

CONSULTANT PROFILE: Dr.Guenther Beck



1 Training

Degree in Business and Economics, University of Economics, Vienna (Master degree 1984, PhD.1985)

Languages: German (native), English (second language), Italian (conversational level), passive understanding (text): Dutch, Spanish, French

2 Management Career

1990-2003 Managing Director for Finance, Member of the Executive Board (Finance), Interim Manager in international subsidiaries and participations.

Main professional field: business planning, budgets, controlling, internal auditing, group controlling and consolidation, trouble-shooting in finance and IT, mergers & acquisitions, logistics, purchasing and stock management. General management.

Active for holdings and subsidiaries in Austria, Germany, Netherlands, France, Spain, Italy, Poland, Switzerland.

3 Business Consulting

Since 2004 self-employed business consultant with main focus on renewable energy, energy efficiency, drinking water and general innovation. To a large degree startups, inventors and product innovators are supported in the fields of business planning,

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Firmenbuchnummer : FN 245.175 b
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development of a business model and with general management, finance and project management (as interim manager).

An international network with technical Universities and research institutions in Spain, Italy, Germany, Denmark, Finland, UK, Romania, Ukraine and Switzerland as well as with national Universities in Austria is established.

The commercial network comprises: EU, Switzerland, Ukraine, Mexico and Cape Verde

4 Experience in publicly funded R&D projects

- FFG-basis programm (AT): development of a facade coating technology with decor sand (project concept, budget, management, technical tasks, exploitation)
- Project under contract of the Austrian Development Agency (AT/CV): feasibility study and study of the technical and economic state of the art for household-size desalination at the example of Cape Verde (technical and commercial study, dissemination)
- Eureka (EU): development of a coloured solar collector for historic / protected buildings (Italy / San Marino / Austria). Tasks: decor coating, testing and measurement, trials, data analysis, technical optimization, product development, budgeting.
- Coin (AT): use of granite sand (quarry waste) for the production of artificial stone and sand-based decor coatings (product and process development, material selection and tests, identification of practical applications / markets, design-to-cost supervision)
- Coin (AT): solar desalination for household size (design-to-cost supervision, market research, legal implications and situation, business concept for exploitation)
- FP7 (EU): demand-side management in power grids (R&D concept, time and financial budget, proposal writing and proposal finances) [project was not funded]
- IEE (EU): increased use of electricity from renewable sources through load shifting of variable consumers / variable loads (R&D concept, time and financial budget, proposal writing and proposal finances) [project was not funded]

5 Experience in own / privately funded projects

- Low-temperature wall heating with electrically conductive polymer foils: technical development (concept, material selection, production, testing), design to cost, licensing
- Liquid coating with decorative sands: technical development (concept, material selection, production process, machinery), design to cost, exploitation
- Air-water solar collector: concept, development, pre-tests, measurements, proof of concept, partner search for serial production and sales

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- Decoration foil for marble-like glass in interior design: concept, technical development (material selection, testing, production process, technical properties, manufacturing), partner search, licensing
- Investment project for power production with large-scale PV in Germany. Business plan, P&L calculation, balance sheet calculation, bank negotiations, production of investment memos, investor negotiations
- Investment project "emerging technologies": general concept, project search and project selection, business plan including balance simulation, liquidity planning and preparation of investment memos, investor and bank negotiations
- Participation / financing of a project for architectural design (interior and exterior), (management, funding, partner search, sell-off)
- Free-of-charge support of inventors and developers in the early stages (check of commercial potential, financial feasibility, development of business models, consulting for R&D funding, investor search). Topics comprise: solar concentration for thermal / PV use, geothermal, alternative propulsion systems (turbines), thermo-electricity, piezo-electricity, different types of seawater desalination, IT-security for digital imaging, renewable small power (pico-hydro to micro-hydro, biomass, small wind, ocean power etc.)

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