



A new mission in good spirit

This is the first newsletter (second edition) called "in good spirit" from Toleap Consulting AB, founded 2016 by Per Tägtström, Jan Kuoppa and Andreas Kuoppa.

Toleap Consulting specializes in professional development within the sales team of internationally active industrial companies. Applied know-how in the design, engineering and materials is the technical basis of our offer. We combine this with great insight into the commercial part – the sales challenges, market conditions and end-user needs. This makes the offer to our customers unique.

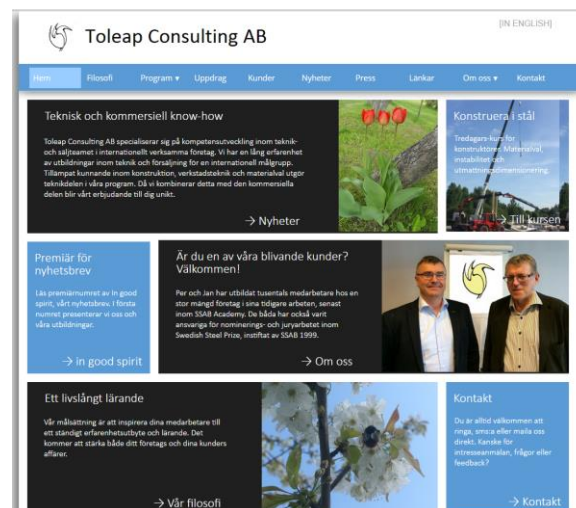
In this first issue we present our contact information, homepage, training programs, services and ourselves. We plan to release "in good spirit" twice a year. Generally, we will write about Toleap activities, our development on the market and interesting news in our field of work.



Toleap Consulting AB

- Technical and Commercial Know-how

Our homepage



www.toleap.se/en and www.toleap.se

Please, we would appreciate if you could give us your feedback by sending us an e-mail or giving us a call.

Contact information

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E-mail: toleap.consulting@toleap.se

Our programs

We offer tailor-made programs according to your specific needs. It is about business, technique and people.

Our open programs ready to run are:

- the technical and commercial customer offer
- our unique consultative sales training
- design and manufacturing in steel
- fatigue design, including the FAT-comp software
- presentation technique and communication tools

The Customer Offer, technically and commercially

Customer needs

When you meet the customer how do you know that you have understood her/his demands? To understand the needs of the customer and have structured meetings with your customers are in focus in our educations.

Part 1. Company strategies and communication

The company's own operations in focus. Participants, company representatives and management give their view of the business. We select key presentations depending on the activities and preferences. We conduct the first team activities, on what the customer offering includes and how it is communicated.

Part 2. The business, the customers and the end users

We meet customers in different situations. The meeting between people of different backgrounds and roles should be to a mutually rewarding exchange. Experience from existing customers is discussed and further processed in this education. How develop existing and how to create new business?

Follow-up

Strategies for better customer cooperation is an important part of follow-up. Finally, the individual improvement of techniques in different situations on the field is what gives better results.

We offer the training in Swedish and English.

www.toleap.se/en/customeroffer or
www.toleap.se/kunderbjudandet





Consultative Sales

– a unique learning experience for the sales team

Summary

- A modern concept of consultative selling
- Participants are actively working with their own, ongoing customer projects.
- Tailored to your specific circumstances, your employees' needs and your company's stated goals.
- Training includes market analysis, exploration, upgrading the customer offering and application of consultative selling.
- The scope of the training is according to our recommendation a total of 5 days, divided into three sessions of 1-3 days.
- We offer the training in Swedish and English.

Participants*

- Salesmen
- Technicians, Sales and Customer Support
- Sales Support (e.g. supply management and sales administration)
- Purchasers
- Sales managers

*) We recommend the participants to have minimum 1-year experience

www.toleap.se/en/consultative or
www.toleap.se/konsultativ

The deeper the relation with the customer, the greater task for the sales team. You need to climb up and down the ladder, all new business start at the first step.

Customer relation



Salesman acting as

Design in Steel



Benefits

Based on our long experience in the engineering and steel industries, Toleap Consulting AB can now offer technology training, always with a focus on the customer and end-user benefits.

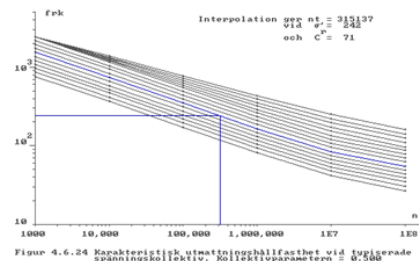
Holistic

Steel production, steel properties, design tips and practical advice for manufacturing are the main parts of this education. The holistic perspective means that we also reflect on other aspects, e.g. availability of materials, alternative materials, sustainability and end-user needs.

Buckling

Do you know the different instability effects? Modern design methods allow you to take instability into consideration. We will give you an overview of the subject and give hands-on tips how to handle design for best stability.

Fatigue



Figur 4.6.24 Karakteristisk utmattningshållfasthet vid typisgräns
spänningskollektiv. Kollektivparametern = 0.500

What can you do if you have problems with fatigue? We are focusing a full day on fatigue loaded structures. We give the engineers a lot of examples how to design and how to estimate the fatigue life of a design.

Scope

The usual arrangement is two days long and can be seen as a basic training for designers, production engineers and other steel users.

The third day is more advanced design engineering concerning fatigue. It is also offered as a separate 1-day long program.

We offer the training in Swedish and English.

www.toleap.se/en/design or
www.toleap.se/konstruera



Presentation Technique and Communication Tools

Your presentation skills

The target of this education is to train your own performance and thereby improve your presentation skills.

The format of the training can vary depending on your wishes. It can also be woven into other programs.

Communication tools

Do you know how to handle the tools that you use during your presentation? Does the screen behind you tell you what to present?

PowerPoint, whiteboard, flipchart, pdf-files and much more. The two most important “tools” are actually your voice and your gestures (body language). Can you tell your story without any tools? Sometimes that is the best way.

We will let you practice and give you feedback directly.

Participants

We can target this training to both industries and institutions. Anyone, who needs to learn how to make good presentations and how to handle the communication tools can take part of this training.

Scope

Our recommendation is that this training covers two days. During the first day we review the tools and you may carry out a short exercise by making your first short presentation. On the second day we give practical advice and tips while participants are presenting. The program ends with that you perform your examination, a full-fledged presentation of a topic that you have chosen.

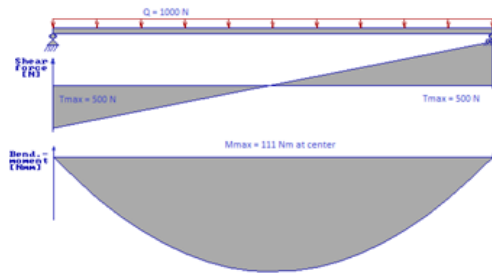
We offer the training in Swedish and English.

www.toleap.se/en/presentation or
www.toleap.se/presentation



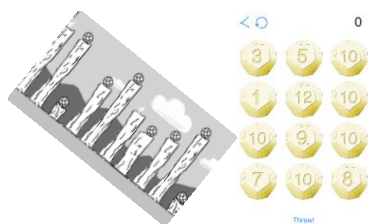
Consultations and Services

Design, calculations and material selection



We have a great expertise and long experience of design and materials issues. In addition, we have an understanding of the market conditions. We are advisors and/or providers of specific missions in this field. Please contact us prior to the start of a development project so that we together can develop your products and markets.

We have completed at least 200 specific customer orders regarding construction, structural design and materials in our previous work. We have also reviewed over 1.000 designs in detail. All assignments are treated strictly confidential.



Technical documentation



We have long experience of technical documentation, such as in the form of manuals and technical handbooks.

You can use us as a resource for this type of project, if you like, we can take lead responsibility in the projects.

Training

We also undertake to help develop training programs of various types.

For example, if you want to build your own internal platform for education or if you want to target educational offerings to your customers, both conventional and e-learning, you are welcome to contact us.

Webpages and programming

If you need support for IT-issues, web-pages or programming you are welcome to contact us.

www.toleap.se/en/assignments or
www.toleap.se/uppdrag

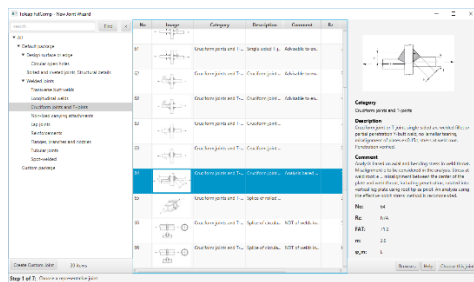
FATcomp

Software for design with regards to fatigue load

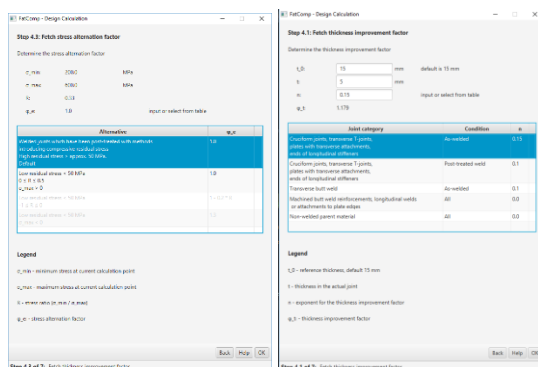
We have developed an own software for fatigue design, called FATcomp.

You can read a lot more about FATcomp on www.FATcomp.se/en or www.FATcomp.se.

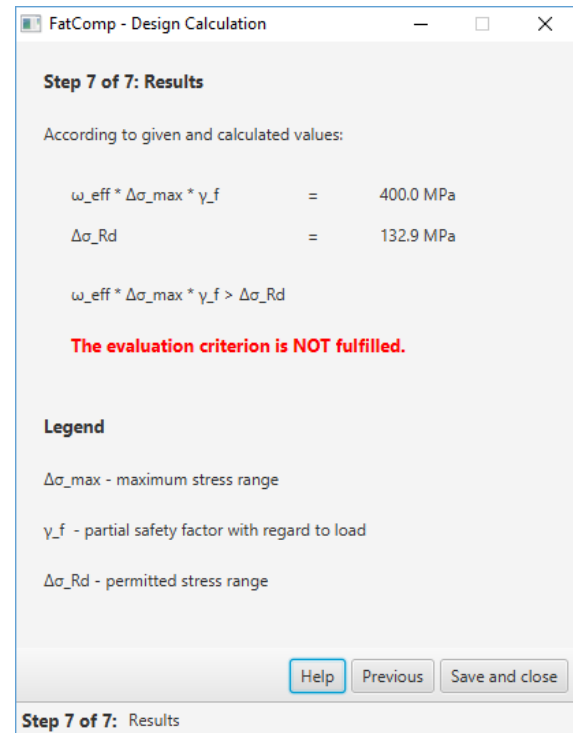
Below we show pictures from the software (still under development).



Selection of joint class from database. You can also build your own database of your own structural details, such as welded joints.



FATcomp has support for selecting and calculating all the parameters.



Finally, this computation is finished. Above, the result to the left is not approved, the design criteria is not fulfilled. So here you need to go back and make the design changes required. Often relatively small measures can be sufficient, other times you need to redesign the structure completely. Weld joints are often the weak points.

What FATcomp really is about is to develop your know-how and skills for designing with respect to fatigue load. To create your own database and exchange structured experience with experts.

www.FATcomp.se/en or www.FATcomp.se



About us

the dream team; Per Tägtström, Jan Kuoppa and Andreas Kuoppa.

Per Tägtström, Ph.D. – Headmaster



I have more than 20 years of experience from different positions in R&D, Quality and Education and training.

Education is much more than delivering a message. A carefully planned and professionally executed training is a very powerful tool in any technically driven organization. The right learning base can inspire and motivate in parallel to the training of methods, tools and best practice and/or company vision, values and strategy.

I'd say my best skill today is the creation and delivery on sales and technical trainings, paired with intercultural relations for international business. My technical skills are updated, as is my management insights, realizing what small but highly motivated teams, can accomplish together with a few experts.

Welcome to contact us

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Jan Kuoppa, M.Sc. – Headmaster

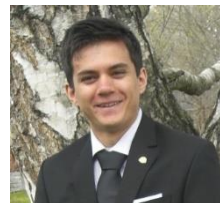


I have almost 40 years' experience from teaching, design, production, management, education and training. There are a few things I have

invented that today are standard, technical stuff. However, my best skills today are creating training programs and leading technical and sales training with participants from all over the world. Creativity is my "forte".

Actually, I have worked with the learning process since 1956. The future looks more exciting than ever. I am looking forward to this new adventure.

Andreas Kuoppa – Head of IT



I have almost 2 years working experience from "Trafikverket", i.e. the Swedish Transport Administration. There I worked e.g. with

databases and system migration.

My main interests are computer science and mathematics. Object oriented programming, web design and solving applied mathematical problems are really fascinating subjects. Leadership is an interesting subject. I have heard quite a lot from my father and his colleagues, but also from books on the subject.

Besides my engagement in Toleap Consulting AB, I am right now studying computer science at Linköping University



IOS-apps by Andreas



Alea X

Throw the dices and practice your mathematic skills!

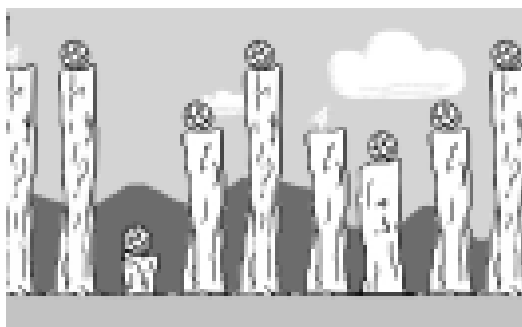
[Alea X by Andreas Kuoppa](#)

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poc poc

Addictive game for those dull moments!

[poc poc by Andreas Kuoppa](#)

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