
buckstay
Partner for important projects

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Buckstay – partner for important projects

Your project management consultancy

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Buckstay – partner for important projects

Who is buckstay ?

- Buckstay is an owner-operated project management consultancy
- We have been supporting and advising our clients on large-scale industrial projects since 2011
- We cover all project management fields with our engineers, business economists and lawyers
- These services are complemented by our personnel consultancy Buckstay Experts, which specializes in filling project management vacancies

What is a “ buckstay ” ?

- A “buckstay” is a girder that stabilizes the boiler of a large steam generator against variations in pressure
- The company name relates to our project background in the power plant business and reflects on how we see ourselves – as safeguards for decision-makers and companies when the pressure in projects rises

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Buckstay at a glance

Buckstay is an owner-operated group of companies that provides know-how and personnel for the management of complex industrial projects.

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Buckstay at a glance (1/2)

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Expert knowledge and experienced consultants for demanding industrial projects

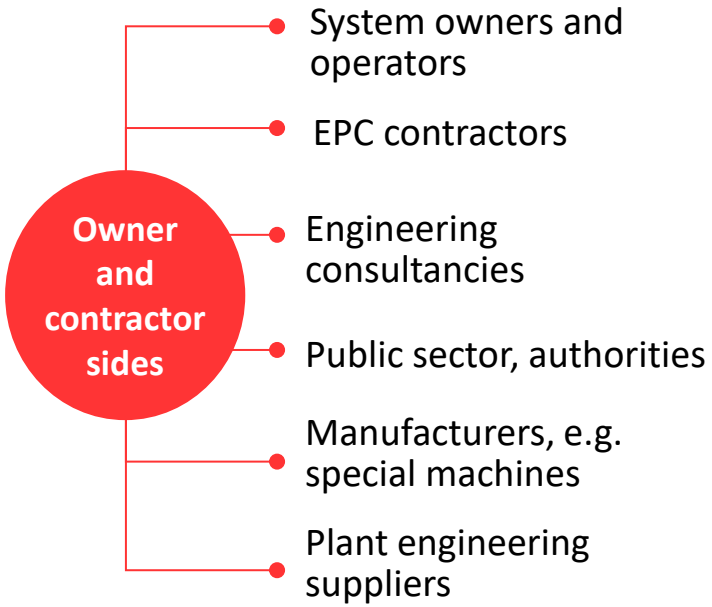
Core services

- Project and risk management
- Contract and claims management
- Management consulting
- Expert solutions

Industries

- Energy
- Process industry
- Manufacturing industry
- Transport

Client groups



250+
Consulting projects in plant engineering

20+
International country assignments

30%
Strategy, performance, infrastructure

70%
Operational project management

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Buckstay at a glance (2/2)

Employees / Consultants

70+

- Engineers
- Business economists
- Lawyers

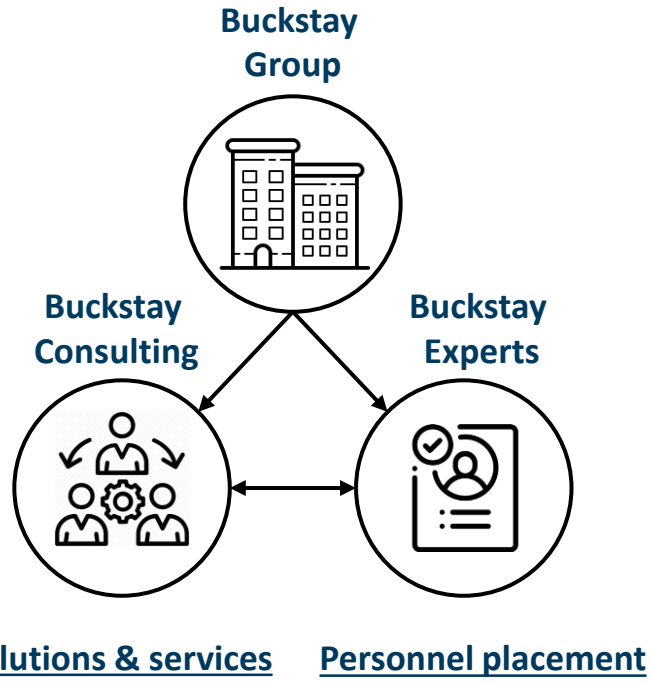
150+

Preferred partners und cooperation partners*

1500+

Pool of highly qualified external experts

Group structure



Office locations / Site offices



* Cooperation with proven freelancers (“preferred partners”) as well as selected engineering consultancies, IT consultancies and law firms

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Our services in detail

From project and risk management to contract and claims management we cover every area of relevance to you and your project so that major problems ideally do not crop up and potential risks are recognized early.

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Our services in detail



Project and risk management

- Managing projects or sub-projects
- Project infrastructure and PMO services
- Project controls (cost, schedule, performance)
- Project procurement management
- Risk management systems
- Permitting management
- Document management



Management consulting

- Independent project reviews
- Crisis management, task force assignments
- Project organization, reporting
- Processes, templates
- Selection of IT tools



Contract and claims management

- Contract infrastructure
- Contract management
- Change order management
- Claims management and dispute resolution
- Preparation of legal proceedings
- Land acquisition



Expert solutions

- Permanent placement
- Freelancer management

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Our clients

Our clients include more than 15 large-scale national and international corporations, over 50 well-known industrial companies in our core segments, as well as organizations of independent experts and public authorities.

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Selected clients



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Project examples

Buckstay has been providing support for numerous large-scale national and international projects in the energy, process industry, transport, plant and special engineering sectors since 2011.

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Project examples (1/6)

Wind energy (offshore and onshore)

- Project management, PMO implementation, risk management and contract management for the construction of grid connection systems in the North Sea
- Contract, claims and risk management on behalf of a wind turbine manufacturer
- Drafting and implementation of contracts, enforcement of own claims and tender support for a German offshore wind farm operator
- Project management services for several onshore wind farm projects in Germany



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Project examples (2/6)

Power plants

- Provision of support for several German fuel switch projects (conversion to gas firing) with project management services in cooperation with an engineering consultant: interface management, schedule and cost management, risk management, contract management and document management
- Project management for the construction of a steam generation plant for a refinery with a focus on project controls (cost, schedule, performance) and claims management
- Design and implementation of risk management systems for various international power plant projects



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Project examples (3/6)

Power grids

- Extensive project, risk, contract and claims management for an EPC contractor during the construction of several offshore grid connection systems in the North Sea
- Project and procurement management for two of Germany's main grid extension projects
- Conceptual consulting service for a German transmission system operator in drawing up tendering documents
- Project review (cold eyes review) of an electricity grid project on behalf of the operator; establishment of a PMO and execution of all essential PMO functions; execution of entire work packages in the areas of permitting management and land acquisition



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Project examples (4/6)

Process plants

- Development of an integrated project management set-up for the construction of a new process plant in Germany; core functions implemented: project and risk management, contract management, scheduling and cost controlling
- Conceptual consulting and introduction of risk reporting for new construction projects in the pharmaceutical sector in Germany
- Project review (cold eyes review) and contract design for an international pharmaceutical manufacturer from Switzerland; contractual and commercial support for a tender process



Project examples (5/6)

Metallurgy sector

- Establishment of project teams for project coordination, contract and claims management and scheduling for steel mill projects in Germany, Austria, Scandinavia and Benelux
- Operational contract and claims management for steel mill projects, including forensic handling of contentious issues and litigation support
- Development and implementation of a risk management system for a leading German manufacturer of steel mill components: systematic identification and evaluation of project risks, implementation of risk-related meetings and risk reporting



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Project examples (6/6)

Rail technology

- Comprehensive project, risk, contract and claims management services for German rail vehicle manufacturers
- Forensic contract and documentation analysis and enforcement of civil claims (amendments and downtime costs) with respect to a locomotive manufacturing contract in Germany
- Schedule planning and production monitoring for several international rail projects
- Consultancy work in contract management for purchasing and customer projects on behalf of door-system manufacturers



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Buckstay Group management board

Mechanical and plant engineering is part of our DNA.

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Buckstay Group management board



Jakob Winkelmann

A qualified lawyer and business economist, Jakob Winkelmann studied law in Heidelberg and financial economics in London. Before that, he trained as an industrial mechanic in machine and system engineering at Hamburg's **Blohm+Voss** shipyard. His first job after graduation was as a contract and claims manager at **Siemens** and then **Alstom**, where he gained a great deal of experience in the international rail and energy business. After that, he was appointed head of contract and claims management at Alstom Power in Stuttgart, where he was also an authorized signatory. In 2011, he founded the Buckstay Group, which he now manages as a managing partner together with Dr. Hans Berg.



Dr. Hans Berg

After studying mechanical engineering at ETH Zürich and completing his PhD in Hamburg and Duisburg, Dr. Hans Berg began his industry career in the marine engineering division of the **Rheinmetall Group**, first as a development engineer and then as a large-scale projects' manager in the submarine systems unit. This was followed by international management assignments in the industrial division of **Germanischer Lloyd** and his appointment to the group executive council of **TÜV Rheinland**. As head of the industrial service division, he was responsible for TÜV Rheinland's global industrial business in 45 countries. In 2018, he joined the Buckstay Group as a managing partner.

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