

# Company Presentation

HDP Management Consulting GmbH

Version 4.0

# HDP Differentiates Itself Through Implementation Competence and the Professional Experience of Their Consultants

## HDP Consulting Services

### Self-Image

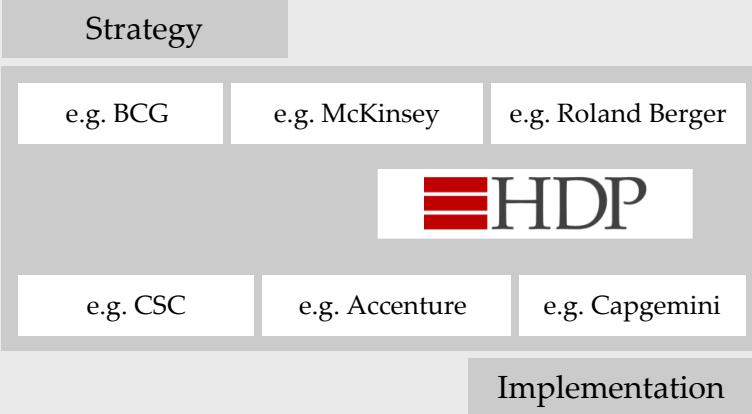
HDP Consulting Services are focused on the core topics of IT and other cross-cutting functions in selected sectors.

They are oriented towards the current and future challenges by striving four objectives in all projects with its customers:

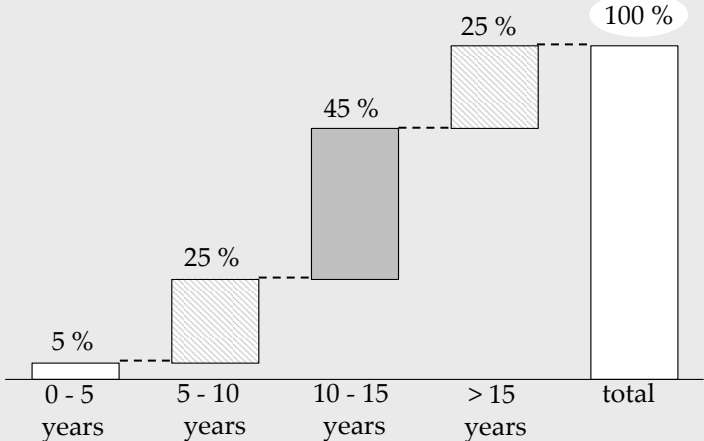
- Achieve sustainable competitive advantages
- Raise existing quality and cost potentials
- Consider the entire value chain
- Strengthen sustainability of implemented measures in the customer organization

It is of particular importance for HDP that the services for their customers are traceable, transparent and measurable with concrete results.

### Competitive Position



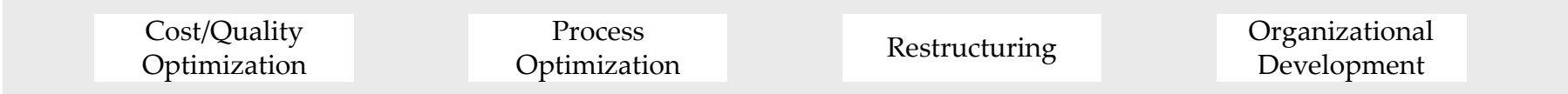
### Professional Experience of Consultants



# The Service Portfolio of HDP Addresses Selected Sectors and Is Provided by Three Competence Centers

## Performance Portfolio of HDP

Motivation Sectors



Competence Center

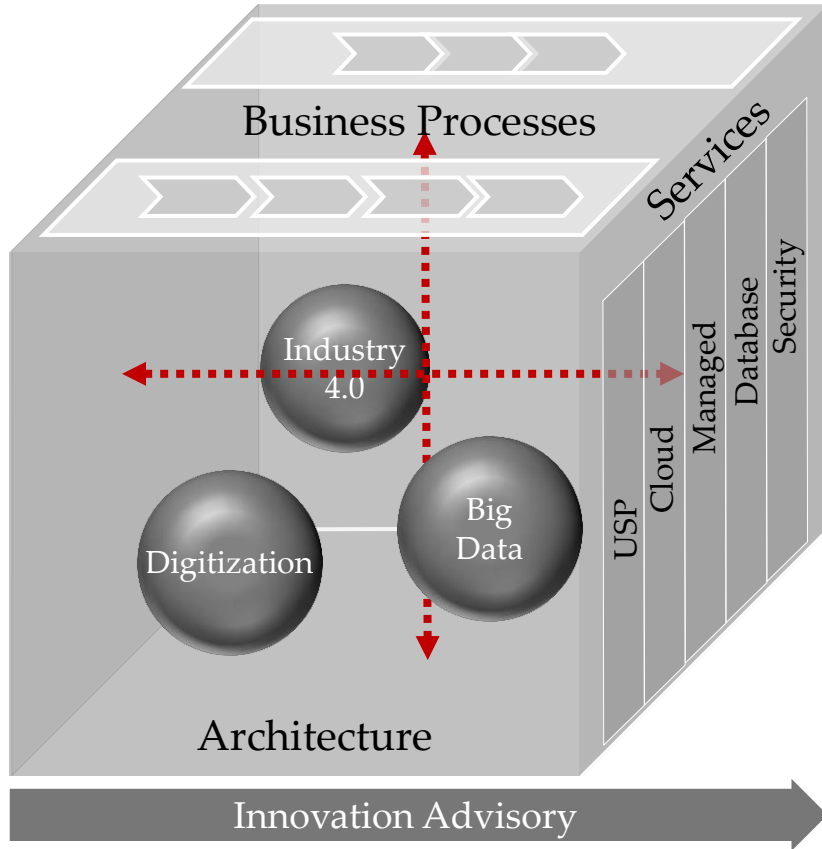


Phase



# Digitization, Big Data, Industry 4.0 - Jointly Discover and Implement What's Possible and Necessary

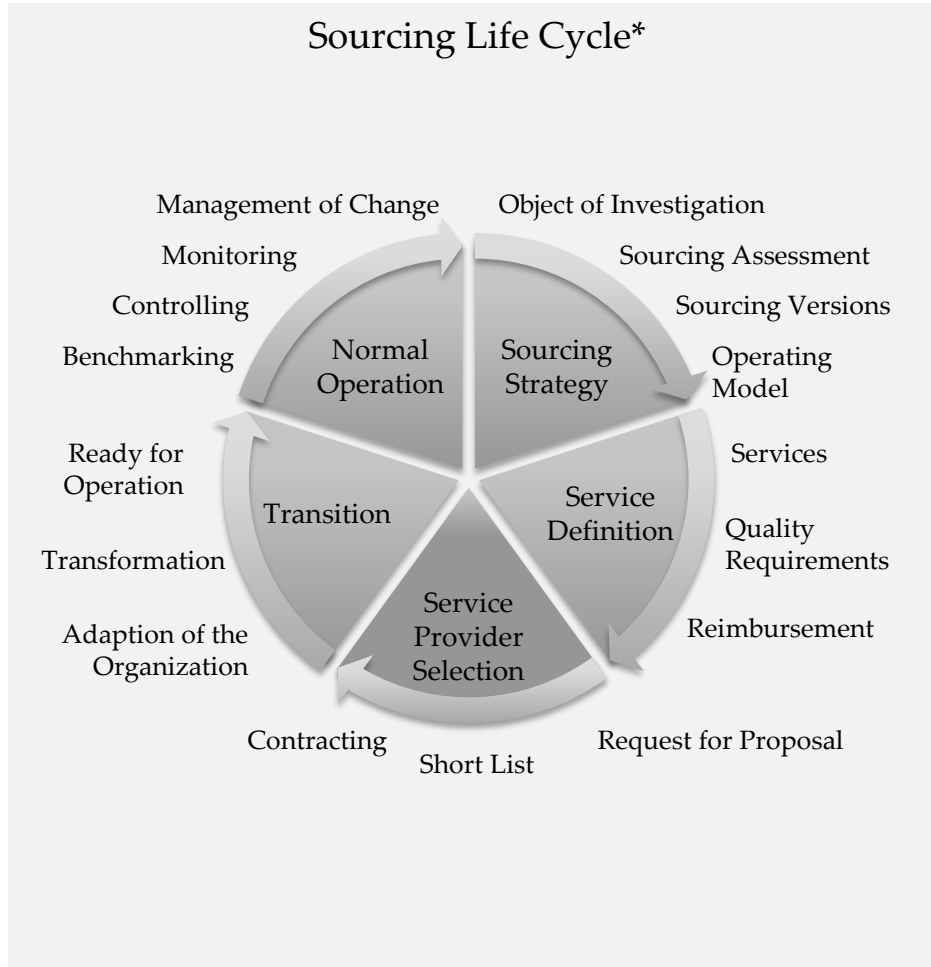
## Competence Center Enterprise Architecture Management



- Best use of IT trends and new paradigms for business processes.
- Use of digitization to increase efficiency and not just follow the trend.
- Evaluation and Utilization of vast amounts of data (Big Data).
- Strategic anchoring of digital business models.
- Adapting the IT architecture to the digital challenges.
- Support the business services ideally by means of technical services with the appropriate sourcing/operating model.

# Sourcing Offers a Wide Range of Design Possibilities - Jointly Develop and Implement the Right Version

## Competence Center Sourcing Advisory

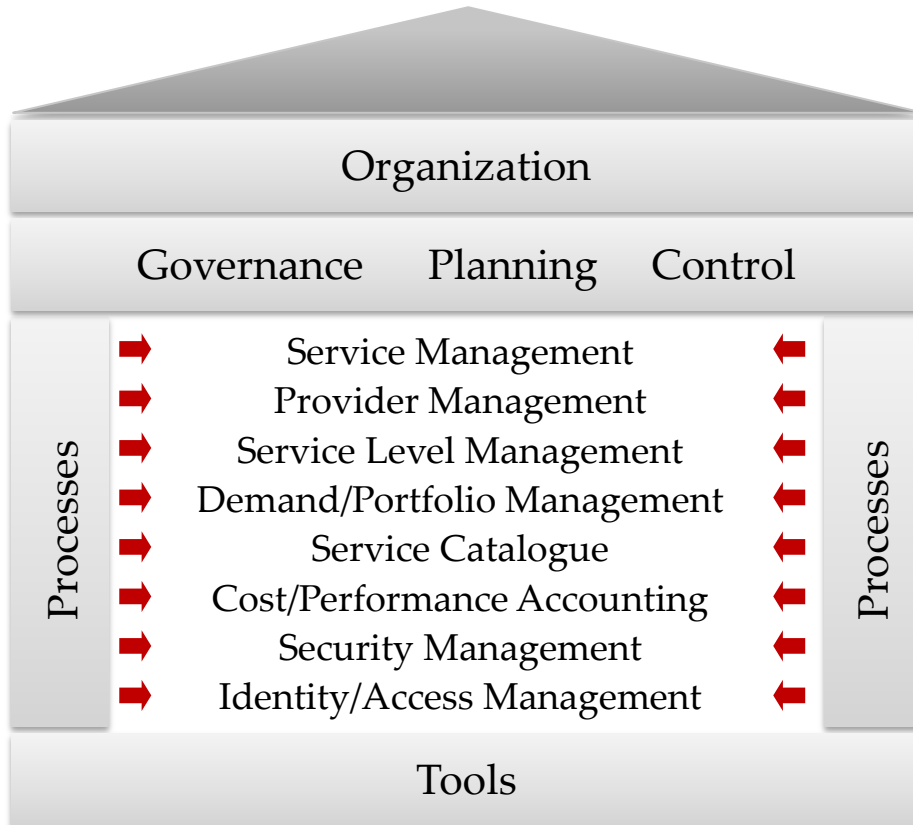


- Development of the sourcing strategy for the right depth of production and the appropriate operating model.
- Definition of the sourcing strategy based on the required services.
- Selection of the right internal or external partners for all services.
- Transfer of the existing sourcing situation into the target scenario in a transition phase.
- Optimization of the normal operation and creation of foundations for the resumption of the sourcing life cycle.

\*in accordance with DIN SPEC 1041, which was developed in collaboration with HDP

# Success factor operational excellence - laying the foundation for continuous improvement

## Competence Center Operational Excellence



- Elimination of organizational obstacles as part of restructuring and reorientation and alignment of IT governance with digital change.
- Governance and controlling for a targeted management of the IT deployment.
- Definition of Services and delivery processes on the required level of detail as well as establishing a stringent provider management.
- Security readiness that takes account of security-relevant aspects concerning cloud sourcing and the EU Data Protection Regulation.
- Development and implementation of an identity and access management strategy.

# The Consulting Services of HDP Management Consulting Are Based on Clear Working Principles

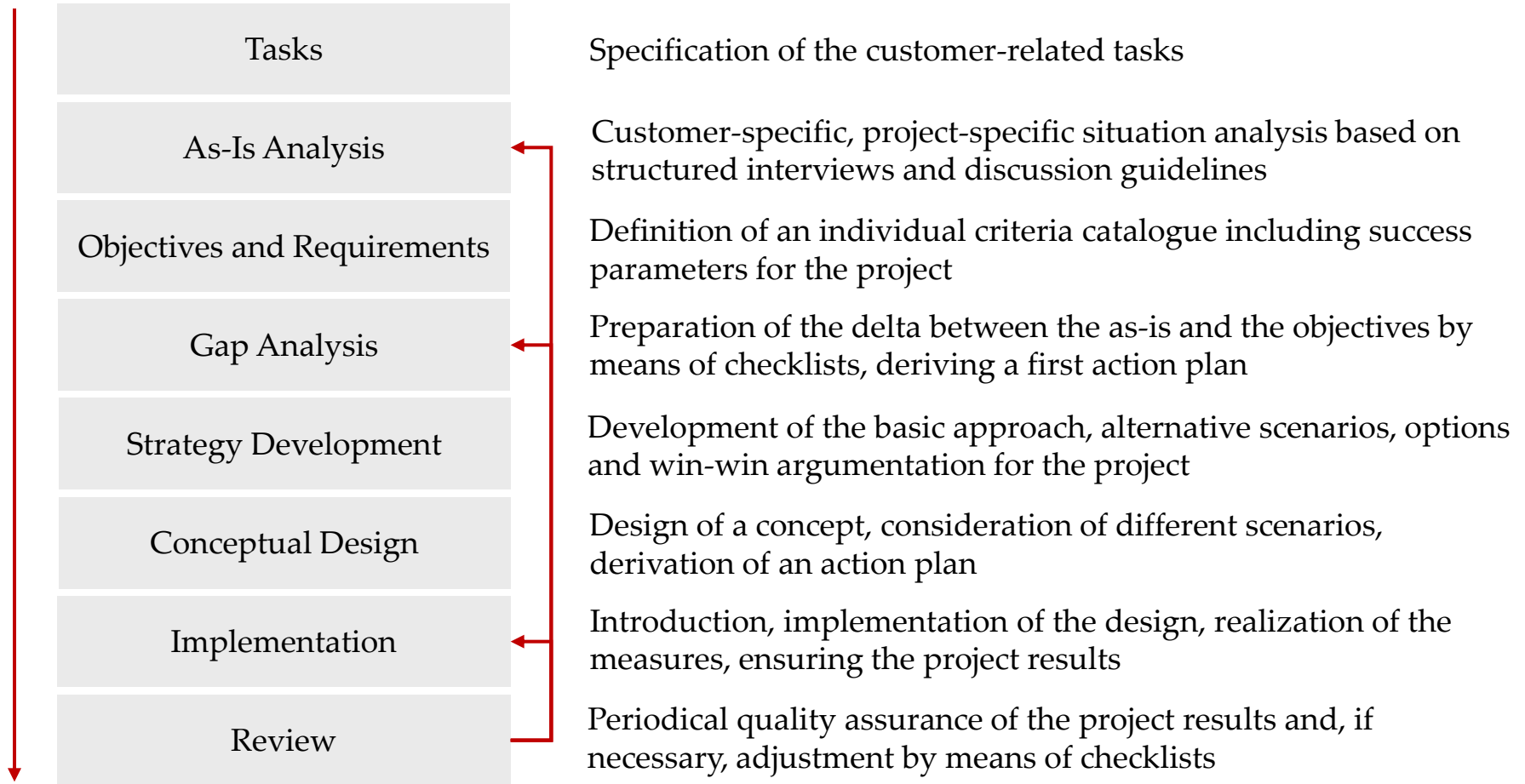
## Working Principles of HDP

### HDP Management Consulting

- is oriented towards standards (e.g., ITIL, CobiT)
- takes best practice solutions for their customers
- offers comprehensive consulting competences - not individual know-how
- complies with project commitments
- uses transparent and efficient approaches
- ensures viable consultancy results that provide added value
- accompanies the implementation of their consultancy results

# The HDP Consulting Services Are Based on a Uniform and Proven Approach

## Approach





# HDP Offers Its Customers Specific Advantages

## Advantages of HDP Management Consulting

Proven, systematic approach with best references



Sustainable, measurable project results

Employees with many years of successful professional experience and the necessary professional and methodological knowledge



Result-oriented and pragmatic approach

Consideration of psychological and professional competence



Involvement of the 'human factor'

Neutral perspective and diverse comparative experiences from many projects and market analyses



Objective classification instead of personal assessment

Performance-related fee agreement as an option



Project risk is partly taken over by the consultant



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