



Where Complexity Becomes Clarity.

Connecting the dots, solving complexity

Company Profile | Independent B2B Consulting

Semiconductor

High-Tech

Industrial Services



WHAT I DO

Independent support where structures get complex

Dotted Line Solutions helps companies move from stuck to executing — with direct senior-level involvement and clear ownership.

01 One consultant

Direct access, fast understanding and no hand-offs to a team that was not in the room.

02 Clear decisions

Structure complex situations so management, procurement and operations can act.

03 Practical execution

Bridge technical reality, commercial goals and operational implementation.

Direct experience

Clear ownership

Practical impact

No hand-offs

I help industrial companies, technical service providers, and high-tech organizations cut through structural complexity.

SERVICES

Four Areas of Focus

A compact portfolio built for complex industrial and high-tech business environments.

01 Global Trade Show Representation

From complex technology to clear conversations, qualified leads and lasting business relationships.

02 Outsourcing Advisory

Turning greenfield complexity into clear outsourcing decisions and operationally workable service models.

03 International Business & Market Development

Connecting German engineering strength with global semiconductor growth markets.

04 Interface Project Management

Turning complex ramp-up phases into structured execution across departments and stakeholders.

1 Understand

2 Structure

3 Align

4 Execute

FOCUS AREA 01

Global Trade Show Representation

Senior company representation, technology communication and business development at global technical exhibitions.

From complex technology to clear conversations, qualified leads, and lasting business relationships.

1 Pre-show strategy

2 Stakeholder targeting

3 Live floor presence

4 Post-show follow-through

Value for technical companies

Fast understanding of technology and scope, confident communication in male-dominated technical environments, and strong networking to turn trade-show presence into qualified business conversations.

Global exhibitions

Technology communication

Lead qualification

FOCUS AREA 02

Outsourcing Advisory

Turning greenfield complexity into clear outsourcing decisions and operationally workable service models.

For semiconductor and high-tech companies
Support for greenfield, start-up and ramp-up phases where sourcing strategy, scope definition, supplier evaluation and implementation readiness need to work together.

Outcome
Commercially clear, operationally realistic and scalable outsourcing models — ready for negotiations, implementation and sustainable service delivery.



Identify missing scope, cost traps and operational risks

Translate global RFQ concepts into a German outsourcing environment

Create comparable offers and decision transparency

International Business & Market Development

Connecting German engineering strength with global semiconductor growth markets.

Market opportunity

Global semiconductor investments in Germany, the United States and India create opportunities for German precision engineering companies, MAEs and specialized suppliers.

Practical support

Market positioning, target customer identification, partner development, sales preparation, trade fair support and first customer engagement.

Germany

United States

India

Global growth markets

Interface Project Management

Turning complex ramp-up phases into structured execution.

Some projects fail not because of technical complexity, but because they sit between organizations.

01 Where I step in

Implementation, start-up and ramp-up phases where complexity sits between departments, suppliers and stakeholders.

02 What I bring

Structure, alignment and execution focus into critical interface projects.

03 What changes

Teams move from unclear responsibilities to clear priorities, decisions and measurable progress.

1 Responsibilities

2 Priorities

3 Decisions

4 Progress

Built for Industrial Decision-Makers

Direct experience. Clear ownership. Practical impact.

- Semiconductor and high-tech industries
- Technical facility management and industrial service providers
- Manufacturing companies evaluating outsourcing or market expansion
- Industry associations and economic development organizations

15 years of hands-on experience

Across sales, operations, outsourcing, market development and complex project environments — with a clear focus on semiconductor, high-tech and industrial services.



Industrial Expertise

Commercial Acuity

Operational Execution

Have a challenge that needs direct, experienced input?

**Making complex interface challenges clear, decidable,
and actionable.**



Let's Talk

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