

The Spanish soul and the German method

Stamm Consulting Group is a consult company specialized to help business to improve their processes and operations to get better results. We talk with his Managing Director, Gerhard Stamm, to know their activities in detail.



“Our consultants have extensive practical experience in the industry and with the most advanced knowledge to achieve that objective”

“Training always leads to innovation that must be the real value added of companies”

¿In which areas Stamm works as a consultant?

We like to define ourselves as consultants that get evolved in the process of their clients. In other words, we don't just tell, based in our knowledge, to the enterprises what they should change, we work with them in the processes to implement them. We do it directly, and this is part of our added valued and difference.

But you offer more services, right

Yes, we offer a service of interim management, providing the companies with temporally executives in order to deal with a specific issue during a fix period, for example to

implement a restructuration or to develop an improving process.

Plus that, in the last years, we are focusing our services in formation organizing seminars and workshops about some specific topics like the improvement of quality, the optimization of process or the methodology of lean management that we use in our projects.

What type of clients do you work with?

We can say that we have two main clients: in one hand, we have a lot of experience with German companies located in Spain; in the other, we are expanding our Spanish clients.

We have a lot of clients from the car sector but day by day we are expanding in other sectors interested in our work to improve their competitiveness. A good example are Spanish manufacturers companies.

Why?

Because a lot of times are consolidated business that want to expand. They have the talent and the innovative capacity to compete in the global market, but they need to believe in themselves and to get an outside support to reinforce this vision. Our experience shows that if you combine the flexibility and the capacity to improvise of the Spanish companies with the method and the more systematic

character of the German companies, then you can be a great player in any market.

What makes Stamm Consulting different in front its competitors?

We know a lot of Spanish companies have a lot of potential and they want to improve their capacities to get global. It is not an easy task, but our people have long experience in the sector and the most advanced knowledge to get this goal. And, as I said before, we don't just tell them what they should do, we stay there, working side by side, to implement the actions to improve their processes. We started 15 years ago to restructure and improve companies, to reduce costs, to optimize operational process and, in general, to cooperate with our clients in order to improve their efficiency and effectiveness to be more competitive.

What is your own protocol to develop with a project?

First of all, we analyse the situation in order to elaborate a diagnosis to establish where and how we can implement improvements and to help to understand what is the added

value of the process. In the second phase we design and plan of the improvements. We follow with the implementation in order to start the process. Of course, these means changes. The main challenge: to convince people that they must change including the management. The final phase is crucial for us and our clients: we must be able to evaluate the results of the developed process. We have to know where we come from and where we have arrived and "to translate" to indicators to help the client to value it. The results can be a cost reduction, a time saving that helps to be more productive, a better flow of materials and information of the added value chain. A lot of factors matter to improve the competitiveness.

Do the projects have a starting and end point?

Yes, both: interim management and advice services. In general, the average time of the projects is six to eight months. Later on, the clients should be able to follow our methods by themselves. You only can get this result working side by side with the client team because sometimes it is not easy to change the way someone has

been working for a long time. We must be able to convince them that the change is not bad *per se*, just the opposite; it's the way to get a improvement goal that will have consequences in the organization as a whole.

What are the ahead challenges for Stamm Consulting Group?

We have some goals for the near future. The first one is to convince companies that investing in formation is key to increase their competitiveness. To think that you improve competitiveness with a reduction of salaries is a common mistake, but the truth is that in a global market, someone will produce the same item less costly. That's why you have to get better in other ways: improving the knowledge of your employees or improving the operational process in order to be the frontrunner with high quality innovative products.

Formation always brings innovation as final result. And innovation must be the added value of enterprises. Another challenge we have in front of us is to introduce ourselves in new sectors especially with Spanish companies that have competitive products to help them to optimize all their potential.



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Stamm Consulting Group

nuestra meta:
el éxito de nuestros clientes

- Reducimos costes de compras
- Solucionamos problemas de calidad
 - Reorganizamos la logística
- Aumentamos la eficiencia de los procesos
 - Reestructuramos unidades de negocio
 - Acompañamos el proceso de cierre de plantas no rentables

Juntos avanzamos por el
camino al éxito

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