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Summary

" I can recommend to all decision-makers S & P / Dr. Horst Mertens in good conscience, if they are not looking for consultancy and analysis offerings" off the shelf ", but are interested in tailor-made solutions - those that are operational and actually work ! "

Testimonial

I have come to S & P with the goal of a customer-focused reorientation of my sales team as well as the following questions: "How do I reach customer insights that are really useful with truly representative customer samples?" " From these insights, strategic and tactical march plans for a cross-functional team (sales, marketing, medicine, access)? "

I have found an excellent, competent and quality-conscious partner in S & P (Dr. Schneider Healthcare Consulting Partners GmbH) and has been interacted in more than 15 years in several projects with S&P (market analytics, strategy, key actions, implementations, Organizational optimization) in Germany and Switzerland.

The difference that S & P and Dr. Mertens make in comparison to other company consultations, is their outstanding commitment to us customers, the expertise of the consultants through many years of industrial and consulting experience in healthcare and life sciences and the uncompromisingness of the entire quality chain - the methodology structures, the processes and the results.

For example, in the case of the so-called ICCBA (Innovative Customer-Client-Brand-Assessment) via CPA (Customer Perception Audit), the extensive question catalog is developed by S & P interactively with the client and checked for consistency. Customer recruiting is carried out by S & P according to strict compliance and business ethics standards, the conduct of the oral and written interviews with a high degree of completeness of the information as well as an unusually high customer acceptance for onsite market analyzes by the customers for S & P was always 1.5 and better.

Finally, the results presented for management decisions by S & P are discussed extensively with the team in a workshop and then elaborated with S & P as a consultant, moderator and management coach. ...



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Testimonial

... This ensured a high degree of sustainability for us, as far as the implementation of the relevant research results was concerned - at least for 1-2 years! In the end, we have succeeded in improving our position on the market in a sustainable and measurable manner through the market measures taken as a result of our collaboration with S & P - and thereby fulfilling our targets.

I can recommend S & P to all decision-makers in good conscience, if they are not looking for consultancy and analysis offerings "off the shelf", but are interested in tailor-made solutions - those that are operational and actually work!
