

HDP Management Consulting GmbH
and a Selection of Top Topics

Version 13

HDP Stands Out due to High Implementation Competence and the Long Professional Experience of the Consultants

HDP Management Consulting

Self-Image

- HDP advises since 1999 with self-developed methods based on common standards,
- does not focus on the technology of IT, but its meaningful operational-economical use and the resulting costs and competitive advantages,
- always works with the vision that IT will not only support the business in the future but drive it and
- is completely self-sufficient and independent.

Target Group

HDP addresses primarily medium-sized enterprises with global orientation and large enterprises in dedicated areas.

Sectors

Industry

Financial Services

Consumer Goods/Trade

Technology/IT

Competitive Position

Strategy

e. g. BCG

e. g. McKinsey

e. g. Roland Berger



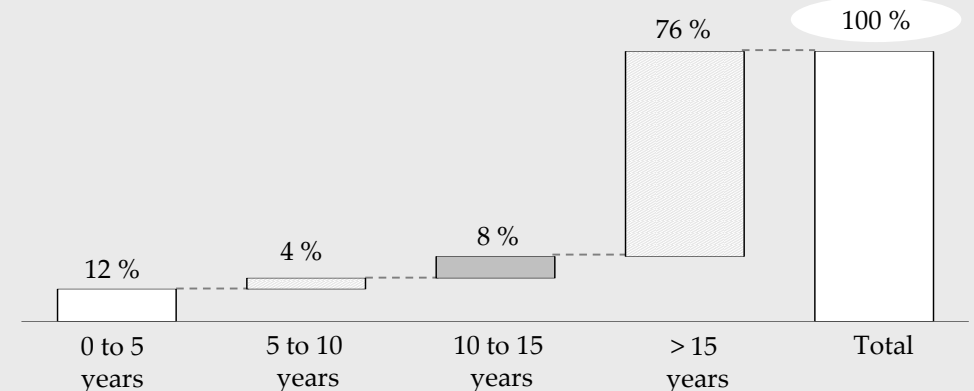
e. g. IBM

e. g. Accenture

e. g. Capgemini

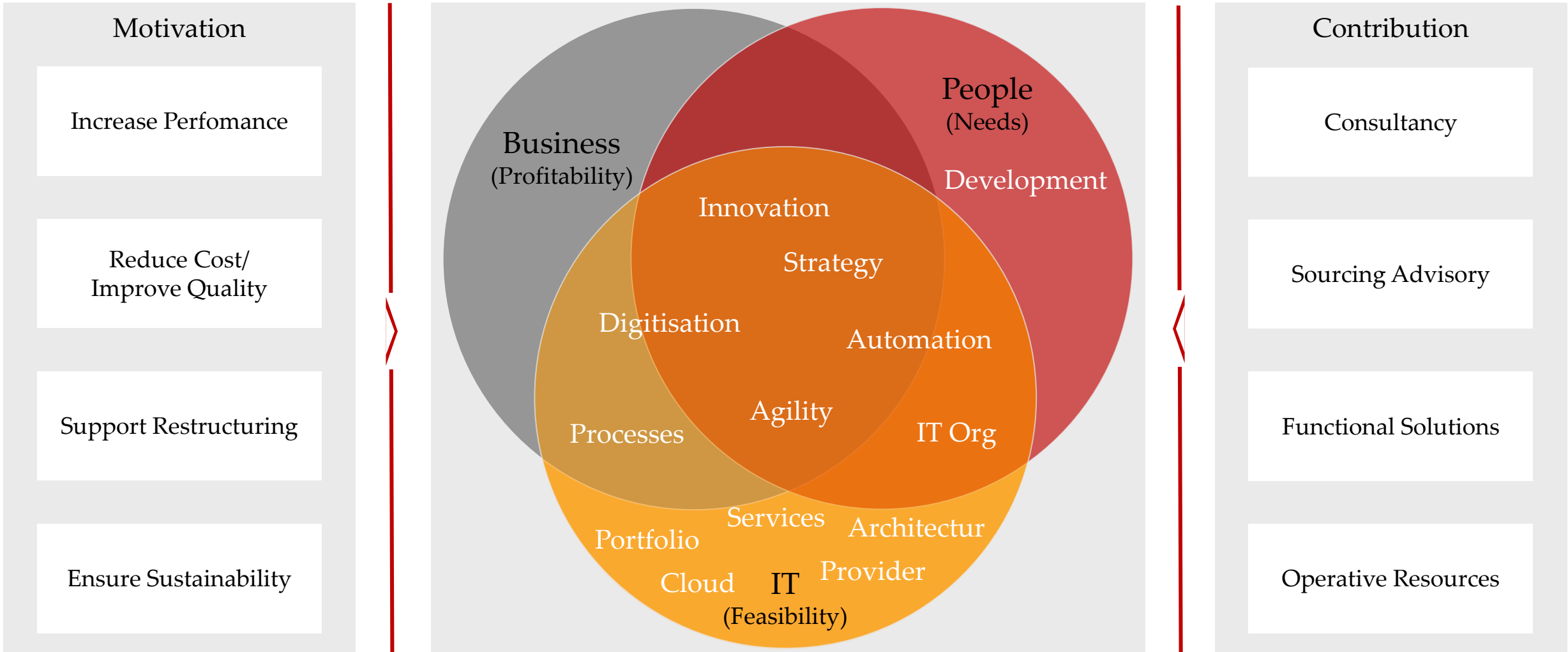
Implementation

Professional Experience of Consultants



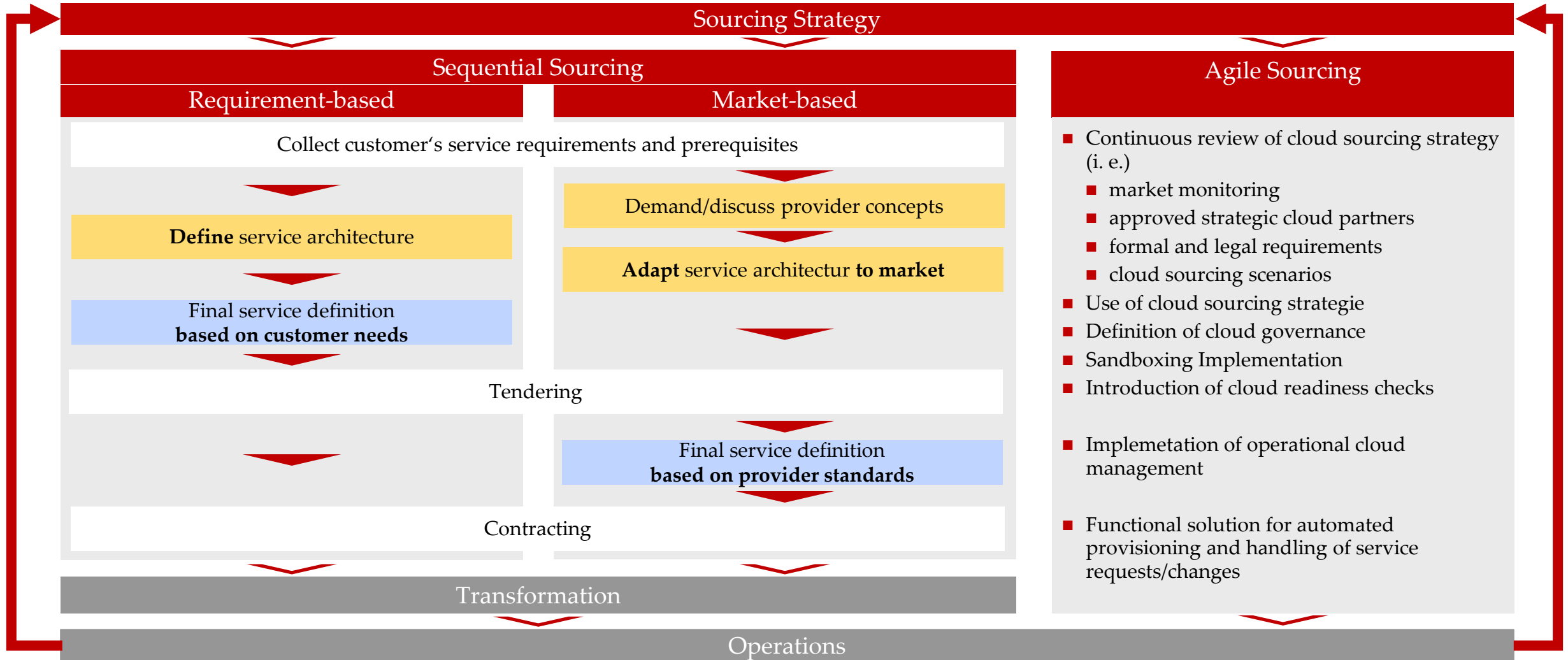
HDP's Top Topics Consider the Dependencies Between Business, People and IT

Top Topics of HDP

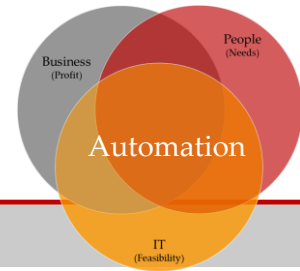


Based On a Defined Sourcing Strategy The Right Sourcing Method Can Be Selected

HDP Sourcing Advisory



The HDP Supports Automation From Initiation to Implementation



HDP's Contribution to Automation

Analysis and Preparation of PoV

- Status recording automation in the company
- Identification of automation potential
- Creation and analysis of automation use cases, possibly with a proof of value (PoV)
- Assessment of potential benefits
- Derivation of personnel measures
- Embedding in the digitization strategy
- Creation of an automation roadmap

Technical Conception and Implementation of the Organizational Adjustments

Implementation

- Planning and implementation of proof of value (PoV)
- Placement of the automation platform
- Integration of existing systems (interfaces)
- Knowledge transfer and implementation of knowledge items
- Structure of the automation platform content

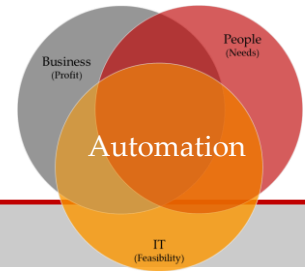
Organizational development

- Identification of qualification gaps
- Planning, development and implementation of personnel measures
- Support with the implementation of new organizational structures
- Change management

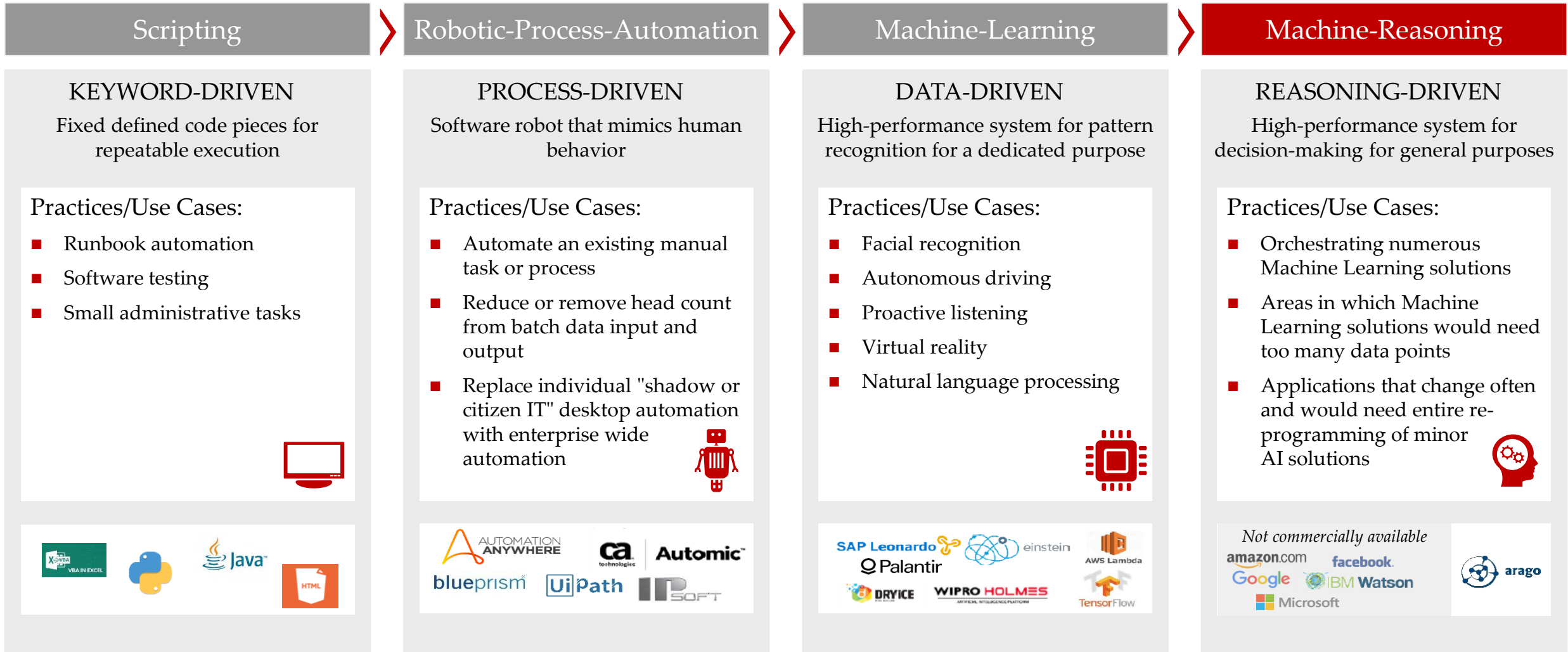
Optimization and Expansion

- Implementation in other service management processes and tools (e.g. monitoring, service management)
- Expansion of automation into business processes and systems (e. g. SAP)
- Expansion of automation into other business areas
- Further development of digitization
- Integration of automation with other technologies such as IoT, Big Data

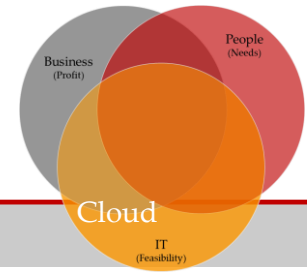
The HDP And Its Partners Provide Functional Solutions Primarily on the Basis of Machine Reasoning



Automation and AI Landscape



The Cloud Strategy is Developed on the Basis of a Four-stage Approach

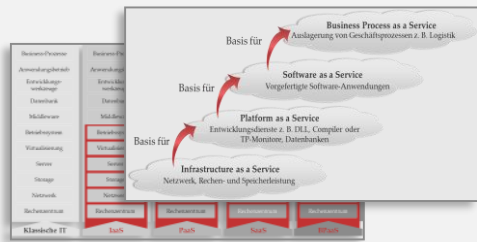


Development of Cloud Strategy

Project Initiation

“Start with the basics”

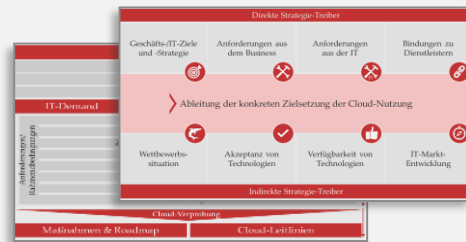
- Definition of the project organization
- Development of a uniform cloud understanding / wording
- Understanding of motivation
- Query experiences with cloud services
- Determine the scope of the cloud strategy



Target Definition

“Define the direction”

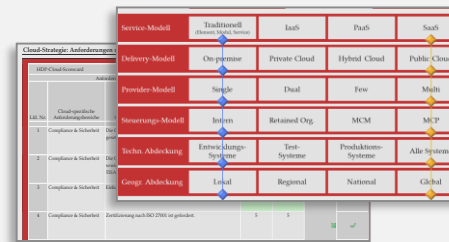
- Analysis of drivers of cloud usage
- Define the goals of cloud usage
- Recording and prioritizing the requirements
- Identification of opportunities and risks



Terms

“Decide about the frame”

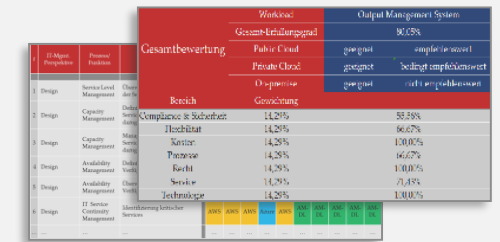
- Definition of cloud guidelines
- Definition of security requirements
- Development of the cloud principles
- Derivation of the necessary measures and roadmap



Sourcing Preparation

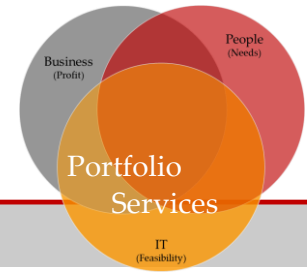
“Select the right model”

- Derivation and application of an evaluation matrix
- Simulation of cloud scenarios
- Determining the cloud candidates
- Definition of the service / provision model
- Illustration of sourcing map



Formulated and documented cloud strategy

End-to-End-Services Focusing on the Business Are Crucial for Innovative Service Concepts Driven by HDP



IT Services (Portfolio)

- Strategic alignment of the service portfolio in relation to the internal customer segments

- Definition of the service models and comparison with the sourcing strategy
- Agreement business services

(Service) Portfolio Management

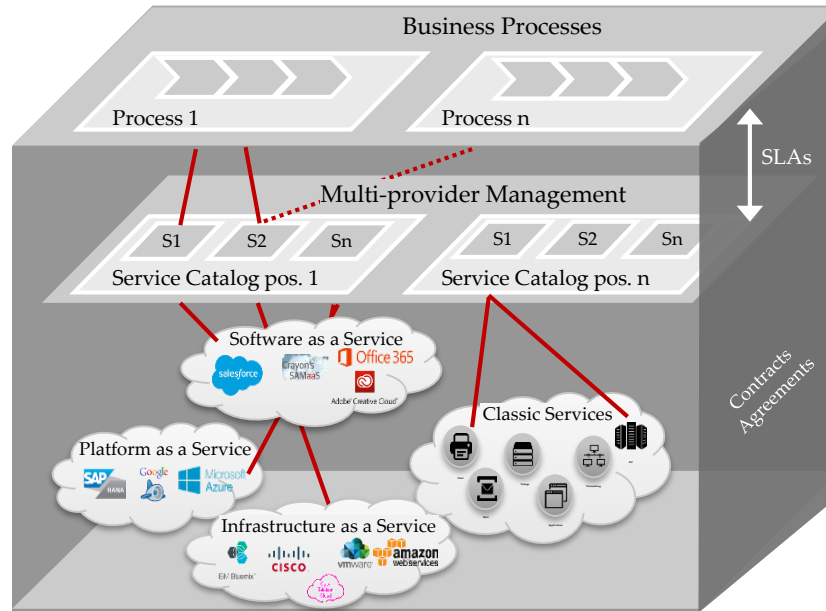


Service Catalog Management



- Definition of technical services and link to business services
- Definition of service catalog structure

- Support with service description and quality assurance
- Definition and implementation of roles and processes in service catalog management



Service Level Management



- Carrying out assessment and maturity analysis
- Development and optimization of monitoring and reporting
- Development of end-to-end service level management (taking into account all OLAs¹) (1) Operational level agreements

Management Accounting



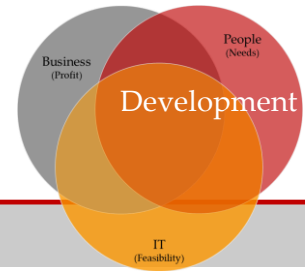
- Recording / analysis of actual costs (cost transparency)
- Development and optimization of IT cost systematics
- Development of cost-benefit allocation based on the user (accounting model)
- Support tool implementation

Service Management (ITIL Processes)



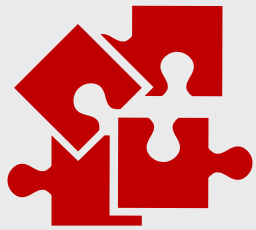
- Carrying out assessment and maturity analysis
- Development and optimization of ITIL process landscape
- Support with the selection/introduction of ITSM tools
- Coaching of service managers

Managing the Required Changes Caused e. g. by Automation Can Be Supported by Organizational Development Services



Organizational Development

Analyze and Discover



Assessment and
Development Center

Potential Analysis and
Diagnostics

Assessment of Learning
Culture

Decide and Shape



Strategic
Organizational Development

Skills Development

Change Management

Systematically Promote



Training Portfolio

Talent Development

Partner
Partner / HDP

HDP Offers Its Customers Specific Benefits

Benefits of HDP Management Consulting



Proven, systematic approach with excellent references



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



Consideration of psychological and technical issues



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



Performance-related fee agreement as an option

Sustainable, measurable project results



Result-oriented and pragmatic approach



Involvement of the 'human factor'



Objective classification instead of personal assessment



Project risk is partly taken on by the consultant





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