





# **FAIRCOM – YOUR PARTNER FOR SMART INDUSTRIAL PROCESSES.**

With over 50 years of combined intercultural project management expertise, Faircom builds on a combination of sound concepts and tailor-made solutions. Based on our experience from relevant national and international projects, we see ourselves as a partner and expert for the realization of your demanding projects.

## **RELEVANT EXPERIENCE.**

### **Focus on turnkey project management**

During the implementation of another turnkey project in Vietnam, the idea arose to focus on specializing in turnkey project management. The aim was to provide targeted support to companies in the planning and implementation of complex investment projects in plant and mechanical engineering and in the automotive sector.

### **Holistic project partner with foresight**

As a turnkey partner, Faircom takes on projects holistically – from start to finish – and always keeps an eye on the big picture. This allows potential disruptions to be identified early on and countermeasures to be taken in good time.

### **Challenges in technological transformation**

In today's fast-paced world, complexity and time pressure in project plans are constantly increasing – especially when implementing new technologies, there is often a lack of reliable empirical data.

### **Individual strategies and clear structures**

Key success factors include tailor-made, innovative strategies for overcoming unforeseen challenges and an effective structure that provides both guidance and the necessary flexibility in day-to-day project work.





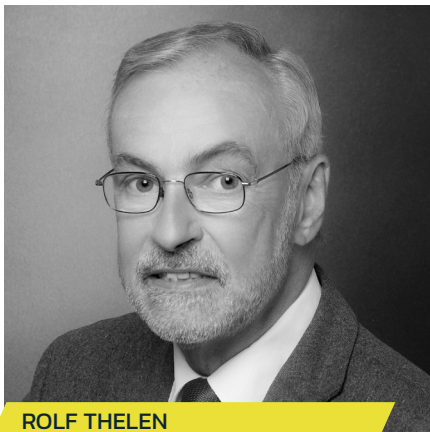
# TEAM OF SPECIALISTS.



**WALDEMAR GRAF**  
MANAGING DIRECTOR

- Project Manager with international experience (DE, CH, IN, RU, VN, CN)
- A variety of success stories within the scope of investment projects in the automotive, e-mobility and plant and mechanical engineering industries
- Lead in undertaking national and international turnkey projects
- Responsible for planning, project management and construction site management of different production and assembly lines worldwide
- Intercultural expertise in leadership and working with international project teams
- Communicative beyond hierarchical boundaries

Waldemar Graf is a mechanical engineer and project manager with international experience. After working in Russia, India, Vietnam, and China, he founded Faircom Industry Solutions GmbH in 2020. With his team, he supports companies in the implementation of complex industrial projects — with a focus on structure, efficiency, and e-mobility.



**ROLF THELEN**  
SENIOR CONSULTANT

- Planner and Project Manager with international experience (BY, DE, IN, RU, VN)
- A variety of success stories in production set-up and production relocation
- Responsible for planning and setting up different production and assembly lines
- Intercultural skills as a leader and in collaborations
- Experienced lead negotiator on an international level

Rolf Thelen, a graduate mechanical engineer, has held management positions at national and international companies. As an independent consultant, his pragmatic approach has established him as a specialist in complex project planning and site relocations – with an international reputation.

He met Waldemar Graf during a project in Russia. Their successful collaboration developed into a close partnership, which led to the joint management of Faircom Industry Solutions GmbH. Both bring many years of experience in the planning and implementation of demanding production projects worldwide to the table.



**TRI VU QUOC**  
ASIA MANAGER

- Manager with international experience (DE, KR, KH, QA, SE, VN)
- Various success stories in production and steel construction
- Substantial network in South East Asia
- Responsible for leading different projects worldwide
- Specialist in quality management
- Intercultural skills as a leader and in collaborations

Tri Vu Quoc, born in Hai Phong (Vietnam), began his career in quality assurance, took on international project responsibility at an early stage, and managed a production facility in Qatar. As an expert in logistics and supply chain management, he built up a strong network in Southeast Asia. In 2019, he met Waldemar Graf during a project in Vietnam – a successful collaboration that later led to a partnership at Faircom Industry Solutions GmbH.



# TEAM OF SPECIALISTS.



**ROBIN WILM**  
PROJECT MANAGER

- Specialist in industrialisation projects in the e-mobility sector
- Responsible for planning and setting up different production lines
- Expert in process improvement and stabilisation

Robin Wilm, a native of the Bad Kissingen district, began his career in industry as a technician with early responsibility for human resources. As a system administrator and process engineer, he was responsible for the planning and commissioning of production facilities and later rose to team leader in industrial engineering. He joined the Faircom team in 2024 and implements projects in Germany and abroad. In his spare time, he is a successful ultramarathon runner – covering distances of over 160 km and placing in the top ranks.



**DANIEL TRAUTWEIN**  
PROJECT MANAGER

- Specialist in industrialisation projects in the e-mobility and process technology sectors
- Extensive expertise in project planning and implementation
- Consulting expertise in production-related and technically complex problems

Daniel Trautwein, born in Kazakhstan and raised in Germany, is a mechanical engineer specializing in project management. At Faircom, he managed the commissioning of a battery production line, among other things, and then gained international experience as a project engineer in Switzerland, focusing on customer projects in Asia and the Middle East. In addition to his project work, he supports the management in corporate development and process standardization.



**YAO TIANSHUN**  
CO-CEO CHINA

- Experienced manager and control technician (DE, CN)
- Various success stories in the automotive sector
- Substantial network in China
- Software project manager acting on behalf of German clients in China
- Intercultural skills as a leader and in collaborations

Yao Tianshun, born in Hefei (China), is an expert in control engineering and has implemented numerous projects for German customers in China. After working in Germany for several years, he speaks fluent German and is familiar with the requirements of international project work. In 2022, he founded a company in Hefei together with Waldemar Graf and has since been responsible for customer communication and supply chain management in China as co-managing director.



# TEAM OF SPECIALISTS.



**THOMAS KARISCH**  
**PROJECT MANAGER (EXTERNAL PARTNER)**

- Highly capable planner for production and assembly lines
- Extensive expertise in production and production launches

Thomas Karisch brings many years of experience in planning engine production and assembly lines at Mercedes-Benz. Since 2006, he has been active as a service provider in mechanical engineering and the automotive sector – including in the field of e-mobility. Since 2021, he has been supporting Faircom as a reliable partner in project management, production planning, and launch management.





# MILESTONES IN OUR DEVELOPMENT

Faircom was founded based on the idea of assisting industrial enterprises with innovative solutions for production and IT processes. Today, we are key partners for companies aiming to digitise, secure and streamline their production processes.

## 2020

### Foundation of Faircom Industries

Faircom is established with its headquarters in Stuttgart.

## 2021

### Successful management of first projects in Switzerland

Project operations start successfully with assignments abroad.

## 2022

### Successful handling of a turnkey project in China

Faircom undertakes a complete turnkey project on the Chinese market.

### Local office set up in Chinese City of Hefei

A location is opened in Hefei to establish a regional presence and take care of international projects.

### Implementation of a further turnkey project in China

Another project is successfully completed in an international environment.

## 2023

### Successful handling of diverse turnkey projects in China and Switzerland

The project volume continues to grow with simultaneous operations in several countries.

## 2024

### Company headquarters moved to Munich

The headquarters is relocated to Munich for strategic reasons – closer to key industries and clients.

### Successful handling of diverse turnkey projects in Germany

Faircom becomes increasingly established on the German market with complex project implementations.

## 2025

### Various projects undertaken in Germany and Hungary

Projects are implemented in Eastern Europe for the first time – true internationalization.

### Team expanded to five employees

New members are added to the team to meet the growth in project volume.





# PROJECT MANAGEMENT – PLANNING RELIABILITY AND IMPLEMENTATION EXPERTISE WORLDWIDE.



The successful establishment of new production sites, the relocation of existing production lines, or the smooth start of series production require professional project management — precisely planned, flexibly controlled, and globally deployable. Faircom Industry Solutions GmbH stands for project management that combines technological complexity with methodological clarity. Our focus is on a holistic view of your initial situation, structured implementation, and transparent communication with all parties involved – from the specialist team to senior management.

Whether in Europe, Asia, or North America: We take responsibility for implementation according to plan and secure project results with effective structuring and stringent control.

## OUR RANGE OF SERVICES IN PROJECT MANAGEMENT.

A successful project begins with a precise definition of objectives – regardless of the project phase we enter. We focus on rapid familiarization, clear responsibilities, and active leadership of the project teams. Our services at a glance:

- Overall responsibility for the implementation of your projects
- Leadership of interdisciplinary project teams on-site and remotely
- Management reporting up to C-level
- Representation of your company to end customers
- Coordination of departments and stakeholders
- Supplier management including escalation handling
- Conducting and moderating meetings & workshops
- Project budget responsibility with real-time control
- Structuring complex project processes into clear stages



We focus on modular services that are individually tailored to your project needs. For particularly dynamic project environments — such as in e-mobility — we also offer short term personnel support from experienced freelancers and coaching for critical interface areas. We are happy to provide you with further information on request.



# CONSULTATION: STRATEGIC. OPERATIONAL. TARGET-ORIENTED.



Faircom Industry Solutions offers targeted, strategic and operational consultation for investment projects in the automotive, e-mobility, plant engineering and mechanical engineering sectors. Our consultancy services are practice-based and directly tied to the actual project implementation. We do not regard ourselves as conventional consultants, but as expert sparring partners who bring complexity into focus and simplify decision processes. We assist companies in managing their projects efficiently with vision – from the initial feasibility study and awarding of the project through to implementation and commissioning. Our goal: keep projects on track, identify risks at an early stage and actively use scope for action.

## OUR RANGE OF SERVICES.

- **Timely clarification of potential misunderstandings** when projects are awarded thanks to structured analyses and clear communication
- **Recommendation of efficient resource planning**, customised to the project's complexity
- **Risk transparency for management:** We break down complex matters to make them understandable and supply the executive board and senior management with bespoke reporting containing all relevant information on the risk status
- **Proactive recommended courses of action** to safeguard project goals and schedules



## OUR FOCUS: CLARITY, STRUCTURE, CAPACITY TO ACT.

We attach particular importance to transparency throughout the entire course of the project, especially for executive board and senior management levels. We simplify complex matters, making them understandable, and transform them into a clear action plan. In this way, our clients maintain control at all times and are able to make informed decisions quickly and with foresight.





# PROJECT PLANNING & STRUCTURING.



The basis for successful project execution is a precise, sophisticated planning phase, especially in the case of complex turnkey projects in the automotive industry and the plant and mechanical engineering sectors. With its clear methodology and technical expertise, Faircom Industry Solutions ensures that transparency is achieved right from the planning phase, preventing any misunderstandings.

We do not regard planning as a formal starting point; we see it more as a strategic juncture for quality, efficiency and on-time delivery throughout the entire course of the project.

## OUR RANGE OF SERVICES.

- Establishing a clear understanding of all project-relevant specifications – for the client and the teams involved
- Simplified, unambiguous delineation of client requirements to ensure a common understanding of the project
- Development of sophisticated, transparent scheduling to avoid any ambiguity
- Creation of customised check lists for systematic completion of critical work packages
- Detailed planning of acceptance-relevant tasks regarding aspects such as quality requirements and clients' inspection criteria



## OUR FOCUS: CREATING STRUCTURES, STANDARDISING PROCESSES.

We specifically prioritise simplifying complex matters and standardising recurrent core processes such as change management. In this way, we ensure that even extensive projects remain clearly structured and controllable. Thanks to extensive transparency, we enable our clients to take proactive, well-planned action, even in the event of last-minute modifications.





# TURNKEY-SOLUTIONS



Faircom Industry Solutions delivers turnkey solutions based on first-class planning and professional execution. Let us inform you about the details and successfully implemented projects in a face-to-face consultation.

## OUR RANGE OF SERVICES

### PREPARATION

- Neutral risk analysis and feasibility study
- Comprehensive consultation and strategic planning
- Professional interface management

### IMPLEMENTATION

- Deployment of customised project tools
- Use of clearly defined communication processes
- Active monitoring and reporting to control project progress

### SITE PREPARATION

- Provision of tools, equipment and operating resources
- Infrastructure measures and placement solutions
- Assistance with visa processes, familiarisation and translation
- Security architecture and surveillance measures

### INSTALLATION MANAGEMENT

- Experienced specialists: Engineers, mechanics, electrical engineers, programmers
- Coordination with authorities and local service providers
- Existing supply chain connection and material transfers
- Fluid management and import of required components

### CENTRAL INTERFACE FUNCTION

- Transparent project management with regular reporting
- Professional site and project management
- Proper installation and commissioning
- Efficient quality assurance

## **THE TURNKEY SOLUTION AS A STRATEGIC SUCCESS FACTOR.**

Relocating a production line abroad is a highly complex affair. Besides technical challenges, there are also statutory requirements, permit procedures, supplier chains, infrastructure, cultural differences and personnel management to contend with. These aspects require a strategic plan to minimise risks and maximise efficiency.

Building up know-how, networks and necessary structures within a short period of time poses an immense challenge. Many companies fail as they underestimate the complexity involved. Mistakes in the early planning phase may have severe financial consequences. That is why a well-conceived turnkey solution with an experienced partner is crucial for success.



## **SUCCESS FACTORS FOR A TURNKEY SOLUTION.**



Working together with an external partner brings new challenges. Crucial questions need to be addressed before the project commences: does the service provider have the necessary expertise, experience and networks? Are reference projects insightful? Can they be applied to the project at hand?

In Faircom, you have a partner at your service which meets all these requirements. Our work methods are not only professional and goal-oriented; they can also be flexibly adapted to your company culture and your project structure. Our commitment to reliability, transparency and efficiency also extends to project management and our service mindset.

Furthermore, our working relationship is based on mutual trust, an essential cornerstone, especially during critical project phases where fast, informed decisions are required. With Faircom, you can rely on a partner who is proactive, collaborative and dependable.





# INNO DEHUI AUTOMATION (HEFEI) CO., LTD.



## OUR RANGE OF SERVICES.

As Faircom's local implementation partner in China, Inno Dehuai Automation undertakes the turnkey execution of complex e-mobility projects for international clients. The range of services includes comprehensive project management – from planning to installation, reassembly, and commissioning (including automation) as well as on-site construction and project management.

If required, Inno Dehuai also assumes operational responsibility for production ramp-up – up to the final acceptance (SOP).

- **Planning & project control**
- **Site management**
- **Commissioning & automation**  
(including control engineering / programming)
- **Provision of skilled personnel**  
(mechanical / electrical)
- **Control engineers & PLC programmers**





## CASE 1

### DESCRIPTION

Faircom took over the re-commissioning of an existing camshaft production line in Russia – as a turnkey solution. The scope of services included project and site management, quality inspections, scheduling, supplier coordination, and production ramp-up. The client was the Mercedes-Benz Group, and the project was executed in Yaroslavl.

### INITIAL SITUATION

The line had previously been in operation in Stuttgart for ten years and was relocated to Russia for reuse. This was Mercedes-Benz's first industrial investment in Russia.

### PROJECT GOAL

The objective was the timely commissioning and ensuring of serial production for the OM646 engine in the Russian market.

### SPECIFIC CHALLENGES

Tight deadlines, working with a used system, and intercultural conditions required precise project management. Resource efficiency played a central role.

### RESULT

The commissioning was completed on time and successfully. All quality targets were met, and the line was transitioned into serial production.



## CASE 2

### DESCRIPTION

Faircom planned and executed the implementation of a crankshaft production process at an Indian supplier on behalf of the Mercedes-Benz Group. The project included a feasibility study, supplier selection, process integration, and international project management. Production was intended for the Yaroslavl (Russia) site.

### INITIAL SITUATION

As part of a global strategy, Mercedes-Benz was seeking a cost-efficient manufacturing partner. Faircom was commissioned to conduct a comprehensive feasibility analysis.

### PROJECT GOAL

The objective was the selection and integration of a supplier in India, as well as the timely and quality-compliant implementation of the entire process.

### SPECIFIC CHALLENGES

Technical and cultural coordination between India and Russia, combined with tight time and budget constraints, required precise coordination.

### RESULT

The production process was successfully implemented, completed within the set deadlines, and seamlessly integrated into the supply chain.



## CASE 3

### DESCRIPTION

Faircom, acting as the general contractor, executed the turnkey implementation of a crankshaft production line in Vietnam for Vinfast on behalf of the FFG Group. The scope of services ranged from planning and supplier management to logistics, commissioning, and production ramp-up.

### INITIAL SITUATION

Project planning started almost from scratch, with an extremely tight timeframe. Faircom was commissioned to take over all project phases in full.

### PROJECT GOAL

The objective was the timely implementation of the entire production line, including quality assurance and a successful production start.

### SPECIFIC CHALLENGES

The timeline was about one-third shorter than for comparable projects. Up to ten suppliers had to be coordinated precisely.

### RESULT

The line was commissioned on schedule, all quality requirements were met, and the series production ramp-up was successfully completed.



## CASE 4

### DESCRIPTION

On behalf of Strama-MPS GmbH, Faircom executed the turnkey commissioning of an HV battery cell coating line in Ningde (China) – under challenging conditions during the COVID-19 pandemic. Project and site management, supplier coordination, and production ramp-up were fully under Faircom's responsibility.

### INITIAL SITUATION

The system had already been installed on-site, but the project was severely delayed and in escalation due to the pandemic. There was a risk of the planned production start failing.

### PROJECT GOAL

The objective was to recover lost time, prevent production downtime, and bring the line into stable operation.

### SPECIFIC CHALLENGES

Travel bans prevented the deployment of German personnel; the team consisted almost entirely of Chinese staff. Extremely high workloads and tight timeframes characterized the project.

### RESULT

The line was successfully commissioned, delays were recovered, and quality was ensured. Handover to the operator took place on schedule.





## CASE 5

### DESCRIPTION

Faircom, acting as the general contractor, executed the complete implementation of an HV cell coating line in Shenyang (China) on behalf of Strama-MPS GmbH. Services included project planning, commissioning, quality inspections, supplier management, and production ramp-up – including on-site control.

### INITIAL SITUATION

At the start, the line was still under construction in Germany. The project structure for the international rollout to China had to be completely established from scratch.

### PROJECT GOAL

Complete planning and execution as a general contractor, including on-time commissioning, compliance with all quality requirements, and a smooth production start.

### SPECIFIC CHALLENGES

COVID-19 travel restrictions hindered the deployment of German personnel. Additionally, Faircom was responsible for systematically transferring lessons learned from previous projects.

### RESULT

The project was successfully completed, the line was commissioned on schedule, all objectives were achieved, and it was handed over to the operator within budget.



## CASE 6

### DESCRIPTION

Faircom executed the turnkey implementation and commissioning of an HV battery module line in Shenyang (China) on behalf of Strama-MPS GmbH. Despite pandemic-related restrictions, the focus was on schedule, quality, and production assurance.

### INITIAL SITUATION

The line had already been installed, but the project was significantly behind schedule. Due to the COVID-19 situation, no German specialists could be deployed on-site.

### PROJECT GOAL

The objective was the on-time commissioning of the line, achieving all quality requirements, and ensuring a stable production ramp-up.

### SPECIFIC CHALLENGES

The pandemic significantly complicated personnel planning and communication. The backlog in the project schedule required intensive management and high flexibility.

### RESULT

The commissioning was successfully completed, all quality targets were achieved, and the production start proceeded as planned. Handover to the operator took place without any restrictions.



## CASE 7

### DESCRIPTION

On behalf of GROB-Werke GmbH, Faircom executed the complete commissioning of a turnkey stator production line in Schweinfurt. Services included project and site management, quality inspections, supplier coordination, and production ramp-up.

### INITIAL SITUATION

The line was already partially operational, but at the time Faircom took over the project, it was in an escalation phase with delays.

### PROJECT GOAL

The objective was the on-time completion of commissioning, achieving all quality standards, and ensuring a stable production start.

### SPECIFIC CHALLENGES

International interfaces, incomplete preliminary work, and the critical project status required rapid stabilization and targeted management.

### RESULT

The commissioning was successfully completed, all requirements were met, and the line was handed over to the operator as planned.



## CASE 8

### DESCRIPTION

On behalf of GROB-Werke GmbH, Faircom executed the complete commissioning of a stator production line for three different product types – from assembly in Mindelheim to series release at the Schweinfurt site. Project, site, and supplier management, as well as production ramp-up, were under Faircom's responsibility.

### INITIAL SITUATION

The line was already partially operational, but at the time Faircom took over the project, it was in an escalation phase with delays.

### PROJECT GOAL

The objective was the on-time commissioning and qualification of all three stator types, as well as a smooth production ramp-up as the general contractor.

### SPECIFIC CHALLENGES

The tight schedule for the plug-in hybrid stator in particular required highly efficient planning to minimize risks related to timing, quality, and series production start.


### RESULT

The commissioning was successful, all stator types were qualified on schedule and transitioned into series production. Inspections and handover took place as planned.

# FAIR COM

A woman with curly hair and a man with glasses are looking at a tablet in a modern office setting. The background is a blurred office environment with blue lighting and yellow sticky notes on a wall.

***READY TO TRANSFORM  
YOUR COMPANY?***



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