's* service spectrum: "We are engaged when the task is about the optimization of IT-based processes, the reorganization or adaption of conveyor and production facilities, or the implementation of complete facilities - from site analysis to concept planning, including requests for proposals, start-up and commissioning," outlines Marco Lederte, Director of Consulting. In doing so, the experts of the German company with offices in Heidelberg, Berlin, Duesseldorf, Dubai, Shanghai, Singapore, and Lehigh Valley / USA,



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From left: Hermann F. Viseher, Diemar Berger, Thomas Kilianmann, Martin Rhein, Harald J. Geitz

dorf, Dubai, Shanghai, Singapore and the Lehigh Valley work as a strong international network - while providing the customer the benefits of personal connection and support in the respective domestic market.

With their successful commitment in Asia, the Heidelberg-based experts have already demonstrated that this concept brings results. In 1996 *i+o* expanded to Singapore to support European customers entering the market in the region. Today, domestic companies in Southeast Asia also rely on *i+o's* engineering knowhow. *i+o* anticipates a similar development for the US office. Since opening the branch office in 2006, a number of sophisticated projects for US companies have been implemented. This includes, for example, the concept planning for a highly sterile production line for infusions solutions of a pharmaceutical manufacturer, several site strategies for

companies expanding to the NAFTA zone, as well as the expansion of production for a beverage producer in Ohio.

"Naturally, we also want to continue our growth in the domestic US market, and provide local companies with our knowledge and our experience," says Le Febvre, describing the goals of *i+o* for the USA. He also recognizes potential for US-companies with interests in China, India, South-East Asia and the Middle East. Thanks to *i+o's* international presence *i+o* was able to pave the way for US companies into the Asian markets. **ENR**



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ABOUT THE COMPANY

**i+o Industry Planning + Organization** is an independent consulting and planning firm with headquarters in Heidelberg, and offices in Berlin, Duesseldorf, Dubai, Shanghai, Singapore, and Lehigh Valley / USA. Since its founding in 1958, *i+o* has successfully implemented more than 5,000 projects all over the world. The main business focus is in production facilities, logistics centers, and integrated information systems in Europe, the Middle East, USA, and Far-East Asia.