

A X I S

PROJECT MANAGEMENT & CONSULTING CO. LTD.

Date: 25 October 13

## CONTENT

<b>1.</b>	<b>INTRODUCTION</b>	.....	2
	公司简介		
<b>2.</b>	<b>SERVICE SCOPE</b>	.....	4
	业务范畴		
	2.1 Our Leadership	.....	4
	公司创始人		
	2.2 Our Services	.....	5
	公司业务		
	2.3 Team structure for Project Management	.....	7
	工程管理团队结构		
	2.4 Progress for Project Management	.....	7
	工程管理流程简介		
<b>3.</b>	<b>REFERENCES</b>	.....	9
	工程案例		
	3.1 Reference ERDRICH	.....	9
	埃德里希金属成型技术		
	3.2 Reference HELLER	.....	10
	恒轮机床		
	3.3 Reference DORNIER	.....	12
	多尼尔机械		
	3.4 Reference KARL MAYER	.....	13
	卡尔迈耶纺织机械		
	3.5 Reference HOERBIGER	.....	14
	贺尔碧格传动技术		
	3.6 Reference OTHERS	.....	15
	其他		

## 1. INTRODUCTION

### 公司简介

#### About us

##### 关于我们

AXIS Project Management & Consulting Co. Ltd., (registered in Changzhou, Jiangsu province, PR China) has been devoting himself to provide his clients with professional solutions for **architecture, workplace strategy, building- and project management** since 2006 and has become a trustworthy partner of many foreign companies. Our competence lies in **process control in all project phases**; starting from feasibility study, planning, covering tendering and contracting, site management, until commissioning, defect rectification and final hand over.

迅石工程项目管理与咨询有限公司(注册于中国江苏省常州市)自 2006 年成立以来,一直致力于为客户在建筑、办公环境策略以及项目工程管理方面提供专业的解决方案,成为众多欧美企业信任的合作伙伴。我们的核心业务在于管理和控制各个项目阶段,从可行性研究、设计,到招投标、现场管理至试运行整改以及最终验收。

Our team (currently 15 members) consists of specialists with professional qualifications in different fields, all of whom master one or more foreign language skills in writing and speaking, which provides the best pre-conditions for the efficient and smooth communication. The intercultural background, the familiarity with foreign design standards, the know-how of technical implementation in Asia as well as the long-year experiences with local authorities and contractors, make it possible for AXIS to support their clients with tailored and high-quality services in Chinese market.

我们的队伍目前有 15 名成员,在拥有专业技能的同时,都具备一门以上、扎实的外语读写能力,为高效流畅的交流提供了先决条件。拥有全球性的文化背景、熟知国外设计标准、深谙亚洲市场的技术实施、具备长年和政府部门合作的经验,使迅石公司能够为客户在中国市场提供量身定制的高质量的服务。

#### Our client

##### 我们的客户

We closely collaborate with our clients to facilitate transitions and create high quality workshop and administration buildings to improve **work environment and atmosphere**, increase **productivity and business performance**.

This strategic collaboration with our clients allows us to identify their core objectives, address their most critical challenges and deliver solutions that support the expansion and transformation of their businesses.

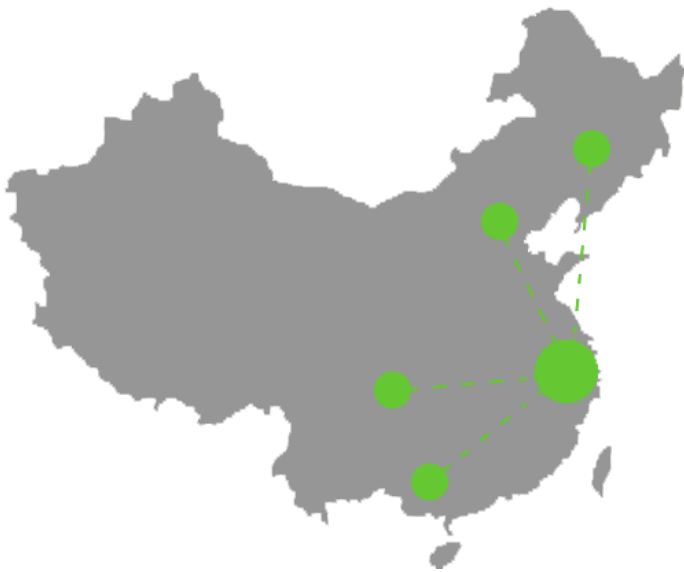
我们与客户密切合作,帮助客户过渡并且建造高质的车间及办公楼,来提高工作环境和氛围,增加产值和业绩。

与客户的战略合作关系让我们能了解客户的核心目标,能够应对最关键的挑战,能够提出解决方案,从而支持客户的商业扩张和企业转型。

Our service areas start from **Yangtze delta**, one of the most developed economic districts in China, which provides our client from Europe with excellent infrastructure, qualified staff and moderate manpower costs. In the recent years our broader keeps expanding to **north, west and middle of China**, with an increasing clientele from both **Europe and China**.

我们的服务领域始于长三角，长三角是中国经济最发达的区域之一，能够为我们来自欧洲的客户 提供极好的基础设施、合格的员工和适当的人力成本。近几年来我们的范围已扩大到中国的北部、西部和中部地区。我们来自欧洲和中国的客户也在不断增长。

We help you growing sustainably in Asia!  
我们帮助您在亚洲可持续性壮大发展！



**KARL MAYER**

**HELLER**

**DORNIER**

**HOERBIGER**

**MENNEKES®**  
Plugs for the world

**auma®**



SCHAEFFLER GRUPPE

**ERDRICH**  
UMFORMTECHNIK

## 2. SERVICE SCOPE 业务范围

### 2.1 Our Leadership 我们的领导团队



**Lei SUN / Dipl. –Ing. architect**  
孙雷 / 工学硕士，建筑师  
**Managing Director / Senior Project Manager**  
总经理 / 资深项目经理

As a member of Bavarian architect association (graduated with awards from University Stuttgart and Tongji University in Shanghai) and experienced project manager, Mr. SUN is familiar with foreign standards and the Chinese market.

Beside the focus on business development, he owns great skills in fields of contracting, site management and claim management. Furthermore he has a valuable network for dealing with authority issues.

作为德国注册建筑师（毕业于德国斯图加特大学及上海同济大学）以及拥有多年经验的项目经理，孙雷先生熟谙欧美标准及中国市场。

在侧重于企业拓展的同时，他在招投标，现场管理及造价控制方面具备极佳的业务能力和经验。此外他还拥有处理政府手续的工作关系网。



**Chan XU / Dipl. –Ing. architect**  
许婵 / 工学硕士，建筑师  
**Associate Director / Senior Strategist**  
总监 / 资深策略顾问

Based on her architectural study (graduated with awards from University Stuttgart and Tongji University in Shanghai), Ms. XU owns long-year experiences in fields of workplace and real estate strategy, through which she became the appreciated consulting partner of many mid-size companies.

以建筑学设计为基础，许婵女士（毕业于德国斯图加特大学及上海同济大学）在办公室环境设计及物业房地产策略方面拥有多年实践经验，成为众多中小型企业信任的咨询伙伴。

*„Based on my understanding for your business vision, your organizational demands and the changing nature of working environment, I am delivering a workplace strategy, which helps you reaching higher business performance, more flexibility, greater employee’s satisfaction and sustainability.“*

*“建立在对企业蓝图精辟的理解，对企业部门组织要求的认识和对不断改变的办公环境的基础上，我们的办公环境策略设计帮助客户提高经营业绩，提供更大的灵活性，增加员工的满意度，达到公司可持续性发展。”*

## 2.2 Our Services 我们的业务

The following diagram illustrates our structure with four service areas:  
以下结构图说明了主要的四个业务领域：



### Strategy Consultancy 战略咨询

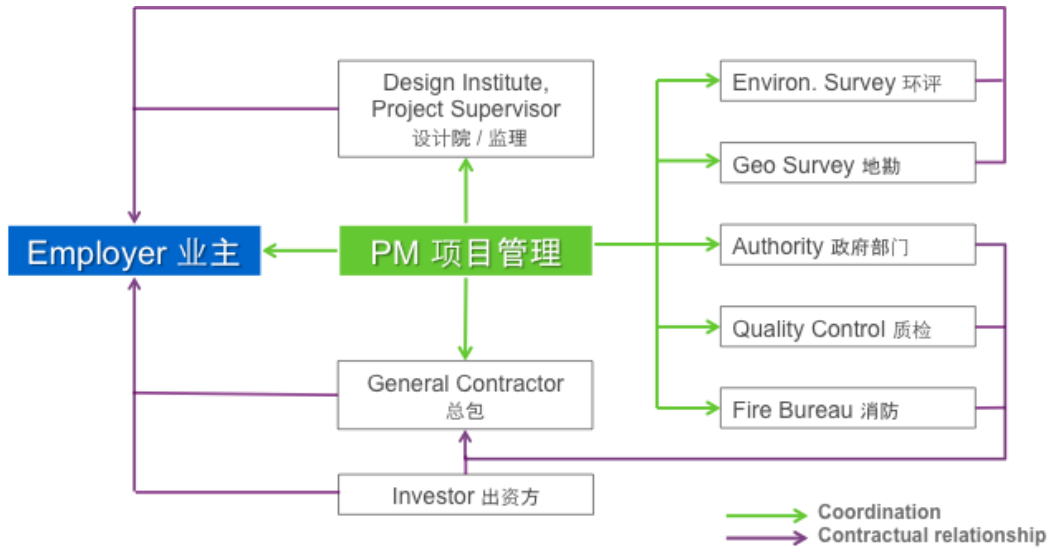
Due to the fast development in China our clients are faced with the conflict between the expanded organizational demand and the limited space as well as the rising real estate price. To make efficient and substantial use of the existing or new facility and to reach higher business performance and employee's satisfaction, we provide our client with investment analysis and strategy consultancy in developing, adapting and realizing a flexible workplace concept with consideration of local needs.  
由于中国的快速发展，我们的客户面临着企业扩大与空间限制和土地涨价之间的矛盾。为了让客户高效运用现有或新增的资源，达到更高的经营业绩、获得更高的员工满意度，我们提供投资分析及战略咨询，在兼顾当地需求的同时，研发、调整和实现灵活的办公环境概念。

### Project Management 项目管理

As our key business we are experienced in preparation, negotiation, quality and time control as well as cost and claim management. With the carefully prepared contract documents and skilled real time control we are able to handle with difficult projects under time pressure to achieve high quality within the agreed time schedule and the budget.  
作为公司的核心业务，我们在项目准备、协商谈判、质量监控、进度调控以及成本控制和索赔管理等方面具有丰富的经验。精心准备的合同文件和控制实时进度的能力使我们即使面对时间紧迫的高难度项目，也能够在规定时间内和预算内完成高质量的工程。

The following diagram illustrates the project organizational chart for the management of a construction project. The project manager stands as the single point of contract available for the employer, coordinating all the parties involved in the project.

以下结构图是建筑项目的组织管理图。代表业主的项目经理作为合同中唯一的汇总点，协调项目的各方。



## Facility Management

### 设备管理

Facility management is an interdisciplinary field devoted to the coordination of space, infrastructure, people and organization. A high standard factory needs the high standard facility management in operation, to add more value to the core business of the client organization. For our clients we offer our professional services in maintaining building related equipment, managing repair and rectification works, organizing modification and installation and updating as-built documents.

设备管理是一个跨学科领域，是空间、配套设施、人员和企业组织之间的协调。一个高标准的厂房需要高标准的设备管理来为客户的核心业务增值。我们为客户提供专业的维保服务，包括维护厂房设备、管理维修和整改、组织改造和安装、以及更新竣工资料等。

## Design Consultancy

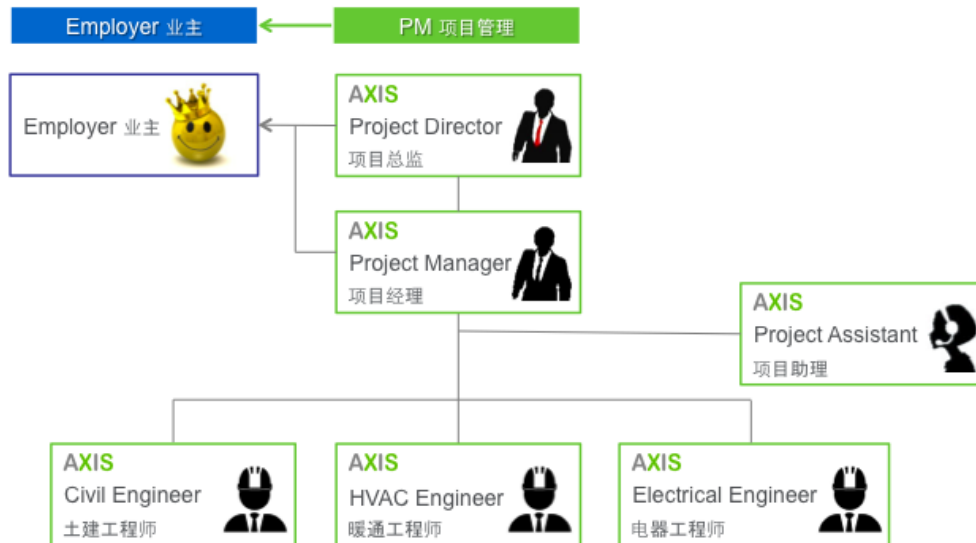
### 设计咨询

Our design consultancy is divided into corporate identity design and design management. We believe in the future-orientated concept and are devoting ourselves to driving innovation, aspiring technology and adapting local identity to design. We use our professional understanding for function and space as well as the appropriate usage of different materials for „look & feel“, to best translate the corporate identity into space design and strengthen the employee's sense of belonging.

我们的设计咨询分为企业文化设计和设计管理两大类。我们坚信超前的设计理念，致力于推动改革创新、推广新技术和本土元素在设计中的体现。我们运用对功能和空间的理解，对材料的感官和触觉的把握，将企业文化最大程度体现在空间设计中，增强员工的归属感。

## 2.3 Team structure for Project Management 工程管理结构

The following diagram illustrates a typical team structure for the management of a construction project:  
以下是工程项目管理的典型的团队结构图：



## 2.4 Progress for Project Management 工程管理流程简介

### Preliminary Phase 初期阶段

Right after receiving the request for proposal, we will set up an adequate team tailored to the type of the project and demands of the client. A project manager will lead the team and take the overall responsibility. His early involvement begins with defining the project time line, making the resource planning, preparing the org charts, being aware of the budget and supporting the managing director by attending the clarification and negotiation with the client.

我们会在收到要求后，根据项目的类型和客户的需求立即组建项目团队。项目经理将会带领团队并对项目负责。项目经理从项目初期开始参与，规定项目进度、制定资源计划、准备组织机构图、明确项目预算、并且通过参加与客户间的说明协商会议来支持总经理的工作。

### Project Preparation 准备阶段

Depending on the project stage and scope of our contract, the project team led by the project manager will make all necessary project preparations:

基于项目阶段和合同范围，项目团队将在项目经理的带领下准备以下事项：

- Make basic evaluation to understand the client's requirement  
进行基础评估，理解业主需求
- Carry out feasibility study  
完成可行性研究
- Prepare concept design and technical specification



- 准备构思设计和技术说明
- **Organize environmental and geological survey**  
组织环境评估和地勘
- **Make authority applications and planning permit**  
执行政府手续，获得工程许可
- **Coordinate detailed design**  
协调细节设计
- **Prepare tender documents**  
准备招标文件
- **Pre-select and invite the bidders**  
预筛选和邀请投标人
- **Arrange tender meeting and query**  
安排招标会议和答疑会议
- **Evaluate tender submissions**  
评估投标文件
- **Organize clarification and negotiation with the bidders**  
组织和投标人的澄清协商会
- **Prepare construction contract agreement**  
准备工程承包合同

## Site Management

### 现场管理

From the start of construction up to the final hand-over, the project team consists of the following members as a minimum, who will manage all the site issues:

从施工开始到最终移交，项目团队最少包含以下成员，管理所有的现场事项：

- **Project manager for technical and commercial site management, communication with the client, coordination with all involved parties**  
项目经理：现场技术管理和商务管理，与客户沟通，与各方协调
- **Business manager for authority and organizational issues**  
商务经理：政府和组织方面的事宜
- **Project assistant for reporting and support of commercial site management**  
项目助理：报告和支持现场商务管理
- **Civil engineer for civil and finishing works**  
土建工程师：土建和装修
- **Mechanical engineer for HVAC and plumbing works**  
机械工程师：暖通和给排水
- **Electrical engineer for power installation and IT works**  
电气工程师：电力装置和信息技术

If necessary, this project team will be supported by the head office with specialists in all the related issues.

如果有需要的话，总公司将会安排专业的人员参与项目相关的事宜。

## After-sale Service

### 售后服务

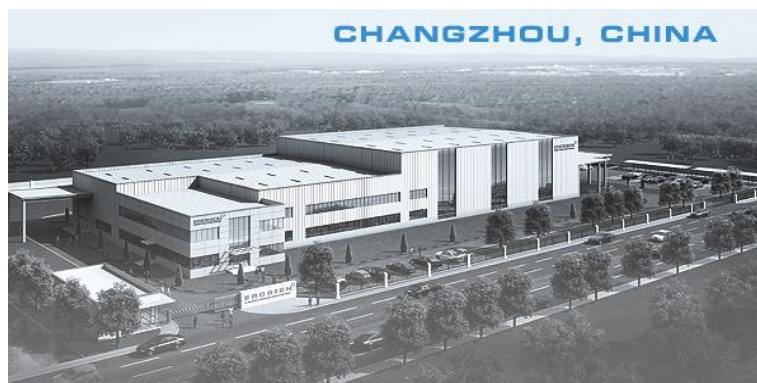
After the hand-over and during the warranty period, the project manager remains a contact person for the client. Regular inspections and meetings keep us up-to-date. We promise our clients the 7/24 availability and response time within 4 hours.

项目移交后并在质保期内，项目经理仍为客户保留一名联络人员，并定期安排检查和会议，以便信息时时更新。我们承诺每天有 7 小时可以安排，并在 4 小时内回应。

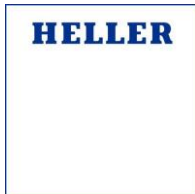
### 3. REFERENCES 工程案例



**Erdrich Metal Forming Technology (Changzhou) Co. Ltd.**  
 埃德里希金属成型技术（常州）有限公司  
 Changzhou / China 中国常州  
 08.2013 – 09.2014



Location / 地址	Xinbei District, Changzhou City, PR China / 中国常州新北区
Floor area / 建筑面积	6,000m <sup>2</sup>
Building costs / 工程造价	24,000,000 RMB
Scope / 业务范围	Tendering, construction management, documentation 招标投标, 工程管理, 资料整理
Reference contact 业主方负责人	Erdrich Metal Forming Technology (Shanghai) Co. Ltd. Mr. Lue Jian General Manager +86 (519) 83987918 jian.lue@erdrich.de  Erdrich Umformtechnik GmbH & Co. KG Mr. Georg Erdrich CEO +49 (0) 7843.705.289 georg.erdrich@erdrich.de



**HELLER Machinery (Changzhou) Co. Ltd.**  
恒轮机床（常州）有限公司  
Changzhou / China 中国常州  
09.2012 – 05.2013



Location / 地址	Wujin District, Changzhou City, PR China / 中国常州武进高新区
Floor area / 建筑面积	7,200m <sup>2</sup>
Building costs / 工程造价	38,000,000 RMB
Scope / 业务范围	Authority application, design revision, tendering, procurement, construction management, documentation, maintenance 政府手续，设计修改，招标投标，采购事宜，工程管理，资料整理，维护保养
Particularity / 特色	Highest quality standard, consideration of corporate identity and its implementation, closest cooperation with all involved parties 高质量标准，融入企业文化，紧密协调工作
Reference contact 业主方负责人	Heller Machinery & Trading (Shanghai) Co. Ltd. Mr. Andrew Parkin Chief Representative Asia +86 (21) 58666188 andrew.parkin@heller.biz  Gbr. Heller Maschinenfabrik GmbH Mr. Thomas Stokinger Director of Facility Management Department +49 (7702) 775300 thomas.stokinger@heller.biz



**HELLER Machinery (Changzhou) Co. Ltd.**  
恒轮机床（常州）有限公司  
Beijing & Chongqing / China 中国北京和重庆  
01.2013 – 04.2013



Floor area / 建筑面积	295 m <sup>2</sup> & 110 m <sup>2</sup>
Building costs / 工程造价	600,000 RMB & 189,000 RMB
Scope / 业务范围	Authority application, design revision, tendering, procurement, construction management, documentation 政府手续，设计修改，招标投标，采购事宜，工程管理，资料整理
Particularity / 特色	Interpretation and Implementation of Corporate Identity 诠释企业文化
Reference contact 业主方负责人	Heller Machinery & Trading (Shanghai) Co. Ltd. Mr. Andrew Parkin Chief Representative Asia +86 (21) 58666188 andrew.parkin@heller.biz  Gbr. Heller Maschinenfabrik GmbH Mr. Thomas Stokinger Director of Facility Management Department +49 (7702) 775300 thomas.stokinger@heller.biz

## **DORNIER**

**Dornier Machinery (Shanghai) Co. Ltd.**  
多尼尔机械（上海）有限公司  
Shanghai / China 中国上海  
04.2013 – 09.2013



Location / 地址	Waigaoqiao District, Shanghai City, PR China / 中国上海外高桥保税区
Floor area / 建筑面积	1,200 m <sup>2</sup>
Building costs / 工程造价	25,000,000 RMB
Scope / 业务范围	Location analysis, design, tendering and contracting, site management, documentation 选址分析, 项目设计, 招标分包, 现场管理, 资料整理
Reference contact 业主方负责人	<p>Dornier Machinery (Shanghai) Co. Ltd Mr. Musik Cheuk General Manager Administration &amp; Sales +86 (21) 5046 2838 music.cheuk@lindauerdornier.cn</p> <p>Dornier Machinery (Shanghai) Co. Ltd Mr. Joachim Debatin Service Manager (Asia) +86 (21) 5046 2838 joachim.debatin@lindauerdornier.cn</p>



**Karl Mayer (China) Ltd.**  
 卡尔迈耶（中国）有限公司  
 Changzhou / China 中国常州  
 2007-2008 / 2010 / 2011-2012



Location / 地址	Wujin District, Changzhou City, PR China / 中国常州武进高新区
Floor area / 建筑面积	55,000 m <sup>2</sup> / 8,000 m <sup>2</sup> / 25,000 m <sup>2</sup>
Building costs / 工程造价	220,000,000 RMB / 26,500,000 RMB / 79,500,000 RMB
Scope / 业务范围	Feasibility study, preliminary design, tendering, design and construction management, documentation 可行性研究，初步设计，招标投标，项目设计，工程管理，资料整理
Achievement / 成果	High quality standard, completion ahead of the agreed time schedule, less than 1% of unexpected claims, cost saving due to technical optimization 高质量标准，提前完工，低于 1%的索赔，通过技术优化来节约成本
Reference contact 业主方负责人	Karl Mayer (China) Ltd. / 卡尔迈耶（中国）有限公司 Mr. Yang Zengxing / 杨增兴 General Manager / 总经理 +86 (519) 86198601 gmoffice.cn@karlmayer.com  Karl Mayer (China) Ltd. Mr. Peter Meyer Chief of manufacturing +85 (519) 86198700 peter.meyer@karlmayer.com



**HOERBIGER Drive Technology (Changzhou) Co. Ltd.**  
 贺尔碧格传动技术（常州）有限公司  
 Changzhou / China 中国常州  
 2009-2010 / 2011 / 2012-2013



Location / 地址	Xinbei District, Changzhou City, PR China / 中国常州市新北区
Floor area / 建筑面积	10,000 m <sup>2</sup> / 8,000 m <sup>2</sup>
Building costs / 工程造价	32,000,000 RMB / 20,000,000 RMB
Scope / 业务范围	Location analysis, negotiation with local authority, preliminary design, tendering, design and construction management, documentation 选址分析, 政府谈判, 初步设计, 招标投标, 项目设计, 工程管理, 资料整理
Achievement / 成果	Modification of rented Chinese standard workshops, construction works financed by local authority, FM certified sprinkler system 改造租用的中国标准厂房, 当地政府出资改建, FM 认证的自动洒水装置
Reference contact 业主方负责人	HOERBIGER Drive Technology (Changzhou) Co. Ltd. Mr. Helmut Perkounigg Plant Manager +86 (519) 85603636 helmut.perkounigg@hoerbiger.com  HOERBIGER Antriebstechnik GmbH Mr. Andreas Veit Director of Industrial Engineering +49 (8861) 25662013 andreas.veit@hoerbiger.com



**MENNEKES Industrial Electric (Nanjing) Co. Ltd.**

曼奈柯斯工业电气（南京）有限公司

Nanjing / China 中国南京

2011-2012

Location / 地址

Jiangning District, Nanjing City, PR China / 中国南京江宁区

Floor area / 建筑面积

1000 m<sup>2</sup>

Building costs / 工程造价

700,000 RMB

Scope / 业务范围

Design, tendering and contracting, site management, documentation  
项目设计，招标分包，现场管理，资料整理



**Schaeffler (China) Co. Ltd.**

舍弗勒（中国）有限公司

Suzhou / China 中国苏州

2010-2012

Location / 地址

Taicang, Suzhou City, PR China / 中国苏州太仓

Floor area / 建筑面积

60,000 m<sup>2</sup>

Building costs / 工程造价

200,000,000 RMB

Scope / 业务范围

Tendering and contracting, technical and commercial site  
management, in cooperation with CSZ  
招标分包，现场技术管理和商务管理（与 CSZ 的合作）



**AUMA Actuators (Taicang) Co. Ltd.**

欧玛执行器（太仓）有限公司

Suzhou / China 中国苏州

01.2012-12.2012

Location / 地址

Taicang, Suzhou City, PR China 中国苏州太仓

Floor area / 建筑面积

15,000 m<sup>2</sup>

Building costs / 工程造价

70,000,000 RMB

Scope / 业务范围

Tendering and contracting, in cooperation with CSZ  
招标分包（与 CSZ 的合作）