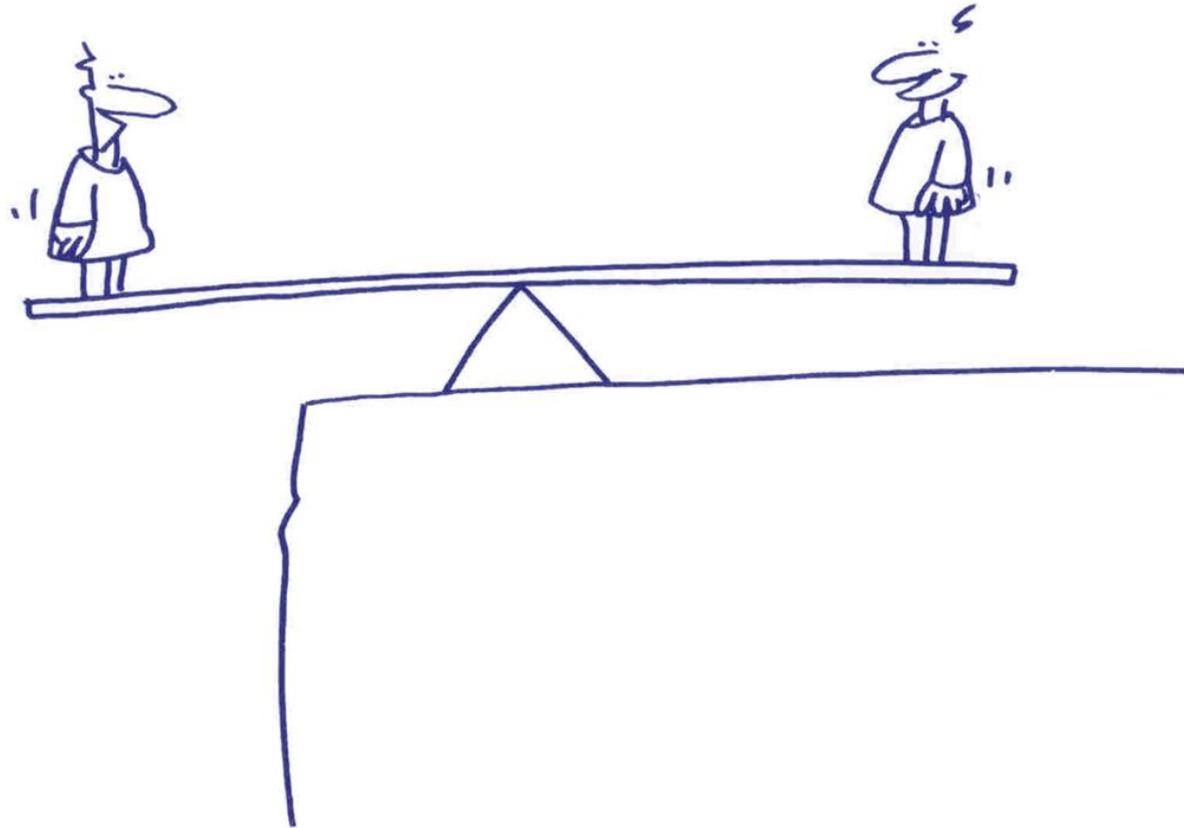


Excelling IT- Strategy & Sourcing – serving to help your IT delivering quality efficiently

**Experts-at-Work Service & Consulting
by**

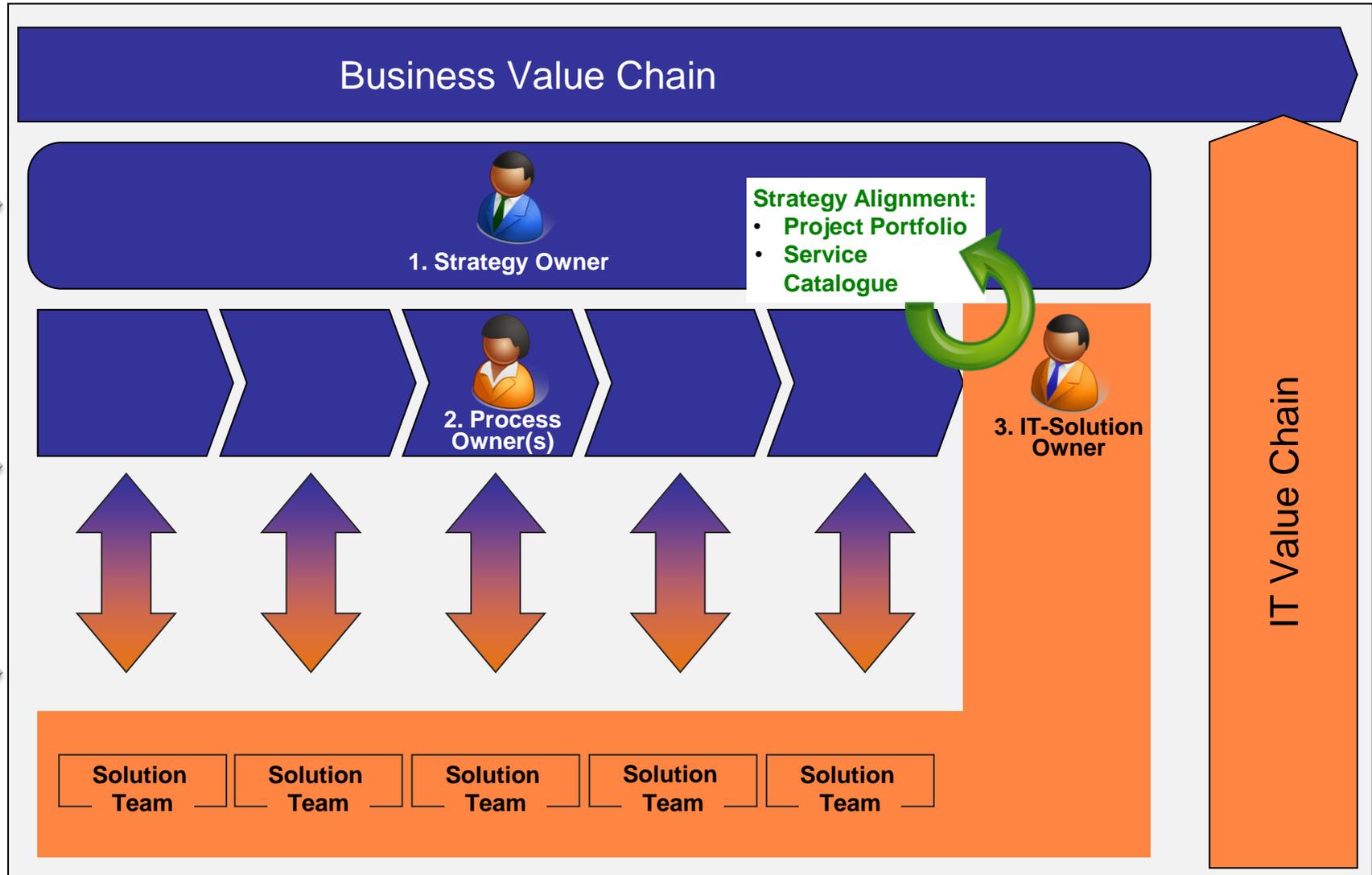
Thomas Blum and Dr. Bodo Glaser

Mülheim & Essen, March 2012



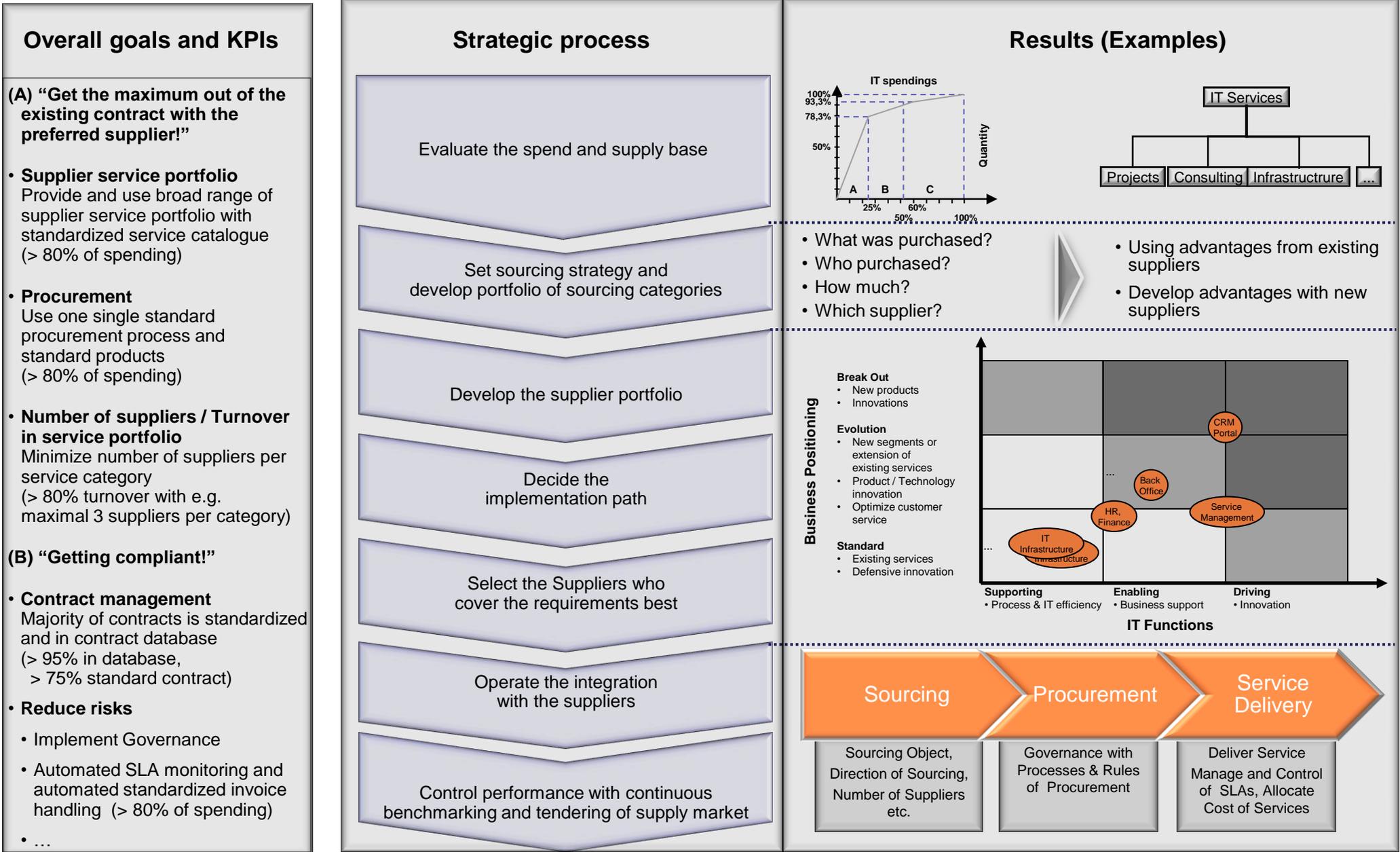
Move, guys!

Creating and sustaining value – Knowing appropriate levels and levers creates advantage



**Complex Business and IT Situations require a Holistic Approach
in order to move the right Levers on the right Levels!**

Maximize the benefits of existing contracts and relationships – Example for Knowing and Applying the right levers!



Complex Business and IT situations – We deliver solution and value!

I

First we aim for
quick wins & crisp help ...



Rehabilitation



Emergency Help



Quick-Fix

Quick Wins & Crisp Help

II

... while transformation
goes on and ...



Setup of Processes



Find Critical Success Factors



Biz-IT Strategy Alignment

Transformation

III

... lasting improvement
have to be prepared



Competitive Coaching



Process Maturity Improvement

Long term improvements

Complex Business and IT situations – Examples of our successful proven Track Record



First we aim for quick wins & crisp help ...

Software License Audit:

- Get right-sized,
- Minimize claims through conversion,
- Get compliant

Impending Bankruptcy of Supplier or Contract Expired:

- Stabilize services for short-term,
- Guided path to mid-term solution
- Migration to new supplier

Malperformance of Supplier or Excessive Administration Efforts:

- Clarify roles & responsibilities,
- Improve processes of co-operation,
- Improve objective measurement and evaluation of agreed KPIs
- Adaption of contract to true needs or termination of contract with alternative scenarios

Quick Wins & Crisp Help



... while transformation goes on and ...

IT-Industrialization through

- Change Management & Project Portfolio Management,
- Strategic Sourcing,
- Contract & License Management,
- Enterprise Architecture Management
- IT-Controlling, Risk & Compliance

IT-Readiness for a Transformation Project:

- Necessary Roles, Teams and Processes,
- Skill Sets & Manpower
- Transformation planning
- Team Building

Large IT-Outsourcing Projects:

- Right Cutting-line,
- Tendering,
- Negotiation,
- Implementation,
- Necessary Roles and Processes,

Business-IT-Alignment to a new Business Strategy:

- Global vs. local IT-Services,
- Key Competencies & Right-Sourcing
- Harmonization & Standardization vs. local Flexibility

Transformation



... lasting improvement have to be prepared

Stay Ahead through

- 1-on-1 Coaching
- Sparring or challenging of new ideas
- Validation of ongoing transformation

Increase Organizational Maturity concerning

- Governance Development
- Operational Processes
- Exception Handling Processes
- Change Management Capabilities,
- Strategy Alignment Methodology according to best practices like ITIL and ISO 9001, 27001

Long term improvements

Identify the appropriate Levers to create your Business Value

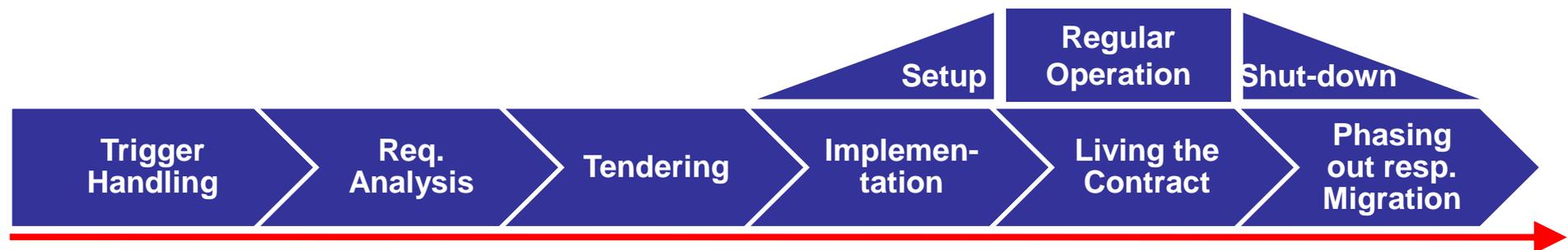
Content, Quality & Quantities, Commercials, Processes and Legal

Quick Wins and Crisp Help with proven Track Record

1. Scan of Contract Portfolio & Analysis of Levers

2. Project Management for Tenders
3. Behind-the-scenes Support in Bid-Evaluation and Contract Negotiation
4. Implementation Preparation and Rollout

5. Support License-Audits
6. Support Contract-Benchmarks



1. Define resp. Improve Sourcing Process and Sourcing Governance
2. Increase Process Quality with Checklists, Quantitative Models, and Templates
3. Increase Process Speed and Transparency through ERP-Support: e.g. Contract-Management, IT-Budgeting & Controlling, IT-Procurement

Lasting Improvement of Services & Sourcing measurable in increased Benefit-Cost Ratio

We fulfill the Mission: Excelling your IT-Strategy & Sourcing



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Dipl.-Ing.

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