







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.

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.

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.

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.

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.



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

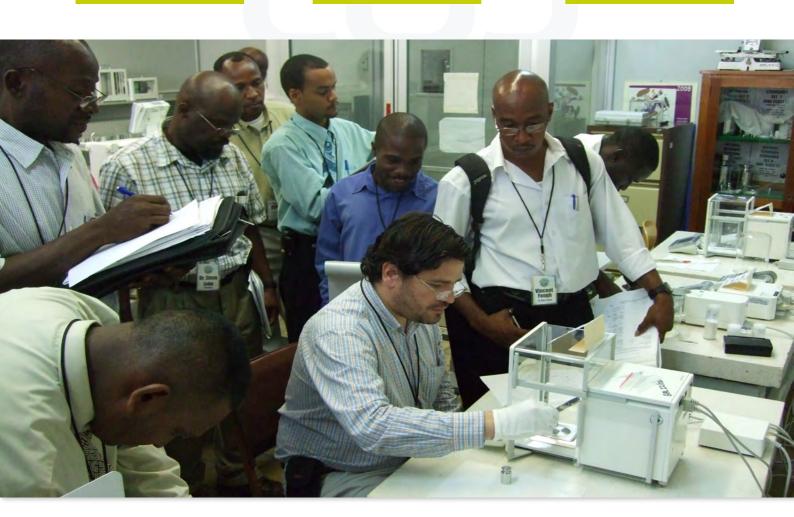


- Industrial Engineer
- Ph.D. in Chemical Engineering
- 19+ years of experience in scientific research and university administration.
- Extensive experience in data science, chemical processes design and statistical analysis.

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.





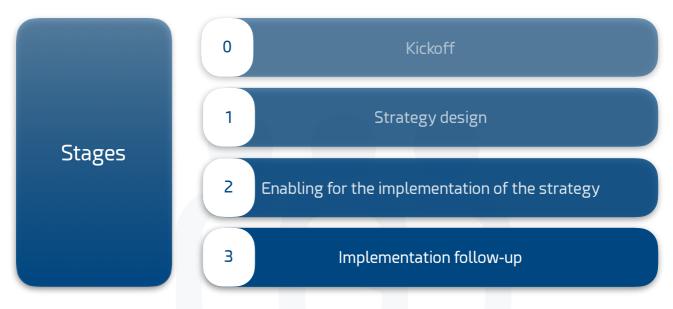
COMPETENCES

We have complementary competences and experiences.

Technical	Metrology	Testing	Information technology
	Statistics	Manufacturing processes and machinery	Accreditation
	Certification	National Quality Infrastructure	Measurement and value chains
Management	Workflow analysis and optimization	KPI's definition and dashboard control	Marketing
	Quality management systems	Operations (Lean, Six sigma and Factory Physics)	Finance
	Project control and management	Human Resources Management	
Governance	Strategic planing and deployment	Institutional design	Regulatory law
	Communication and media	Cultural change and management	Political negotiation



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







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Stage

Specific objective

Activities

Deliverables

0

Kickoff

Define national productive and regulatory activities to be considered as the priority.

Review of the national economy

Review of government programs / strategy

Definition of prioritization criteria

Report preparation with a proposal of priorities

Meeting the cliente to validate a proposal.

Documented agreement on initial priorities

1

Strategy design

Identify, quantify the current demand for metrology services demand and forecast the needs for the next 3 – 5 years.

Meeting for a definition of stakeholders (NQI elements, productive companies, general public) to visit and interview them.

Interviews with stakeholders, on-site visits to production companies, public markets, and premises of existing NQI elements.

Preliminary report that identifies and quantifies: the current demand for metrology services demand and forecast the needs (CMCs) for the next 3 – 5 years; preliminary definition of customer/user segments.



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Specific objective **Deliverables Activities** Stage Inventory of the Assessment report that activities and services identifies current provided Identify, quantify current strengths and gaps metrology services within the framework of offer. management systems standards. Competence evaluation (Evaluation of management systems) Exploratory workshop with the client and definition of attendees to strategic workshops: a) Technical level, b) Political and Finance Strategy design level, c) Legal and international level. Define strategic 3 – 5 year strategic plan elements within the NQI: Technical level to upgrade the National customer/user Workshop Quality Infrastructure in segments and value order to close current propositions, vision, measurement mission, strategic Political and finance capabilities gaps thrusts. level workshop Legal and international level workshop Validation workshop with the client



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Stage

Specific objective

Activities

Deliverables

Enabling for the implementation of the strategy

2

Identify, quantify and prioritize metrology services to be developed to satisfy the needs of the NQI and those that could be provided from third parties (for example international providers of standard reference materials).

Report preparation

Briefing meeting with the client

Report that identifies and quantifies: current metrology services demand (CMCs) and forecast the needs for the next 3 – 5 years, within the framework of the NQI; definition of customer/user segments.

Report that Identifies, quantify and prioritize metrology services to be developed (CMCs) to satisfy the needs of the NQI and those that could be provided from third parties.





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Stage

Specific objective

Activities

Deliverables

2

Enabling for the implementation of the strategy

Design a 3 – 5 year detailed project proposal to upgrade the CMCs of the organization in order to close current measurement capabilities gaps of the National Quality Infrastructure.

Workshop for the definition of a detailed 3 – 5 year detailed project proposal to upgrade the organization.

Definition of

- 1) Organizational Structure,
- 2) Business Processes and
 - 3) Performance indicators.

This includes: definition of a human resources development plan and Review of training needs, identify capacity needs in the laboratory, definition of funding (equipment, premises)

Assignment of tasks

Report preparation

3 – 5 year detailed project proposal to upgrade current CMCs in order to close current measurement and calibration capabilities gaps of the National Quality Infrastructure.

PEUPLE

Implementation follow-up

The scope of this stage is defined with the customer an according to the results of previous sections. This stage may includes, search and selection of technical experts, procedures implementation, Management System Implementation or update, followup meetings with stake holders, strategic plan updating, management of cultural change at the national level, etc.



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