

THE COMPANY'S PORTFOLIO

‘There’s no other research company with such training background and there’s no other training company with such research background.’- a client

ABOUT US

We have been operating since **1997**.
We offer a broad scope of training, research,
evaluation and other services
concerning advisory projects.

Only between 2012 to 2014 we have:

- trained over **5000** people,
- covered **190** training topics,
- co-operated with **91** trainers,
- covered over **500** research projects,
- done over **200 000** Paper and Pencil Interviews.



TRAININGS

Execution of our trainings is preceded by the thorough analysis of the client's needs.

We offer trainings in closed, open or outdoor forms, as well as individual sessions covering:

- sales techniques,
- management,
- HR,
- self- development,
- managing skills development,
- cultural differences in business,
- integration meetings.



RESEARCH

We co-operate with Millward Brown, a global research company and a group of experienced experts, dealing with social, market, marketing and evaluation areas. Our research is executed based on international standards, as far as quantity and quality research techniques are concerned.

We possess both our own survey network and technical back-up. Our potential is as follows:

- over 40 ,equipped in laptops, field interviewers operating in Upper Silesia,
- 32 field co-ordinators in the whole Poland,
- a network of professional and well- qualified Mystery Shoppers,
- a 10- stand CATI studio,
- 2 laboratories for FGI, IDI and CLT research in the centre of Katowice,
- equipment and software for eye tracking and neuro- marketing research.

We guarantee execution of all research stages within the complete process:

- setting the goal,
- formulating questions,
- the choice of methodology,
- preparation of research tools,
- field execution,
- data and statistical analyses,
- report preparation together with recommendations,
- results presentation.



Consulting services provided by our company are based on acquired knowledge and gained experience, on both training and research markets. Our experts have valued competence and experience concerning preparation and evaluation of projects.

The basis of our consulting projects' efficiency are undertaken actions, which cover:

- analysis of capacity and diagnosis based on research,
- analysis of both training and development needs,
- creation of concepts and tools fostering achievement of business results set up by the clients,
- individual development and fixing actions,
- creation of the development plan suggestions,
- introduction of solutions and their evaluation.

We provide services concerning complex preparations of execution studies and business plans for investment projects.



We are the only company on the Polish market, which provides consulting on the field of innovations- using verified tools and techniques of the GTI methodology.

GTI is a processing approach of evaluation, introduction and improvement of the effective innovations management.

GTI is a catalogue of practically verified methods concentrating on:

- Efficiency improvement of complex systems or solutions.
- Management of the intellectual property- creation of effective patent security and avoidance of competition limitations.
- Forecasts done by the evolution method, in order to create new products and services
- strategic innovations- creation of breakthrough solutions, allowing the advantage over the competition.

As far as GTI is concerned, we, as the only company in Poland, offer certified training sessions- Certified Strategic Innovation Professional.

GTI methodology has global reference of technological market leaders such as: NASA, Lockheed, Martin, Ford, Black&Decker, Johnsons&Johnsons and other companies from the 500 Fortune list.



Our Clients

We have experience in executing major training and research projects for Companies with a substantial market position. Among them are:

AUTOMOTIVE

- Fiat Auto Poland S.A.
- DaimlerChrysler Automotive Polska Sp. z o.o.
- Soley-Pro s.c.
- CITROEN Polska Sp. z o.o.
- Ford Polska Sp. z o.o.
- Skoda Auto Polska S.A.
- Suzuki Motor Poland Sp. z o.o.
- Mazda Motor Poland Sp. z o.o.
- CARSERWIS Sp. z o.o.
- Auto BOSS Sp. z o.o.
- Raytheon Professional Services GmbH
- Faurecia Gorzów S.A.
- Faurecia Automotive Polska S.A.
- Volkswagen Poznań Sp. z o.o.
- Autokopex Cars Sp. z o.o.
- PROSEAT Spółka z o.o.
- SEAT - Volkswagen Group Polska Sp. z o.o.
- Ford Polska Sp. z o.o.
- GENERAL MOTORS MANUFACTURING POLAND Sp. z o.o.
- Chevrolet Poland Sp. z o.o.
- AT Szumilas sp.j.
- Moto Sp. z o.o.
- MM Cars Sp. z o.o.
- Auto Centrum Gliwice Lellek Group Sp. z o.o.
- Zakłady Sprzętu Motoryzacyjnego "Polmo" S.A.
- OR- SAT Zakład Pracy Chronionej Sp. z o.o.
- EATON AUTOMOTIVE SYSTEMS Spółka z o.o.
- Faurecia Legnica S.A.
- Hyundai Motor Poland Sp. z o.o.
- Dixi-Car S.A.
- PHU Ryszard Nowicki
- MAKAREWICZ AUTORYZOWANY DEALER KIA MOTORS
- Ren Car Sp. z o.o.
- KIA Motors Polska Sp. z o.o.
- Polska Izba Motoryzacji Sp. z o.o.
- Korczyk Sp. z o.o. sp.k.
- Honda Motor Europe Limited Sp. z o.o.
- TRW Polska Sp. z o.o.
- JKK Moto Sp. z o.o.
- Inchcape Motor Polska Sp. z o.o.

Our Clients

BANKS AND FINANCIAL INSTITUTIONS

- Powszechny Dom Kredytowy
- SYGMA BANQUE S.A.
- Krajowa Izba Rozliczeniowa S.A.
- PKO BP S.A.
- Bank BPH S.A.
- TU Allianz Życie Polska S.A.
- Aspiro S.A.
- Bank Gospodarki Żywnościowej S.A.
- mBank S.A.
- Volkswagen Bank Polska S.A.

FURNITURE AND WINDOW PRODUCERS

- Black Red White S.A.
- Oknoplast Sp. z o.o.

ENERGY

- TAURON Sprzedaż GZE Sp. z o.o.

FMCG SECTOR

- Jurajska Sp. z o.o.
- Coca Cola HBC Polska Sp. z o.o.
- Kochlöffel Polska Sp. z o.o.

PRODUCTION

- RECTUS Polska Sp. z o.o.
- EMG Poland Sp. z o.o.
- Famur S.A.
- Diehl Controls Polska Sp. z o.o.
- MAHLE Polska Sp. z o.o.
- MCS Sp. z o.o.
- CeDo sp. z o.o.
- Keller Sp. z o.o.
- KICO Polska Sp. z o.o.
- Kirchhoff Polska Sp. z o.o.
- TI Poland Sp. z o.o.
- DELFO POLSKA S.A.
- Italmetal Spółka z o.o.

CHEMICAL BRANCH

- Sewera Polska Chemia S.A.
- Lotos Asfalt Sp. z o.o.
- BORGWARNER POLAND Sp. z o.o.
- LOTOS Oil Sp. z o.o.
- Fuchs Oil Corporation (PL) Sp. z o.o.
- Centum Metal Odczynniki Chemiczne- Midas Investment Spółka z Ograniczoną Odpowiedzialnością Sp. K.

AVIATION

- Technological Park of Aviation, Enterprise and Innovation in Bielsko
- International Airport of J.P II in Cracow

Our Clients

PUBLIC SECTOR

- Employment Office in Chojnice
- The Main Mining Office
- District Sanitary Inspection in Katowice
- Football Association in Lubuski District
- Research Centre and Mining Inspection
- Fire Station in Ożarów Mazowiecki
- Regional Development Agency in Warmińsko- Mazurski District
- The City Hall in Starachowice
- Family Aid Centre in Lubliniec
- Work and Education Centre in Rybnik
- Regional Development Agency in Małopolski District
- Employment Office in Ruda Śląska

COLLEGES

- Silesian College of Management of gen Jerzy Ziętek
- Business College in Dąbrowa Górnicza
- University of Economics in Katowice
- Polytechnics in Łódź
- University of Silesia in Katowice

CHAIN STORES

- Avans S.A.
- IKEA RETAIL Sp. z o.o.

OTHERS

- Group 4 you
- Giant Polska Sp. z o.o.
- Metropolis Sp. z o.o. sp.k.
- Ruch S.A.
- Twomark
- DGA S.A.
- P. U. H. "MODERATOR" Alfred Paszek
- Triton Development S.A.
- Jurajska Sp. z o.o.
- Anwis Sp. z o.o.
- FUJIFILM EUROPE GMBH Sp. z o.o.
- GSK Commercial Sp. z o.o."
- Ines Sp. z o.o.
- Walmark Sp. z o.o.
- Hurtownia elektryczna EL-BIS
- Aspe Sp. z o.o.
- DP Metal Processing Sp. z o.o.
- PETERSEN CONSULTING - Marek Piotrowski
- Coca Cola HBC Polska Sp. z o.o.
- PIVEXIN Technology Sp. z o.o.
- EUREKA
- Kochlöffel Polska Sp. z o.o.
- Millward Brown S.A.
- ATENEUM Sp. z o.o.. Sp.K.

TELECOMMUNICATION/ IT

- NOKIA SIEMENS NETWORKS POLSKA Sp. z o.o.
- Sygnity S.A.
- Telefonía DIALOG S.A.
- Truphone Poland Sp. z o.o.

The Management



Zygmunt Folta

CEO

zygmunt.folta@otawagroup.pl



Tomasz Otawa

Training and Consulting Director
tomasz.otawa@otawagroup.pl



Krzysztof Otawa

Research and Development Director
krzysztof.otawa@otawagroup.pl



**We do hope Our offer shall incline
you to co-operate with us.**

Grupa Doradcza

Limited Liability Company, Limited Partnership

40-560 Katowice, ul. Grzyński 16

www.otawagroup.pl