

# Stenström Consulting

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## Telephone Number

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## Client Contact

Kajsa Stenström

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stenstromconsulting.com

## Key Specialisms

⊗ Energy

⊗ Banking, Insurance and  
Financial Services

⊗ Digital Services &  
Technology Hardware

⊗ Healthcare

⊗ Telecoms

⊗ Transport

## Brussels Office Since

📅 2007

## Number of Public Affairs Consultants

👤 5

## About Stenström Consulting

### Firm Description

Stenström Consulting is a Brussels-based EU public affairs consultancy. We offer advice on EU policy and regulatory developments and provide services to clients from different countries and different industry sectors. Many of Stenström's clients are regular and long-standing. Although we are a small consultancy, we count several multinational companies as our clients and we often report to the highest level within those firms. The company was founded by Kajsa Stenström, who has more than 20 years of experience in providing strategic EU advice. Prior to launching Stenström Kajsa set up and managed a unique public affairs department within an international law firm. This means that Stenström is very close to the legal community in Brussels.

### Ownership Structure

Belgian Management firm, majority owned by Kajsa Stenström.

### International Structure

Stenström Consulting is a growing company with a number of strategic partnerships both locally and in key countries, including Israel, France, Germany, the UK and Sweden. The firm has an innovative take on expansion and regularly collaborates with like-minded independents, law firms and business intelligence agencies.

### Key Strengths

Our accomplishments over the years can be explained by the commitment to excellence in service delivery. We are precise and conscientious in our work yet have the ability to see the bigger picture and to understand the real impact of EU policy on our clients' daily business. We are discreet yet efficient; we know that "Brussels is all about compromise" and that a pushy attitude does not necessarily take you far. We also know to make a low-key presence in the core dialogue – which is that between the client and the decision maker. Finally, we pride ourselves in being able to think laterally – we enjoy working across sectors and finding synergies and unexpected collaborations.

### Key Clients

NXP, Autotalks, ECOHZ, HSB, Intrum, SABO, Swedish Enterprise, Walgreens Boots Alliance.

### Thought Leadership

Stenström Consulting is a strong believer in good public affairs work ethics. We strive to always represent our clients with integrity, and the same principle applies to our relationships with decision-makers and other stakeholders. This is further demonstrated through our involvement in SEAP, the Society of European Affairs Professionals, where we actively promote transparency and high standards in public affairs. Kajsa has been a SEAP board member for 15 years.

In addition to the classical EU public affairs services Stenström Consulting also offers EU Training Programmes – for groups or individuals wishing to learn more about the EU Institutions, their functions and the EU decision-making process. Our team includes professional trainers and Kajsa is an experienced lecturer on EU lobbying. She regularly contributes to books and publications on EU affairs and has taught EU Lobbying and Effective influencing at Master's level at Lille University, France for several years.

### Testimonials and why clients like to work with us

"We are a longstanding client of Stenström's – they have provided us with first-class advice over many years, delivered in an intelligent, professional and enthusiastic way, all at the same time." Sacha Polverini, Director Public Affairs at Walgreens Boots Alliance

"Working with Stenström Consulting has truly supported us in building strong relationships with relevant stakeholders in Brussels over the years. Stenström Consulting has been a key factor in developing our position as undisputed market leader in our sector in the Brussels context, and have done so with a lot of passion, deep knowledge and a genuine interest in furthering our cause." Karin Franck, PR and Media Relations Director, Intrum

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**Sacha Polverini, Director Public Affairs  
Walgreens Boots Alliance**

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**Karin Franck, PR and Media Relations Director  
Intrum**