



Technical & Commercial Support Services

Company Presentation

2021

Who we are



Technical & Commercial Support Services



***Professional Engineering and Consulting Services
Project Management, Technical & Commercial Support and Innovation***

Who we are

TCS SOLUTIONS



"Your partner for success"

*Tailor-made solutions to your
technical, commercial and
managerial needs*

FOCUSED TO:

Comprehensive management of small
and medium-sized industrial business
development and engineering projects



*“Flexibility and efficiency of high-skilled resources oriented to
business development, engineering and technological innovation”*

Who we are

ADDED VALUE



"Your partner for success"

WE SUPPORT OUR CUSTOMERS TO:

➡ Become more competitive

- Increase the range of their services and competences
- Better focus in their key processes
- Increase their aftersales servicing capacities.
- Reduce operating costs



Who we are

ADDED VALUE



"Your partner for success"

THIS ALLOWS OUR CUSTOMERS TO:

- ➔ **Get access to a bigger potential market**
 - Increase their market share
 - Expand and open new markets
 - Better develop their marketing and sales activities by having available a qualified technical and commercial support.
 - Be eligible for more aids and subventions.



All this leads to a substantial improvement of your business results.

Who we are

OUR TEAM



"Your partner for success"

- **High qualified team with proven experience**
- **Deep technical and customer service vocation**
- **Pleasant and encouraging work and collaboration environment** that constantly expands and strengthens our capabilities.
- **Continuous training** which guarantees high performance in the realization of their duties



Who we are

OUR NETWORK



"Your partner for success"

- TCS extensive multicultural network of business partners and specialists enable us to successfully develop any challenge.



Location



"Your partner for success"



Technical & Commercial Support Services



Avenida de Europa 19,
Parque Empresarial La Moraleja, Alcobendas, 28108
Madrid (SPAIN)

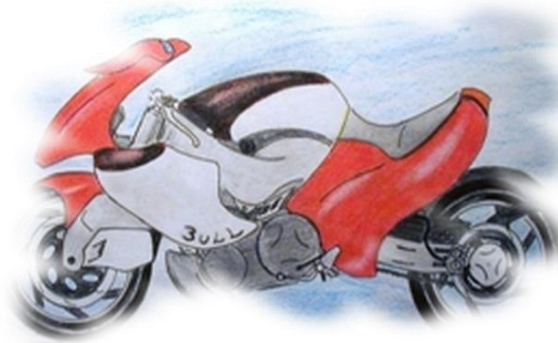
Tel.: +34 91 287 75 03
+34 669 283 077

www.tcs-spain.com





"Your partner for success"



WHAT WE DO



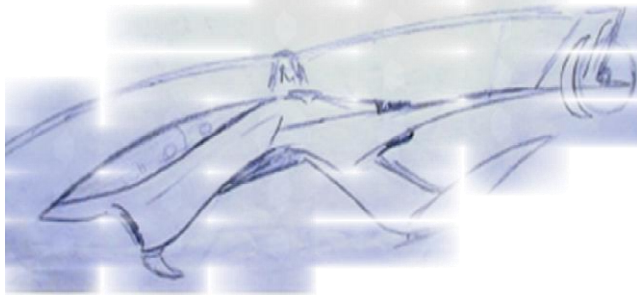
What we do

MAIN SECTORS

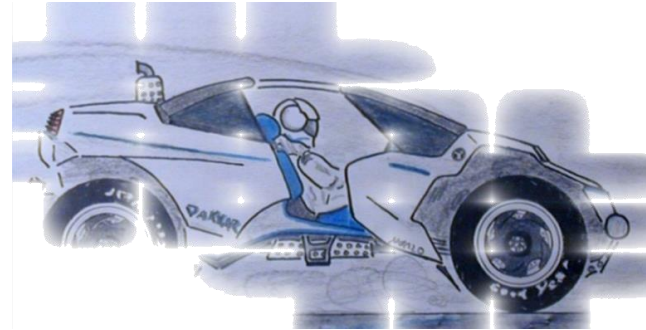


"Your partner for success"

- Aerospace & Defense



- Automotive



- Naval



- Other industries



What we do

SOLUTIONS



"Your partner for success"

- **Tailor-made solutions** for your technical and managerial necessities with the highest levels of confidentiality and effectiveness.
- **Maximum flexibility, adaptability** and **speed of response.**
- **Highly qualified resources 100% dedicated to the project.**
- **Extensive network of collaborators and associated experts** who provide the appropriate structure and allocation of resources.
- **Constant search for synergies** between projects, companies and partners to find the most suitable solution.



What we do

ACTIVITIES



- Commercial support
- Engineering & Project management
- Consulting
- Training
- Others



What we do

COMMERCIAL SUPPORT



"Your partner for success"

MARKETING SUPPORT

- Market research & analysis. Definition of accessible markets
- Competitors analysis
- Marketing plan: definition, execution and optimization
- Promotional marketing. E-marketing
- Communication campaigns
- Customized development of marketing tools & resources
- Social networking



"Full support through the whole Sales & Marketing process"

What we do

COMMERCIAL SUPPORT



"Your partner for success"

SALES SUPPORT

- Prospect and sales contact
- Product demonstrations
- Bid & proposal preparation
- Contract negotiations
- Sales monitoring (KPIs)
- Account management
- Aftersales support
- Customer feedback and strategy optimization



“Full support to your Business Development activities”

What we do

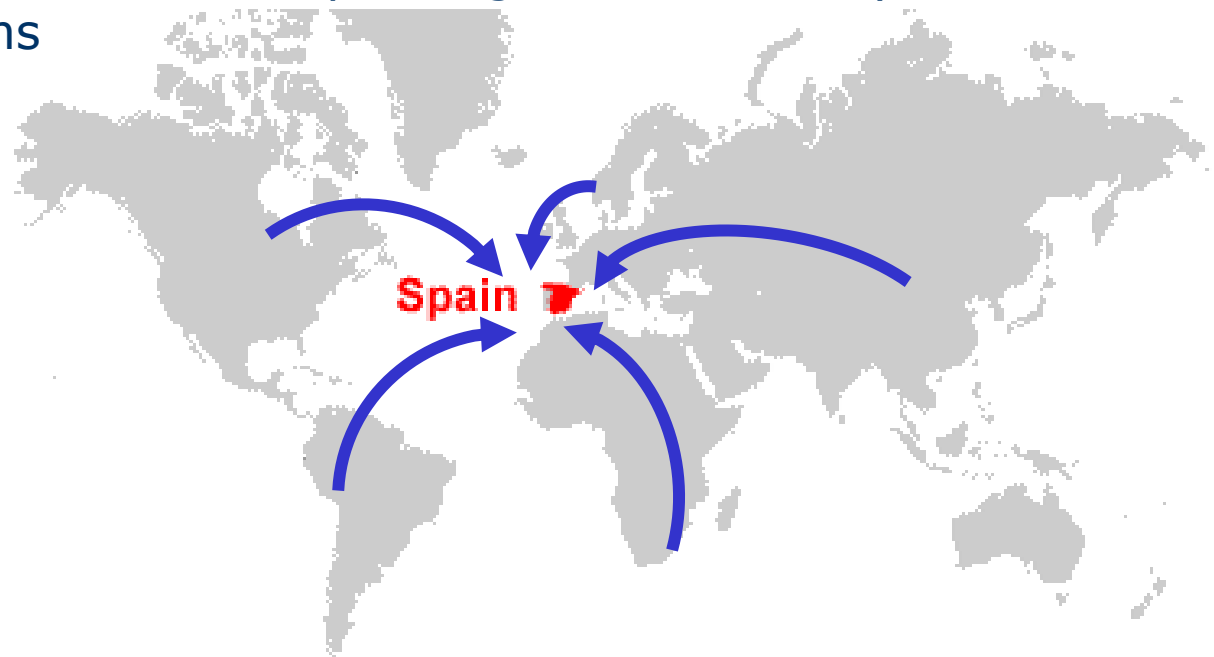
COMMERCIAL SUPPORT



"Your partner for success"

COMPANY REPRESENTATION

- Local Company Representation and Agency
- Advice and support for the complex legal and statutory Spanish regulations



"We open you the doors to the Spanish industrial market!"

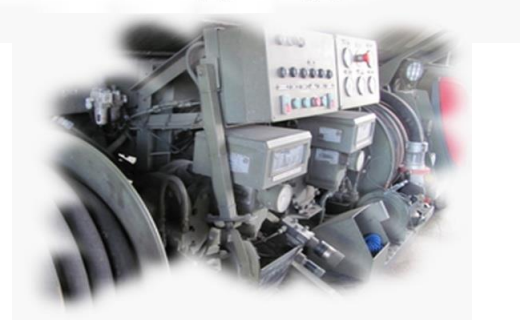
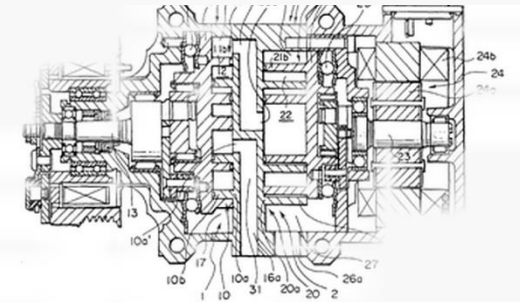
What we do

ENGINEERING SERVICES



"Your partner for success"

- **PRODUCT DEVELOPMENT,**
 - ✓ Conceptual analysis, feasibility analysis and preliminary design
 - ✓ Design optimization
 - ✓ Support to CE Certification
- **COMPREHENSIVE PROJECT MANAGEMENT**
 - ✓ Engineering planning
 - ✓ Project planning and cost analysis
 - ✓ Integrated logistic support, risk management, configuration management
- **SYSTEMS INTEGRATION**



What we do

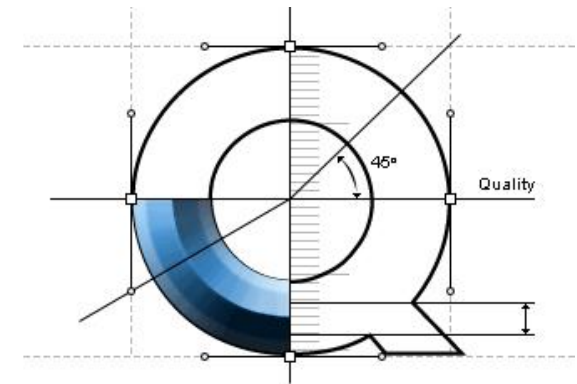
ENGINEERING SERVICES



"Your partner for success"

- **QUALITY ASSURANCE**

- ✓ Quality System: Definition of quality procedures and work instructions
- ✓ Product testing definition and planning
- ✓ Continuous improvement
- ✓ Management of non-conformities
- ✓ Support to Certification



- **AFTER-SALES & MAINTENANCE SUPPORT**

- ✓ Spare management & supply
- ✓ Guarantee management
- ✓ Technical assistance
- ✓ Maintenance & repair



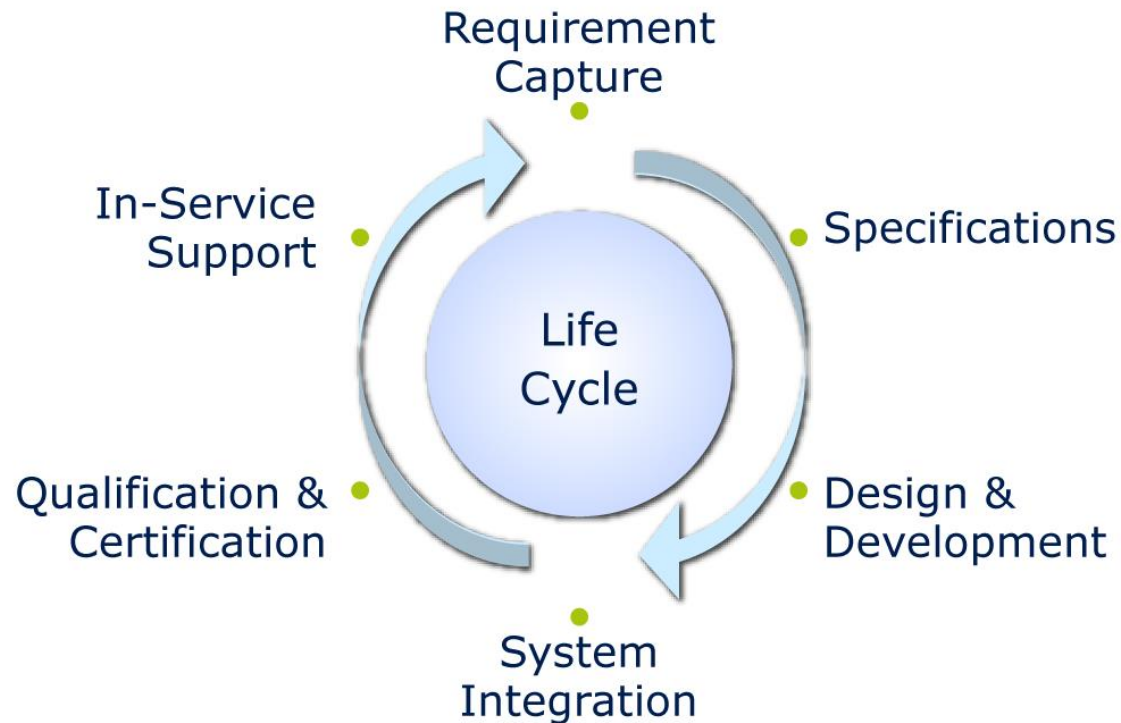
What we do

TECH. & PROJECT SUPPORT



"Your partner for success"

Complete Project Support



"Complete support through the whole product life-cycle"

What we do

CONSULTING SERVICES



"Your partner for success"

- TECHNICAL CONSULTING
 - Studies and conceptual analysis
 - Evaluation of specifications
 - Intellectual property protection
 - Cost optimization
- BUSINESS CONSULTING
 - Analysis and strategic planning
 - M & A proposals
 - Innovation financing
 - Preparation and evaluation of budgets and offers
 - Investment feasibility
 - Market research

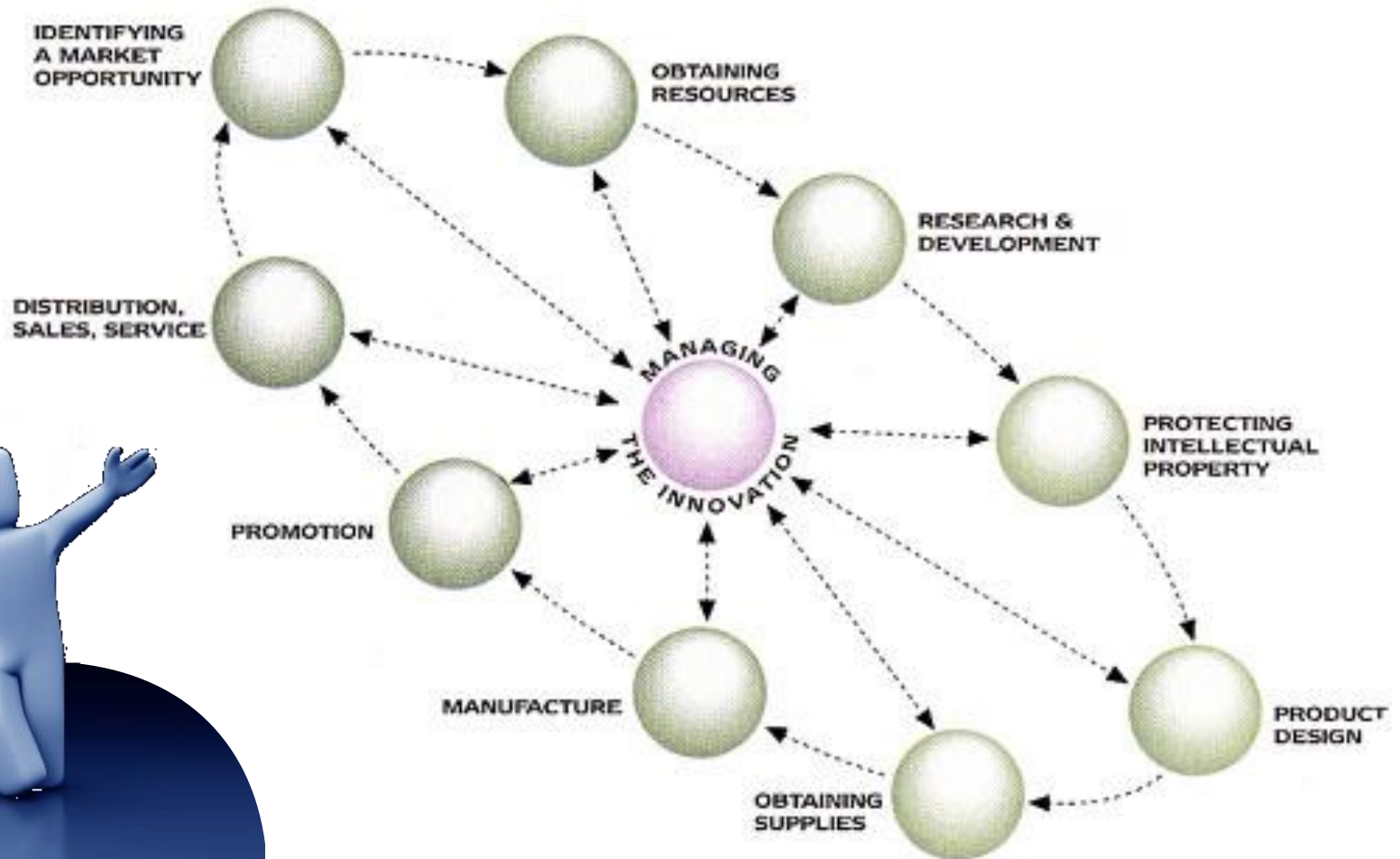


What we do

INNOVATION SERVICES



"Your partner for success"



What we do

TRAINING SERVICES



"Your partner for success"

- Analysis of training needs
- Evaluation of systems and staff
- Training courses
- Preparation of courses, manuals and technical publications
- Management and update of documentation
- Design of tests and learning management



What we do

OTHER ACTIVITIES



"Your partner for success"

- Technical translations
- Provision of Subject Matter Experts (SMEs) and qualified personnel
- Business Ethics
 - ✓ Ethical awareness, monitoring & auditing



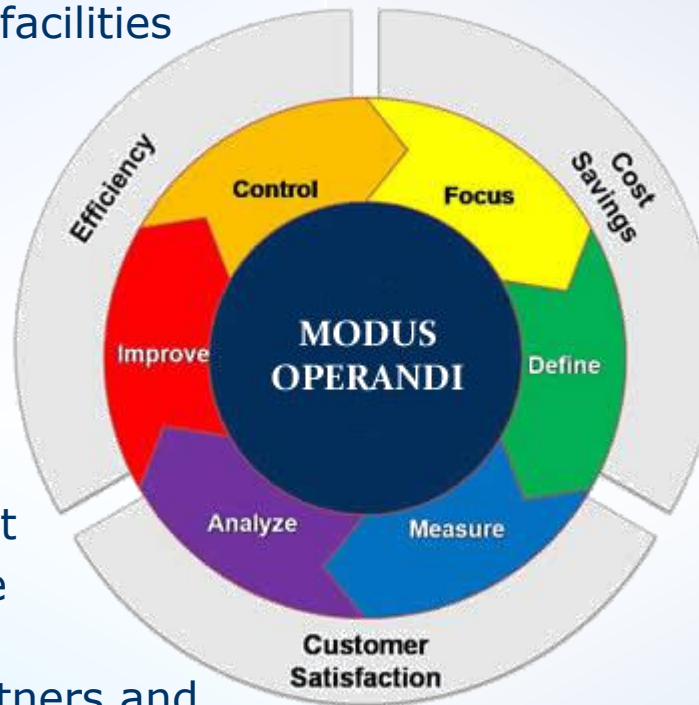
Modus Operandi



"Your partner for success"

- Fully independent company
- Tailor-made services
- Services provided at our facilities or at customer premises
- Work according to time rates or fixed price packages

- Total quality management
- Superb customer service vocation
- Extensive network of partners and experts
- Sustainable capacities for long-lasting relationships

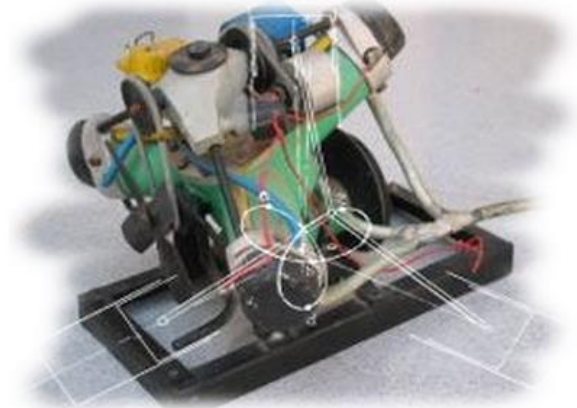
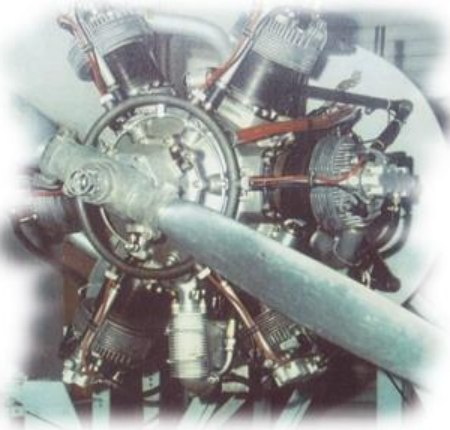


- Utilization of the latest technologies
- Maximum confidentiality
- Ongoing feedback and communication

- Proven experience with continuous service optimization
- Flexibility, speed of response and adaptability
- Guaranteed availability



"Your partner for success"



PROJECTS & ACTIVITIES



2

Activities

COMMERCIAL REPRESENTATION ATLAS AEROSPACE



"Your partner for success"

COMMERCIAL REPRESENTATION OF ATLAS AEROSPACE IN SPAIN AND PORTUGAL



Commercial Agency for Spain & Portugal

WWW.ATLASAEROSPACE.COM

WWW.AEREOS.COM



Repair and Overhaul

An FAA-certified 145 repair station renowned for its quality, workmanship, fast turnaround times, exceptional customer service and extended on-wing performance in support of our airline, OEM and MRO customers from around the world.



Expendable Component Repairs

An FAA-certified 145 repair station, operating since 1994, specializing in the development of DER repair solutions focused on high-value expendable components.



Precision Manufacturing

Eulessaero employs state-of-the-art equipment, extensive parts manufacturing experience and adaptable, cost-effective processes to support aero manufacturing needs.

COMMERCIAL REPRESENTATION OF LOCKHEED MARTIN COMMERCIAL ENGINE SOLUTIONS (LMCEs) IN SPAIN AND PORTUGAL



[HTTP://WWW.LOCKHEEDMARTIN.COM](http://www.lockheedmartin.com)

[HTTP://WWW.LOCKHEEDMARTINENGINES.COM](http://www.lockheedmartinengines.com)



COMMERCIAL REPRESENTATION Yangzhou Fongming Cable Factory

SPECIAL

CABLES

- INDUSTRIAL
- LIGHTING
- ELECTRICAL
APPLIANCE
- HIGH TEMPERATURE



Projects

MCD 2E DOUBLE EXPANSION ENGINE



"Your partner for success"



MCD 2E DOUBLE EXPANSION ENGINE

MAIN CHARACTERISTICS

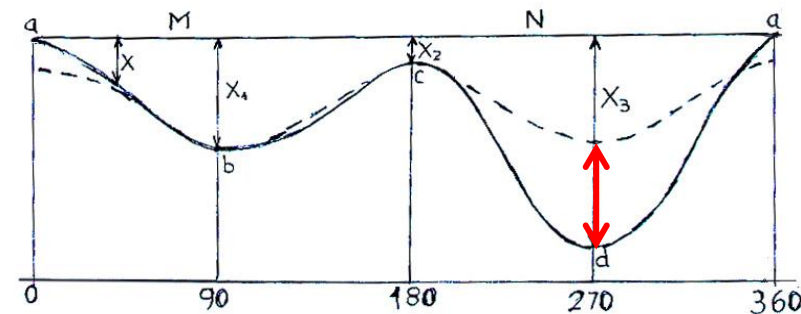
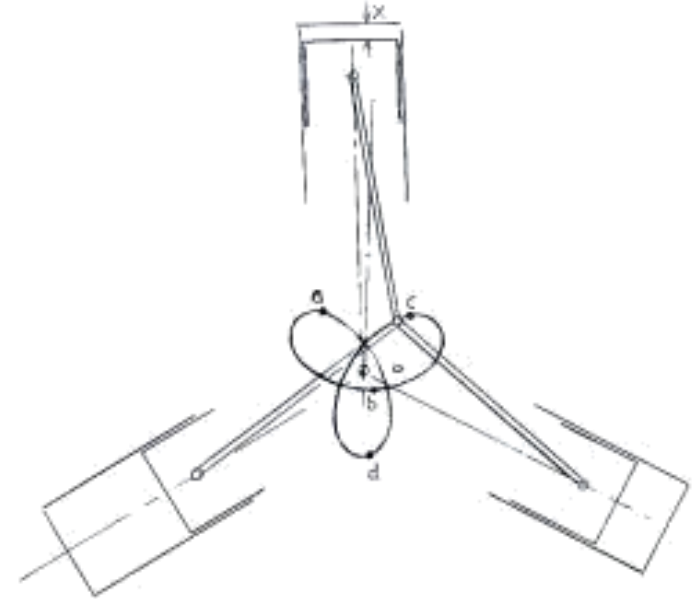
It is characterized by the expansion stroke twice longer than the admission one. This achieves an increase in the useful energy recovered per cycle. Thus fuel efficiency is increased around 20%.

Besides, the lower gas pressure obtained at the final of the expansion stroke means the exhaust noise level is also much lower with regard to a conventional engine.

Specific fuel consumption 20% lower

Lower exhaust noise

Simple exhaust system



MCD 2E DOUBLE EXPANSION ENGINE

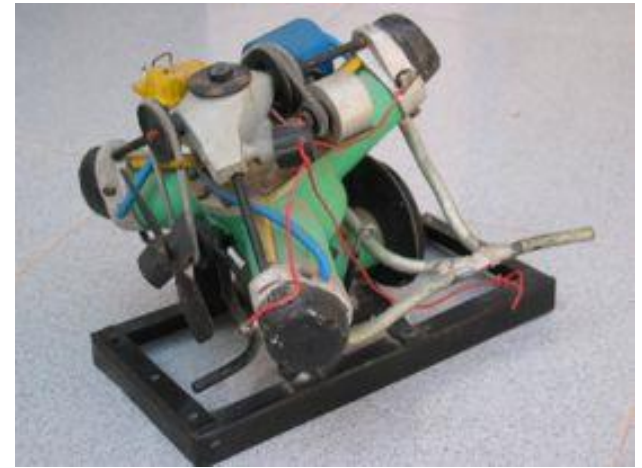
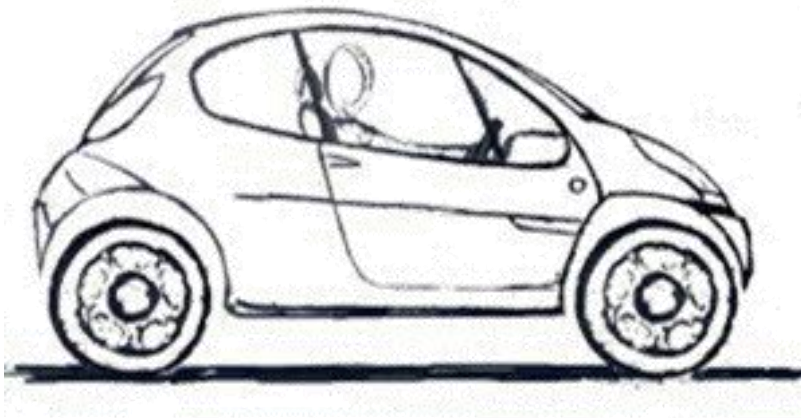


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APPLICATIONS

Power plant for a small inter-urban car

Study of the pre-industrialization of a revolutionary 3-cylinder double expansion alternative engine for an urban conventional /hybrid car.



APPLICATIONS

Power plant for heavy transport vehicles

Study of the pre-industrialization of a revolutionary double expansion alternative engine for heavy road transport vehicles (trucks, buses, etc.).

The introduction of this technology in modern truck engines could mean a real revolution in the road transport sector by the significant savings in fuel costs that it provides.



PILOT HELMET ADAPTATION



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SPANISH TIGER COMBAT HELICOPTER

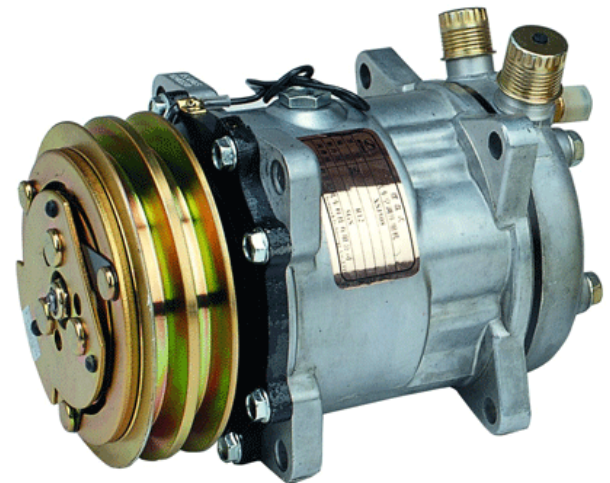
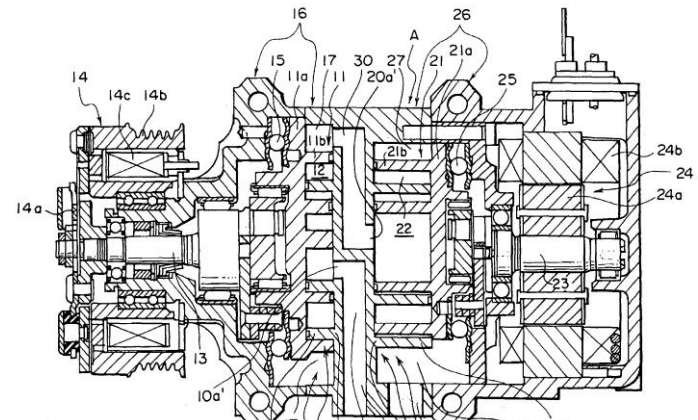
New fast and economic system for pilot helmet adaptation to helicopter cabin based on his physical characteristics.



CORG AUTOMOTIVE COMPRESSOR

Development and pre-industrialization studies of a revolutionary air-conditioning automotive compressor.

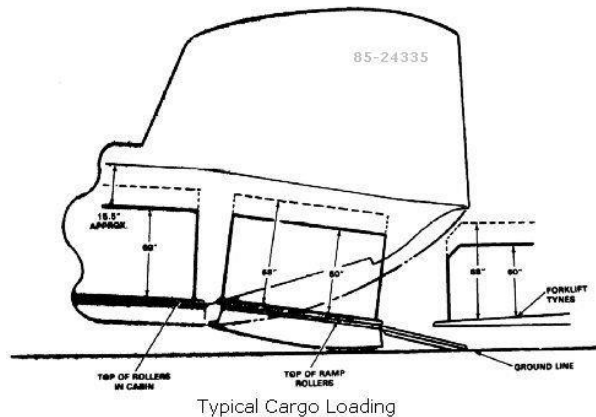
Patented design with an optimized architecture of double piston which makes it the more lightweight, robust and economical compressor of market thanks to being composed of a minimum number of parts. A feature that outstandingly distances it from the rest of competitors.



PROJECT PTRA

ADVANCED REFUELING TRANSPORTABLE PLATFORMS

Construction of airborne and towable platforms for refueling of helicopters and other light aerial vehicles at remote places.





WHY WORKING WITH TCS?

- **Deep knowledge of the Spanish industrial market**
- **Extensive network of experts, partners and commercial contacts**
- **Fully independent company** with proven experience
- **Customized solutions** to your specific challenges and needs
- **Deep technical and customer service vocation**
- **Maximum confidentiality, flexibility and efficiency** in coordinating highly qualified resources
- Great synergies resulting from a **strong multidisciplinary background**



"The best partner to ensure your success"

Thanks
for your attention!



"We look forward to
collaborating with you"



Technical & Commercial Support Services

“Your partner for success”

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