



Case Study

Siltronic



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Background

Siltronic is a global leader in the market for ultra-pure silicon wafers and the partner of numerous leading chip manufacturers. Siltronic develops and manufactures wafers with diameters of up to 300 mm at production sites in Europe, Asia and the United States.

Silicon wafers form the heart of modern micro- and nanoelectronics - for computers, mobile telephones, Internet, DVD players, flat-panel displays, navigation systems, airbags, computer tomography machines, aircraft control systems and many other applications.

Challenge

Siltronic is in a highly competitive industry. They needed a purchasing team that could make the absolute most out of every dollar invested and continuously develop fresh and creative ideas to establish competitive advantages. The bottom line, Siltronic's purchasing team needed to create profits where they didn't exist before.

Olsen Group Solution

To meet Siltronic's goals, The Olsen Group recommended the following programs: Using Creativity to Solve Problems, Effective Negotiation Skills, Enhancing Listening Skills and Developing Questioning Skills, and individual Leadership Coaching. These programs have proven results in several areas Siltronic needed: utilizing internal and external resources to solve complex problems, increasing margins, generating higher return on investments, building synergistic teams.

Results

“Over the last 12 months, we posted outstanding results in our measurements of success. The customized training sessions provided significantly impacted the mindset used throughout the year to not only meet but exceed our goals. The professional and consistent program Olsen delivered based upon our needs not only gave the team tools to use in everyday situations but also fostered the creativity needed to create, communicate and implement continuous improvement ideas. Great focus, training and support.”

Steve Jedan, Director of Purchasing