

GSTS Group

CUTTING EDGE SOLUTIONS IN THE MOLD INDUSTRY

The GSTS Group - Global Sourcing Tooling Solutions started its way into the mold and plastic sector with the creation of GSTS Engineering in 2013 founded by two young entrepreneurs with the main objective to provide solutions in consulting and project management areas. Later, in order to expand and win market position, GSTS Engineering acquired the company JCortes Molds for Plastics, an organization that had been active for more than 25 years in the sector, dedicated mainly to the manufacture of high precision injection molds for several markets. At that time they moved forward with the rebranding of the group, renaming JCortes Molds for Plastics, to GSTS Tooling.



Tiago Baptista and Diogo Oliveira

► Situated in the Jardoeira Industrial Zone, municipality of Batalha, Leiria district, GSTS Group is positioned in the mold and plastic sector, with a wide range of services ranging from the manufacture, support and technical advice, to product development and project management.

Working with experienced and qualified staff, the company provides complete and integrated solutions for very demanding sectors such as: automotive, electronic and pharmaceutical.

According to Tiago Baptista, CEO of GSTS, the company's goal is to "meet the needs of customers with quality, great value for money and effectiveness, encouraging innovation and competitiveness. At the same time, as we follow the technological advances, we are able to always offer the best solutions." In turn, Diogo Oliveira, CFO of GSTS, explains that the company's



approach is based on three important variables: cost, quality and time efficiency. "We analyze and develop the product with determination, to ensure a higher quality production and at lower cost. In addition, our strategy is based on the use of our global presence, partnerships and expertise, which allows us to offer our customers the best dichotomy price / quality."

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At present, the company is focused on striving for efficiency, functionality of its products, services and optimization of the production process, which resulted in a sales volume in 2018 of approximately 2 million euros.

With a team of 20 employees, GSTS has its operational center in Portugal, having already started its internationalization process, of which 66% of the turnover results

from the foreign market, mainly from the European market.

Basically, GSTS supports its customers from the idea to series production, with a team of experienced and competent project management, with excellent Know-How in the industry and with the right resources to meet any challenge.

In GSTS, investment in improvements and



technical development are a constant and a certainty. Thus, to adapt to the market and customer needs, the company created an online platform “GSTSView” which aims to provide the customer tracking “in loco” of the project running, regardless of where it is, needing only a computer or smartphone with internet access.

“That’s why we don’t worry about the competition. Our focus is to do what we know best, responding to our customers’ needs, becoming a reference in the global mold and plastic by cutting-edge technology application and highly qualified human resources”.advocate the entrepreneurs. As for the future, Tiago Baptista and Diogo

Oliveira reveal that, in addition to betting on the renewal of the park of machines and greater investment in manufacturing areas, intend to continue to grow organically and in a prudent manner. “We want to continue to develop the area of consulting and expand our volume business, seeking the penetration in still unexplored

markets, but with high potential. For this, we intend to invest in partnerships with external native agents, who know the markets and who have the required technical skills. The advantage of this strategy will convey confidence to the market, while still using Portugal as a base of knowledge, “completed the entrepreneurs. 

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 **GSTSEngineering**

 **GSTSTooling** 25 ANOS

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