

# STRATEGY FOR THE DEVELOPMENT OF CALIBRATION AND MEASUREMENT CAPABILITIES QUALITY

QUALITY  
INFRASTRUCTURE





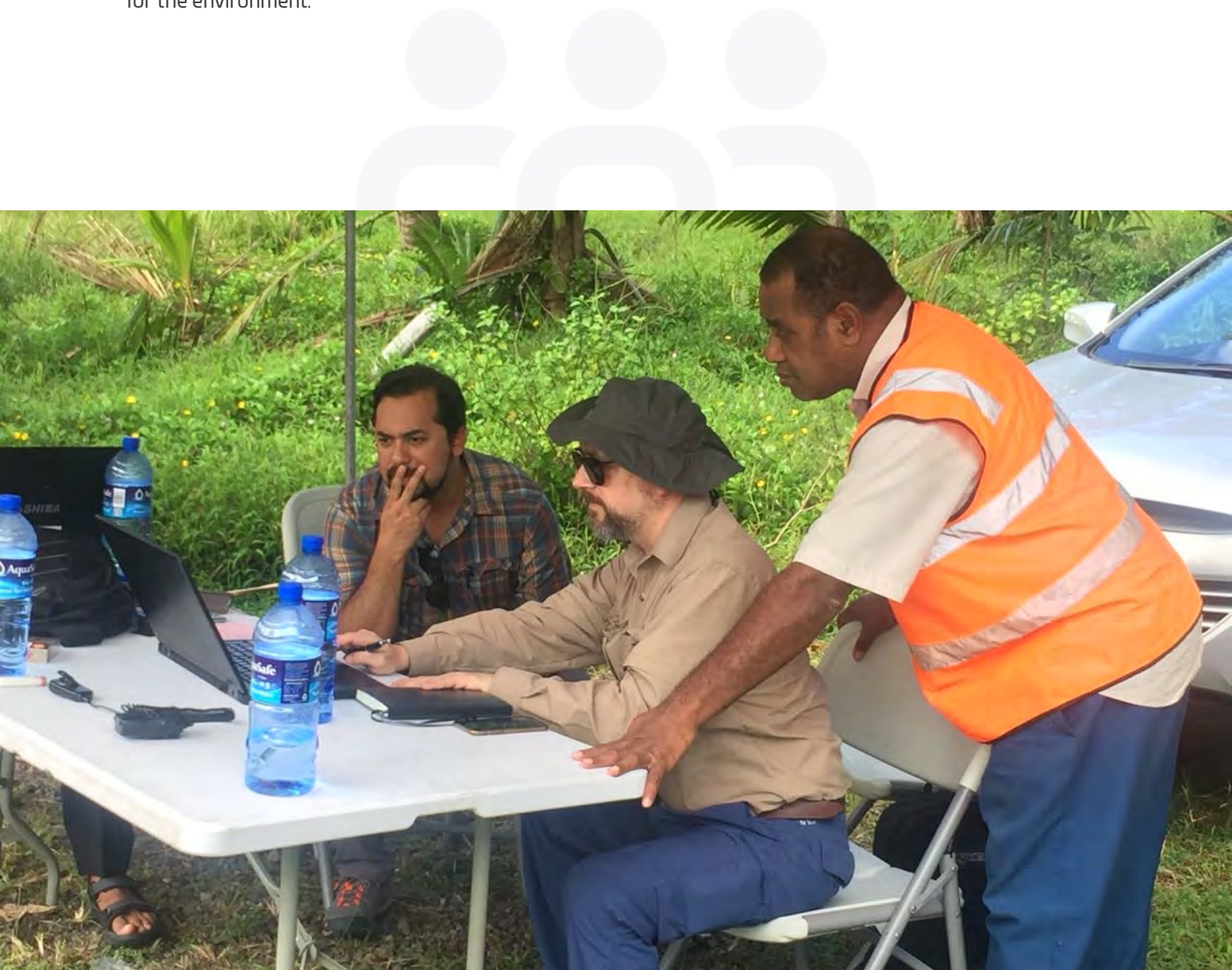


# WELCOME

Your first step towards the development of calibration and measurement capabilities.

Without a doubt, the development of countries is based on the competences of their people, and the capabilities of their companies and institutions. These determine what in their countries can create, make or manufacture, what they can produce or market, and the quality of people's health and care for the environment.

Quality infrastructure, knowledge and experience in quality issues, are essential capacities and competences. As consultants our objective is to help you to develop them according real needs and with **Common Sense**.



# ABOUT US

We are a team with competences in different technical fields and management. However, why is this relevant to you?

In your role as a senior executive of an organization, you know that the development of quality infrastructure is not only a technical issue, which is solved, for example, by purchasing equipment.

Much is involved in proper management of aspects such as strategy, people, and operations. But, unlike the purely technical aspects, proper management does not have standards that specify what to do in each situation. In addition, management problems are not as structured as the technical issues.

On the other hand, organizations that operate in the field of quality infrastructure are service organizations, in which operational management is more complex than in other areas, such as manufacturing.

Therefore, it is necessary to have experience and knowledge in service management and technical aspects. In Common Sense Consulting, we have both, at a technical and managerial level.

We have experience and knowledge in metrology, accreditation, standardization, testing laboratories and certification, as well as in the areas of strategy, marketing, sales, human resource management, finance and accounting, and information technology.



*We are based in Chile.*



# OUR TEAM

We have complementary competences and experiences.

**Ignacio  
Gutiérrez**



- Industrial Engineer
- Master in Business Administration

- 20+ years of expertise in operations & product management.
- Strong knowledge of industrial processes and machinery.

**Claudio  
Gelmi**



- Industrial Engineer
- Ph.D. in Chemical Engineering

- 19+ years of experience in scientific research and university administration.
- Extensive experience in data science, chemical processes design and statistical analysis.

**Francisco  
García**



- B.Sc. In Physics
- Master in Business Administration

- 19 + years of experience in the field of industrial metrology, at technical and management levels.
- 14+ years of experience in international consultancy on metrology.



# OUR ASSOCIATES

They enhance our scope with competences that provide sustainability to the projects

**Osvaldo  
Rivera**



- B.Sc. in Agronomy
- B.Sc. in Biology

- Expert in government and communications management.
- +30 years of experience in cultural management.

**Aldo van  
Weezel**



- Industrial Engineer
- M.Sc. in Engineering
- Master in Media Management
- Ph.D. in Business Administration

- Expert in the fields of Communication, Marketing and Technology Information.
- CEO and Founder of easybots.io

**Críspulo  
Marmolejo**



- Lawyer
- Master in Law
- Ph.D. in Law

- Expert in Law and Economics, Regulatory Law, Antitrust Law and Institutional Design.
- Professor at Valparaíso University

**Pablo  
Granado**



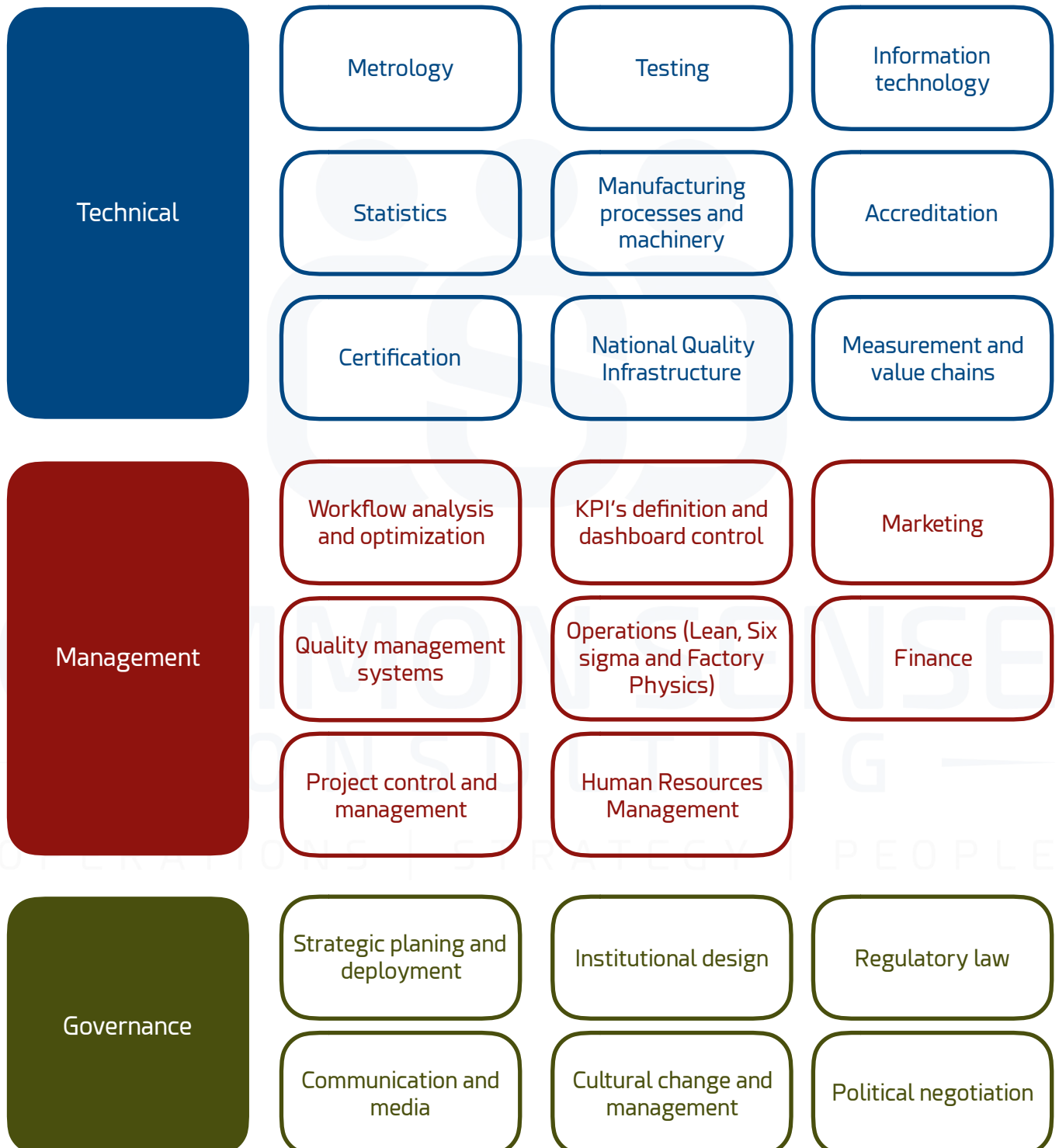
- B.Sc. in Accounting
- Master in Business Administration

- Expert in Accounting and Finance.
- +15 years of experience in Finance and Human Resources Management of large construction companies.



# OUR COMPETENCES

We have complementary competences and experiences.





# OUR METHODOLOGY

We execute our service with a systematic approach focused on real needs.

## Stages

0

Kickoff

1

Strategy design

2

Enabling for the implementation of the strategy

3

Implementation follow-up





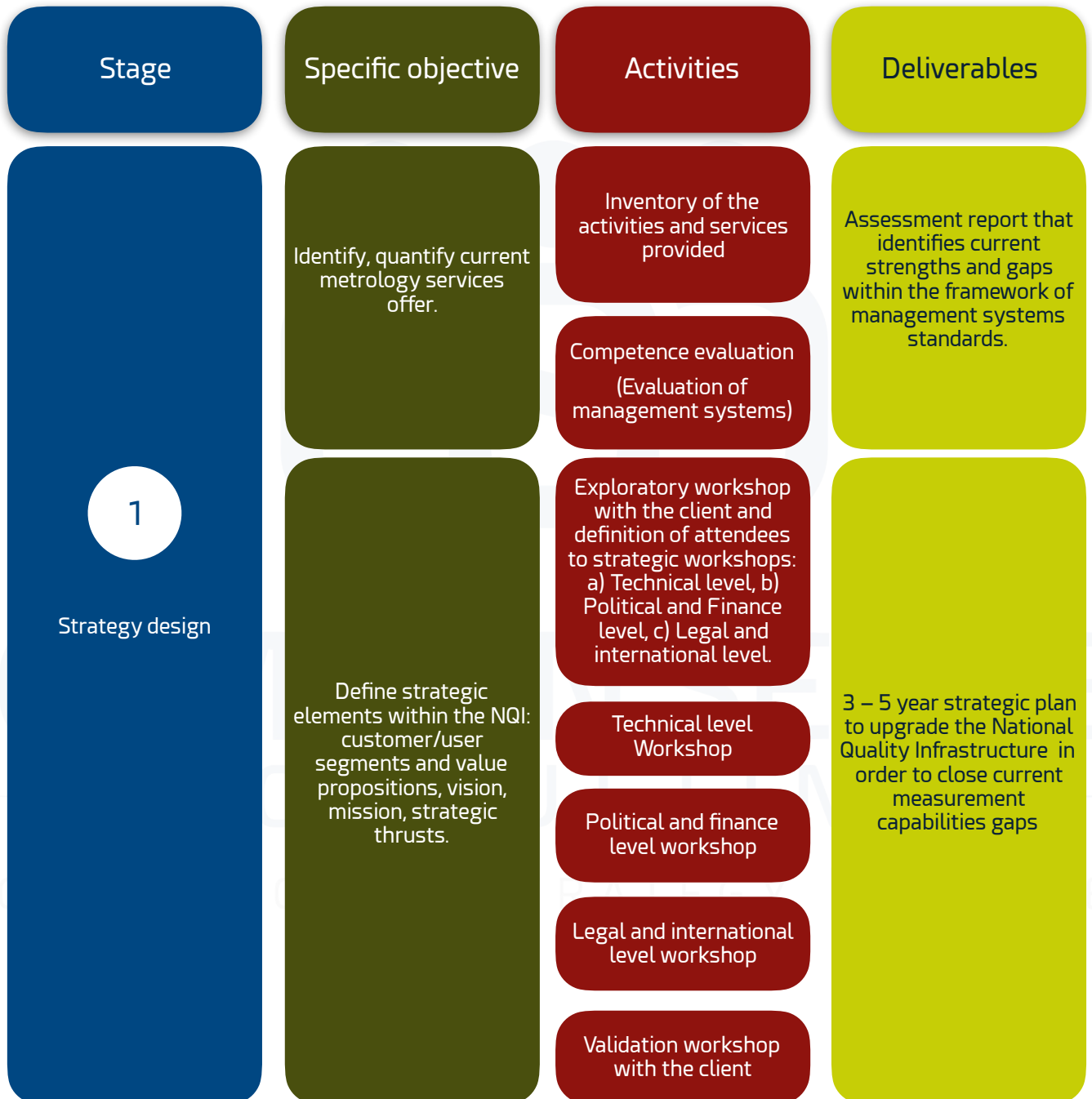
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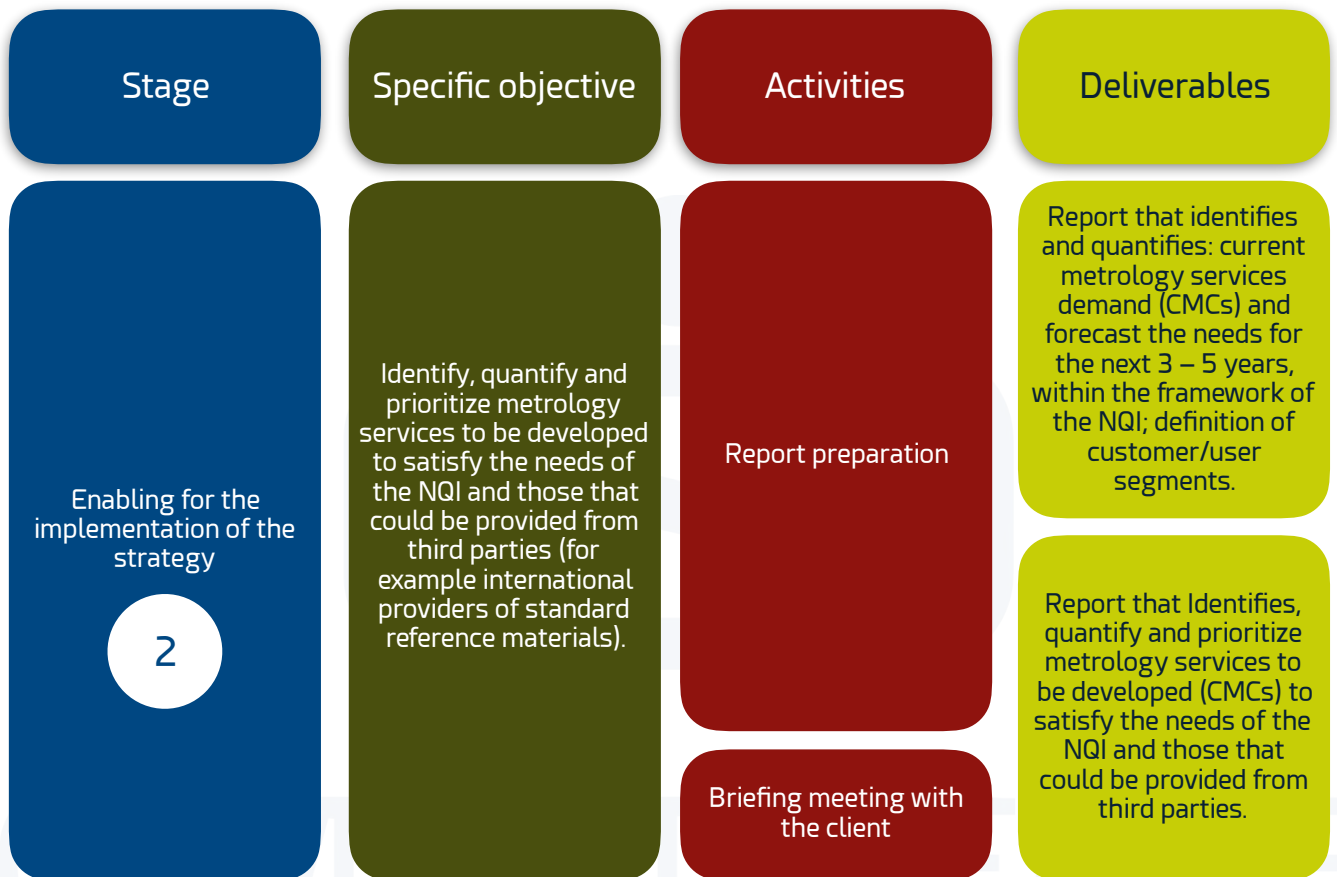
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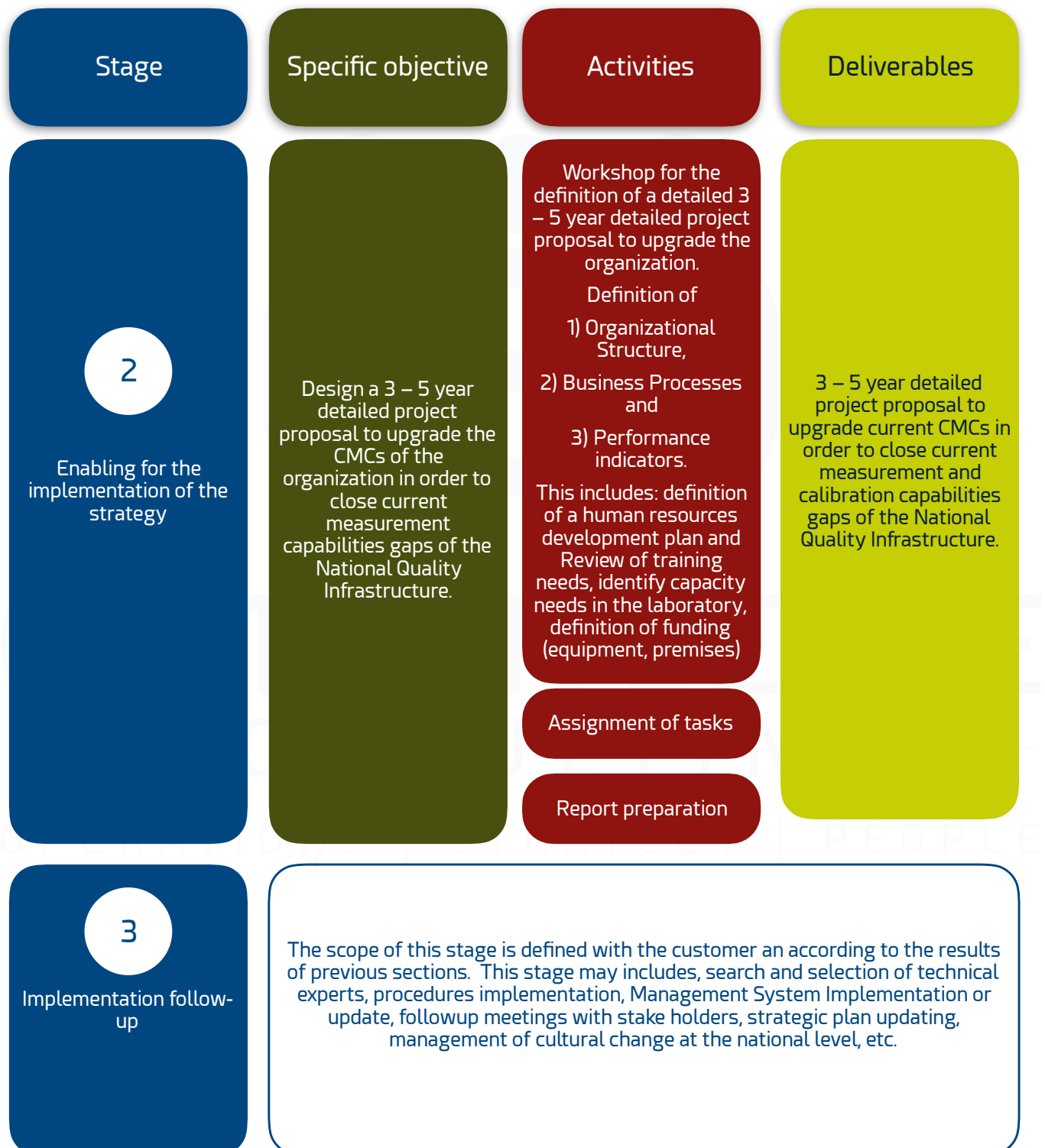
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