

Cast-Tec Fertigungstechnik (product engineering) and OrgaTech

Successful startup after insolvency

After the initiative of eleven former employees of an insolvent company from the sector of plant engineering and construction in November 2002 the company „Cast-Tec Fertigungstechnik & Service GmbH & Co. KG“ was founded on the premises of the Rethmann Group. The objective of the young company was to convert the existing know-how in the domain of aluminium processing into high-quality products for casting implements. Besides the delivery of top-quality products for casting implements and pressing plants Cast-Tec offers spare parts provision and maintenance and repair services to its customers.

The Management Consultancy OrgaTech GmbH, based in Lünen, checked in a feasibility study whether the objective of the staff initiative of founding a new company at the company location of the insolvent “Lüko Maschinen– und Anlagenbau” was realisable and which preconditions had to be fulfilled. The results of this complex study were listed in a business concept with the following thematic focus:

- business objectives,
- market and competition,
- chances and risks,
- sales concept for marketing and distribution,
- operational analyses and plannings.

On the basis of this concept Cast-Tec found a bank that attended to the young company. The management consultancy OrgaTech GmbH supported Cast-Tec in the preparation and in the accomplishment of the meetings with the bank.

After the successful foundation of the new company called Cast-Tec Fertigungstechnik & Service GmbH & Co. KG in 2002, OrgaTech accompanied the foundation phase even during the following year. The main emphasis of this so called support consultancy was placed on the following domains:

- marketing/sales,
- generation of instruments for control and planning,
- consultation service in matters of business and organisation,
- realisation of the business plan (comparison of target and actual business).

After the company had performed its business activities for one year another consultancy for consolidation was offered by OrgaTech. In the course of this support various analyses of the company situation were made and a new list of measures with recommendations for the further way of proceeding was dressed up.

The young company had the possibility to acquire funds that allowed accessing the consultancy service during the foundation phase and during the subsequent consultancy activities for consolidation and support.

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