

Cincinnati, USA & Stuttgart, Germany, October 5<sup>th</sup> 2021 - Altix Consulting Inc, a Greater Cincinnati, USA based boutique consulting firm specialized in strategy and operation for international manufacturing champions, is proud to announce its strategic partnership with Koeninger & Partner, a Stuttgart, Germany based boutique consulting firm specialized in international market entry and development for middle market German companies.

Alexander Koeninger, Founder and CEO of Koeninger & Partner and Yannick Schilly, Co-Founder and President and CEO of Altix Consulting are building on many years of successful collaboration and a long-term relationship.

The Altix Consulting and Koeninger & Partner partnership offers middle-market companies from both sides of the Atlantic a coordinated and seamless experience in the planning and execution of their international market entry and expansion projects. In country, multi-lingual and seasoned business advisors, experienced working in multi-cultural environments, bring knowledge and robust business networks to help accelerate international market entry projects while reducing the risks associated with international expansions.

“I’m pleased to see our collaboration gear-up to the next level, Alexander and his team have a successful track record of many years accompanying middle market companies with their market entry in South America and specifically Brazil. Through our collaboration and with our expertise in North America, Koeninger & Partner will be able to expand their service offering to the entire Region America. Our clients will benefit from strong synergies and decades of experience in key markets and regions.”

“Collaboration has always been a key component at Koeninger & Partner. I believe success is a result of having the right people getting their minds together to better attend the clients’ needs and being able to offer the support of Altix in North America for our clients is of great value. The relationship with Yannick as always been very productive and a very pleasant one too. I have no doubt that this partnership will broaden the opportunities for both our clients and our companies.”

*Altix Consulting, Inc is a boutique consulting firm specializing in advanced manufacturing and international supply chain management. The company provides support with global business strategy, technology & innovation, operational excellence, workforce development, training & education. Spanning three continents, Altix partners offer a hands-on approach, from seasoned industry executives for industry leaders, with focus on long term success for their clients. Altix specializes in multi-language and multi-cultural business environments and international market entry. Contact: Anne Cappel – Chief Marketing Officer – [anne.cappel@altixconsulting.com](mailto:anne.cappel@altixconsulting.com). [www.altixconsulting.com](http://www.altixconsulting.com)*

*Koeninger & Partner (K&P) is a business development consulting firm, offering operational services in market opening, market development and sales support. With a focus on SMB companies, the consultancy provides market studies, market entry and sales empowerment strategies and M&A support, covering a broad sectoral experience like agro-industrial, manufacturing, machine tool and industrial water treatment industries. Experienced in two continents its regional focus lies on Brazil, Germany and Sweden with a strong intercultural setup and intense operational contact to local producers and service companies. K&P was founded 2008 in Stuttgart, Germany and has today offices in Rio de Janeiro and Joao Pessoa, Brazil. K&P believes in a steady and personal way of consulting, along our quote: WE EMPOWER YOUR SALES STRENGTH!*