

Stamm Consulting Group



ABOUT US

Stamm Consulting Group (SCG) is an international management consulting group dedicated to business restructuring and interim management.

We work with both established international corporate and small-medium enterprise customers who need to optimize performance, undertake change processes and establish competitive best-practices in order to grow internationally and meet new market demands.

Since 2004, we help customers to cut down costs, streamline industrial processes, set-up continuous improvement programs focused on performance and successfully achieve their turn-around goals.

SCG supports companies in a variety of management projects, including mergers and acquisitions, M & A, and the restructuring and reorganization of family businesses.

What We Do

Stamm Consulting Group (SCG) is an all-terrain operations management team. SCG's main activities consist in analyzing, designing, leading and coaching the implementation of operational improvement projects for customers in Spain, Latin America and Europe.

SCG offers its industrial customers full scope management support such as:

Trouble-shooting • Analysis • Six-Sigma Processes (DMAIC) • Lean PDCA • Active stakeholder Management • Management Projects • Quality Management

SCG brings experience and expertise to:

- Business Restructuring
- Profitability Improvements
- Turn-around Management
- Relocation of products and processes
- Facility close-downs
- Strategy and Process Consultancy
- Implementation of lean management tools
- Optimization of added-value chain processes
- TPS (Total Production System) Implementation

What sectors do we serve

Stamm Consulting Group brings its wide experience across several industry sectors, including:

- Construction of machinery and installations
- Electronics / Electrical Engineering
- Automobile industry (OEM) and automotive supplier (Tier 1, 2 and 3)
- Logistic companies
- Chemicals, Retails, Medicine and Pharmaceutical industry

Which internal departments do we support

Stamm Consulting Group (SCG) supports a wide variety of internal customer departments that are actively contributing to the company value chain.

CG provides valuable insights and experience to departments such as:

- Production
- Planning
- Methods & Processes
- Quality
- Logistics (inbound/outbound)
- Operational Maintenance (Systems & Infrastructure)
- Administration & finance
- Human Resources
- Training & Coaching
- Purchasing & Supplier Management

What do we bring to our customers

Stamm Consulting Group (SCG) brings to its customers valuable insights, experience, expertise and above all pragmatic and accountable execution.

We partner with our customer teams and endow these with the tools and know-how that will lead to success and a renewed mindset of continuous improvement. We work with senior management to materialize their strategic visions into new operational realities.

Our goal is to improve overall operational performance, to increase the competitiveness of our customers, to meet and exceed global demands and sustainably evolve towards excellence.

Propelling Small-Medium Size Company Competitiveness

Stamm Consulting verfügt über umfangreiche Erfahrung in der Zusammenarbeit mit mittelständischen sowie familiengeführten Unternehmen.

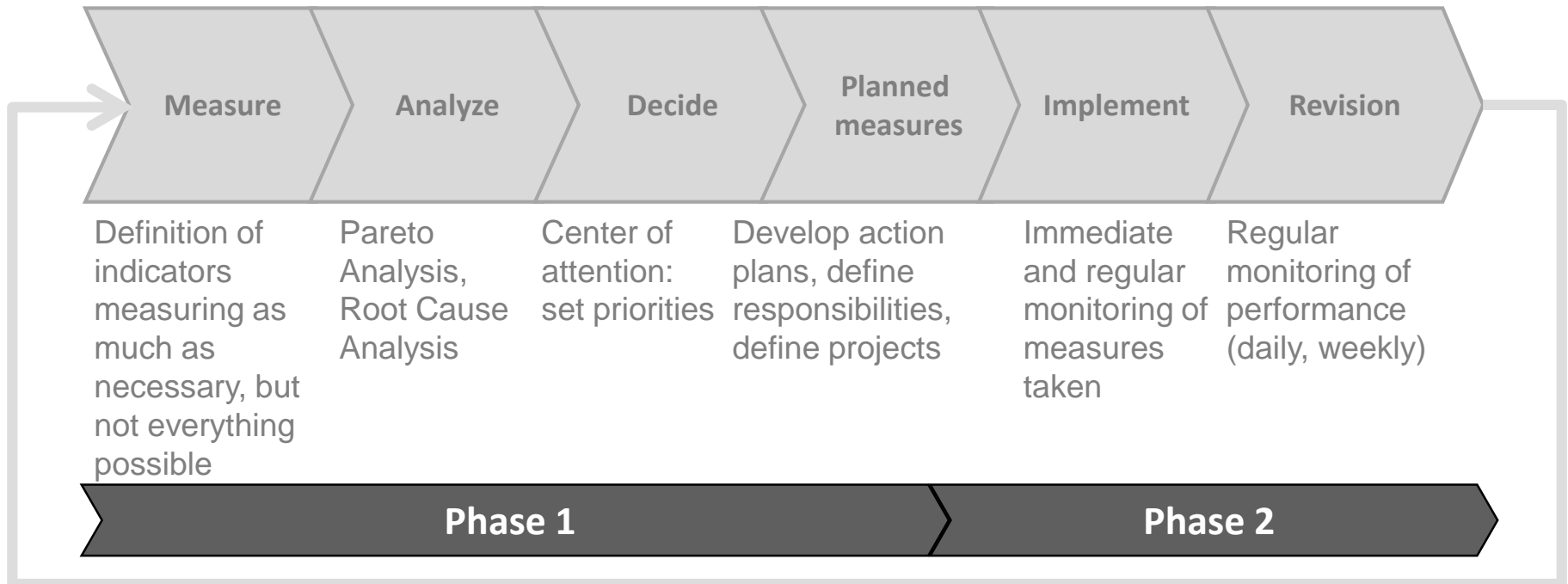
Stamm Consulting has a wide experience in working with SME and family-owned companies. SCG brings valuable insights to many of these companies and helps them to raise their operational performance with **tailored** lean-management methodologies and best-practices.

Lean Management

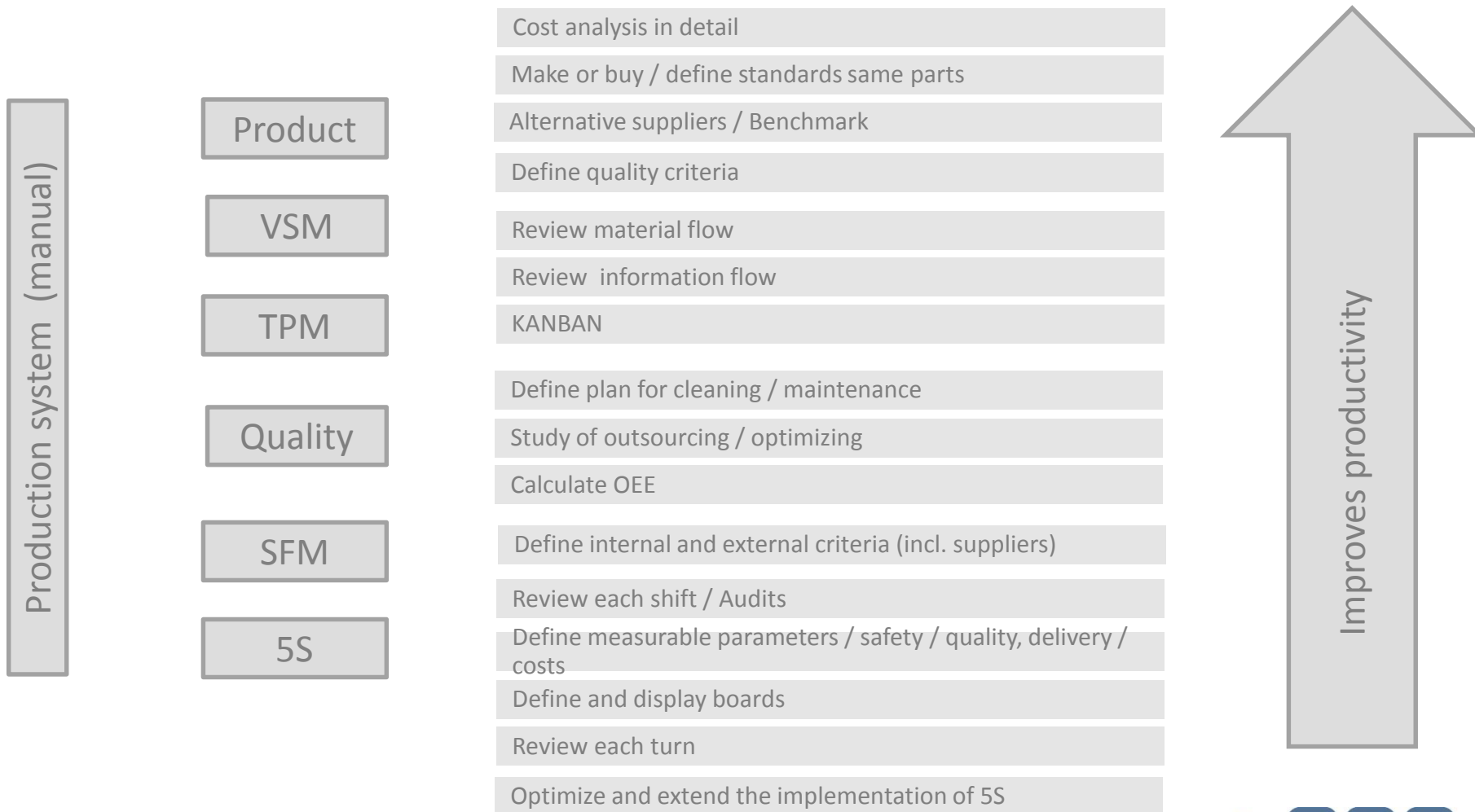


Procedure

- Structured Procedure / Phase 1 to Phase 2



Lean / action fields



Why Stamm Consulting Group?

ThyssenKrupp
Elevator Manufacturing Spain



Letter of Reference

Mr. Gerard Stamm, born on 10.08.1964, has been contracted as project manager for the implementation of the ThyssenKrupp Productions System with a pilot project in our company in the time from February to July 2014. He implemented all the developed tasks to our full satisfaction and was a real great asset for our company.

His duties ranged in the training of our employees regarding the introduction of lean management methods. Furthermore, the management and implementation of a pilot project (Light House project) with the focus of improving and optimizing our part availability (OEE = Overall Equipment Efficiency) for the meta processing equipment (punching, bending).

This task included an analysis of the current situation, definition and standardization, as well as the calculation and analysis of the necessary information, to develop the evaluation of OEE (Availability, Performance, Quality).

This information has been recorded daily and visualized on the lines of a Shop Floor Management System and analyzed daily in a production meeting. With this facts, action plans have been submitted and developed. The analyzed potential to optimize the plant availability have been about 15 %.

He also developed with our team a Stream Value Mapping (Material flow from raw materials to an automated robotic line) to identify weaknesses and to analyze the process. He were also running a SMED Workshop for our Lean experts from Germany, to reduce the set up time up to 40 %, and to realized action plans with this target.

Mr. Stamm has been able to build in a short time a fantastic team, which managed the tasks by their own motivation and initiative. This made a big success in a short term possible (Quick wins) and we are also observing a rethinking of the employees.

Mr. Stamm won by his appearance and technical expertise the confidence of the staff, included them in the tasks, made coachings and shared the responsibility. Because of this procedure and the strength of implementation by Mr. Stamm, we have been also able, to implement permanently the Lean Management Philosophy.

We are grateful for the support, expertise and job performance of Mr. Stamm. We would like to thank Mr. Stamm for the enjoyable cooperation and wish him and his company continued success.

Juan Mar García Carrera
Production Director TKEMS

ThyssenKrupp Elevator Manufacturing Spain, S.L.U.

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D/Federico Cantero Villamil, nº 4
28955 Móstoles (Madrid) - Spain

Andoain Factory
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Comercio Registrado en el Registro de la Propiedad de Madrid. N.º 115. Folio 133, 4.ª y 5.ª. Ref. 115. N.º 115. Folio 133, 4.ª y 5.ª. Ref. 115. N.º 115. Folio 133, 4.ª y 5.ª. Ref. 115.

- ✓ SMED improved more than 40%
- ✓ OEE increased 15%

Why Stamm Consulting Group?



WINDISCH S.A.
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windisch@windisch.es
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Carta de recomendación

La empresa Stamm Consulting Group fue contratada por Windisch S.A. en el período comprendido entre Enero 2010 y Julio 2010 para el análisis de todos los procesos operativos y la elaboración e implementación de las medidas determinadas.

Gracias a la cooperación con Stamm Consulting Group, y a pesar de la situación crítica del mercado, se consiguió una optimización inmediata así como una mejor transparencia de dichos procesos.

La implementación de las medidas de mejora continua aumentó rápidamente la eficiencia y eficacia de nuestra empresa y contribuyó de este modo a una competitividad más elevada. Además, se desarrolló un protocolo de objetivos para asegurar la sostenibilidad de dichas medidas.

El proyecto se elaboró en estrecha cooperación entre Stamm Consulting Group y nuestros empleados de un modo profesional, ejemplar y exitoso.

Windisch S.A. agradece la cooperación de la empresa Stamm Consulting Group, sobretudo el apoyo aportado por el Sr. Gerhard Stamm, y les desea todo lo mejor para él y su equipo.

Isabel Giménez

WINDISCH S.A.
GERENTE DE OBJETIVOS DE MEJORA

Gerente Windisch S.A.

- ✓ Improved efficiency + effectivity
- ✓ Ensures sustainability
Immediate optimization

Why Stamm Consulting Group?

TRUMPF



TRUMPF Maquinaria, S.A. - C/ Valportillo Primera, nº 1 - 28108 Alcobendas (Madrid)

Carta de recomendación

El Grupo TRUMPF es uno de los líderes mundiales en la técnica de producción con una facturación de aproximadamente 2.023 mill. € (año fiscal 2010/11) y 8.546 empleados.

La gestión de la compañía está centrada en base a las siguientes divisiones de negocio: Maquinaria/herramientas portátiles, Tecnología Láser/Electrónica y Tecnología Médica.

La filial Trumpf Maquinaria España (TES) en Madrid / España cuenta con cerca de 66 empleados con una facturación de aproximadamente 35 mill. € (año fiscal 2010/11)

TES contrató a la consultora „Stamm Consulting Group“ para desarrollar los siguientes temas de en el período comprendido entre diciembre 2009 y enero 2012.

Asistencia al cliente:

Descripción de las tareas

Aumentar la transparencia en la organización y apoyar en la integración de la cultura corporativa. Optimizar las estructuras de costes, mejorar la asistencia al cliente y por lo tanto la satisfacción del cliente. Intensificar la cooperación en los distintos departamentos. Apoyar a la dirección en la optimización del departamento de asistencia, especialmente en la determinación nominal y en el análisis de los procesos actuales

Objetivos alcanzados:

Debido a este análisis nominal, se han tomado medidas de mejoras que han contribuido a aumentar la eficiencia y la eficacia del departamento de servicios, trayendo consigo un incremento de los ingresos a mediano plazo a través del servicio de asistencia y de recambios. Además, la consultora SCG nos ha apoyado durante las auditorías internas y nos acompañó con éxito en la implementación de las medidas.

Debido a los resultados positivos y a la profesionalidad de la consultora Stamm Consulting Group se le otorgaron otros dos proyectos sucesivos

Gestión de Personal:

Descripción de tareas / Objetivos logrados:

Creación de un banco de datos de personal y de cualificación de cada empleado de TES. Revisión de los contratos de trabajo de empleados internos y externos. Evaluación actual del nivel salarial. Elaboración de un concepto para un pago

✓ Due to the positive results and the professionalism of the Stamm Consulting Group they were provided with two successive projects

Why Stamm Consulting Group?

TRUMPF



TRUMPF Maquinaria, S.A. - C/ Valporillo Primera, nº 1 - 28108 Alcobendas (Madrid)

vinculado a la remuneración. Creación de un plan de desarrollo del personal y de evaluación del rendimiento (incluidos los directivos). Preparación y asistencia en las reuniones con representantes de los trabajadores. Entrenamiento del responsable de la gestión de recursos humanos. De este modo, se consiguió a corto plazo, una mayor transparencia y una mejor estructuración en recursos humanos. Se introdujo la aplicación de contratos de trabajo estándar y se implementó el desarrollo continuado del empleado y la promoción continua en base a datos existentes. Además, se acordaron y se introdujeron estándares del grupo. Otra de las tareas consistió en la introducción exitosa de la Ley Orgánica de Protección de Datos española (LOPD)

Gestión de cuentas por cobrar

Descripción de Tareas / Objetivos logrados:

Desarrollo de una representación transparente de las deudas actuales en términos de clientes y fechas de vencimiento. Revisión del alcance de las prestaciones y de las consecuentes pretensiones resultantes, pendientes y vencidas. Aclaración de los hechos y toma de decisiones en colaboración con la gerencia de finanzas y de gestión. Renegociación de las deudas pendientes con el cliente. Preparación y revisión de las opciones legales para aplicarlas respecto a las deudas pendientes de pago al no llegar a un acuerdo.

Se introdujeron procesos continuos para el seguimiento de la morosidad, que posibilitaron la detección temprana de cuellos de botella en cuanto al pago en el caso de clientes "críticos". SCG aclaró internamente los servicios de suministro prestados o no prestados, pero sí facturados por TES. De este modo, en un período de aproximadamente 6 meses, se acordó una cantidad de deudas vencidas por 3.000.000 millones € que fueron pagadas por los clientes.

Conclusión:

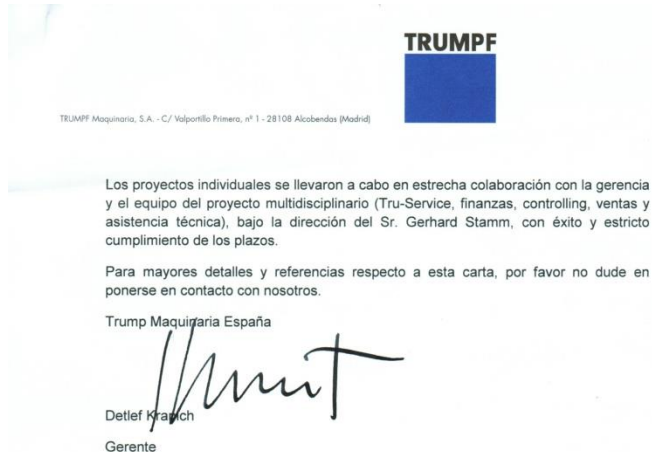
Debido a la experiencia en procesos de reestructuración y reorganización de la consultora Stamm Consulting Group (SCG), se produjeron éxitos a corto plazo. A través de conocimientos especializados fundados y a una destacada sensibilidad, construyeron una base de confianza y elaboraron con nuestros empleados soluciones adecuadas para todo tipo de problemas, llevándolas conjuntamente a la práctica.

Las excelentes habilidades de comunicación y el seguimiento sistemático, condujeron a una gran aceptación de las propuestas, esenciales para la exitosa implementación de los métodos de optimización desarrollados.

Debido al asesoramiento claro y competente, los empleados de la consultora Stamm Consulting Group han gozado de gran confianza y alta estima por parte de los directivos y de todos los empleados

✓ Our short-term successes were thanks to the Stamm Consulting Groups' experience in restructuration and reorganization processes.

Why Stamm Consulting Group?



- ✓ Individual projects were carried closely with the management and the multidisciplinary project team ... with great success and in strict compliance with deadlines



3- day workshop: Six Sigma Euroports / Rostock / Germany

- What is LEAN SIX SIGMA?
- The seven types of waste
- LEAN STAGES (LEAN-MANAGEMENT Phases)
- Continuous improvement
- DMAIC tools
- Examples, VSM, 5W, Waste, added Value, 5S, VOC etc..

- ✓ The customer says about the workshop:
- ✓ We are very happy with the result.
- ✓ Thank you for your good work and I hope we will soon have more opportunities.

Pablo Garcia: Operational Excellence Director / Euroports

Our experts

Gerhard Stamm – Degree in Electrical Engineering, specializing in automation techniques. MBA, Six Sigma Green Belt

President and Managing Director of the Stamm Consulting Group (SCG).

Languages: German, mother tongue, Spanish and English fluent written and spoken.

Interim manager and senior consultant with domestic and worldwide experience in creating, expanding, reorganizing and restructuring production companies. Extensive experience in international projects, including reorganization and crisis management of companies. Expert in manufacturing, assembly and service techniques in the automotive industry.

Experience and expertise in claim management, trouble-shooting, Six-Sigma processes (DMAIC), Lean Management Philosophy PDCA and active stakeholder management.



Carlos Jentsch – Degrees in Business Administration and Industrial Engineering, MBA, Lean, Six Sigma Black Belt, Auditor 9001

Carlos has worked for Stamm Consulting Group since 2012.

Languages: Spanish, German mother tongue, English fluent written and spoken.

As a consultant and project manager, Carlos focuses on process optimization, marketing and sales as well as corporate and market development. Profound knowledge, extensive experience in administration, finance and human resources, as well as in B2B and B2C marketing round off his profile. Excellent hands-on management skills in the implementation of lean management tools as well as in project management and solving quality problems.



Our experts

Eva Mateos – Degree in Psychology, Master in Human Resources Management

Eva has worked for Stamm Consulting Group in Barcelona since 2008.

Languages: Spanish, mother tongue, English fluent written and spoken.

Her consulting work covered all HR Management tasks such as job description, job validation, training and remuneration concepts, contracting, negotiations with work council during closing and downsizing companies. Safety, Health and Environment. In addition, deep understanding on how to implement Lean Administration tools and wide experience with data protection.



Javier Giron – Master of Science, Industrial Engineering, Six Sigma Black Belt

Javier has worked for Stamm Consulting Group since 2014.

Languages: Spanish, mother tongue, English and German, fluent written and spoken.

Manufacturing Senior Expert. Specialty in lean transformations and process improvements across industries, including Steel, Mining, Chemicals, Petrochemicals, Automotive, Consumer goods, Retail and Insurance. Program design, diagnostic, implementation and capability building Projects conducted in Europe, Asia, Southern Africa, South America, Middle East.



Our experts

Karl Böhle – Degree in business administration and internal auditor

Karl has worked for Stamm Consulting Group since 2009

Languages: German, mother tongue, Spanish and English fluent written and spoken

Karl worked for several international companies mainly Tier 1 suppliers in different countries as Managing Director and member of the board.

His consulting work is focused on Finance and Administration Claim Management and especially on Merger and Acquisitions Projects. Furthermore, he has deep knowledge about shut-down of facilities, relocation of companies and products, and in the implementation of cost cutting programs.



Daciana Ile – Degree in Applied Physics, Diploma of Advanced Studies in Materials Sciences, Lean Manufacturing

Daciana has worked for Stamm Consulting Group since 2015

Languages: Rumanian mother tongue, Spanish and English fluent written and spoken

Her consulting work focuses on the effectiveness and efficiency of all processes along the value added chain, especially in automotive suppliers. She is Lean Manufacture expert, focused on the implementation of the Lean methodology and production systems, (5S, OEE, VSM, TPM, KAIZEN) with long experience to lead workshops and to monitor PDCA cycles to improve productivity and to reduce costs. Furthermore, experience in Change- and Quality Management.



Our experts

Carlos Viega – Electromechanical Engineer, specialized in machinery techniques, manufacturing, quality and management control

Carlos Alberto Viegas arbeitet seit 2014 für die Stamm Consulting Group

Languages: Spanish, mother tongue, English and German, fluent written and spoken, Italian and Portuguese, intermediate level.

Carlos is a Senior consultant with experience in Spain and at international level in the coordination of new projects in the technical project phases as well as in the control of the economic objectives (target control). Sales engineer for machinery and optical equipment and experienced in the development of new client/supplier networks.

He has worked abroad for many years (Argentina, Spain, Germany, Brazil) and knows the realities and mentalities of different cultures. He has a creative mind in line with the philosophy of Stamm Consulting Group and worked in various management positions in the automotive industry and subsidiaries.



Carles Vila – Degrees in Industrial Engineering and Business Administration

Carles has worked as Senior Consultant for Stamm Consulting Group since 2014

Languages: Spanish and Catalan, mother tongue, English fluent written and spoken

Carles is senior consultant, project manager, expert in design, production, assembly for automated solutions in the industry. Use of Total Quality Management (QOS), implementation of the Lean Management philosophy and CIP workshops of continuous process improvements. International experience in England, France, Italy, Germany, the Czech Republic, Poland, the USA, Mexico and Israel.



Our customers

Stamm Consulting Group (SCG) has already carried out many projects with customers from Europe and Latin America.

Our customers include OEMs such as Audi and Seat, as well as a lot of different suppliers in the automotive and other sectors, such as Miba (Sintermetal), Leoni Furas, Megatech, Thyssen Krupp, Webasto, Trumpf Ibérica, Kunow Electronic, Linde Material Handling, Bombardier, Alte Technologies, Euroports, Barça Fashion Store, among others.

SCG Projects are performed worldwide:

Spain, Germany, Switzerland, Czech Republic, The Netherlands, United Kingdom, Sweden, Argentina, Mexico and Venezuela.

Customer references



BOMBARDIER

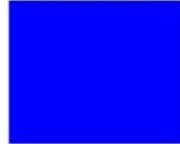
THE QUALITY CONNECTION

LEONI

Wire • Cable • Wiring Systems



TRUMPF



Modern Plastics Technology



Werkzeugmaschinenfabrik
VOGTLAND



Innovation in Motion



Ecoclean

BARÇA FASHION STORE



SEAT

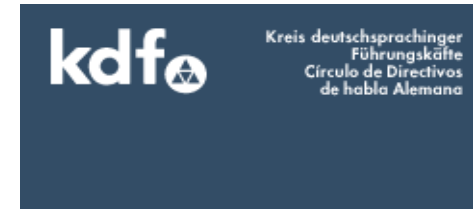


Sintermetal S.A.



Our partners

Stamm Consulting Group (SCG) has a network of partners that bring sector-specific insights and solutions.



Contact details

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