



SCALA Management Consulting

Your Partner for Strategy, Change and Innovation

We serve as a reliable Partner for Strategy, Changes and Innovation

SCALA at a Glance

Start-up	Established in 2002 by a team of Senior Management Consultants; since 2015 owned by Senior Partner
Purpose	Independent, medium-sized Management Consultancy with proven industry knowledge and professional expertise
Main Industries	<ul style="list-style-type: none"> ▪ Financial Services ▪ Pharma / Health Care ▪ Telecommunications ▪ Medium-sized Commercial and Industrial Companies
Main Consulting Areas	<ul style="list-style-type: none"> ▪ Strategy Development and Implementation ▪ Business Process Redesign / Business Process Improvement ▪ Organizational Analysis & Design ▪ Enterprise Architecture Management ▪ Program/Project Management ▪ Coaching/Training



We help you to improve your organizational and process structures and ensure, that the upcoming changes will be well-anchored in your company and could be really “practiced”

We identify the real critical Issues and develop taylor-made and practicable Solutions for your Company

Your benefits working with us

Analysis

We help you to identify the truly relevant key issues

“Truly relevant” is what generates the highest impact! Therefore, it’s important to detect opportunities and risks as well as benefits, to distinguish between symptoms and causes and to generate taylor-made and crafting solutions together in joint teams.

Improvement

We help you to align your key figures with your transformation goals

Innovations and changes need to be profitable. The success is mainly determined by people involved and their capability to use their resources effectively. To generate best results, we join proven economical tools & techniques with change management approaches.

Anchoring

We help you to develop profitable solutions that could be practised and further enhanced by your employees

Without involving the affected people, nothing will change! Thus, involving people actively on an early stage in the improvement and transformation process, will mobilize them and create appropriate enthusiasm for a successful implementation.

Our Expertise comprises Organization & Processes, Program/Project Management and IT Architecture & Platforms

Our Expertise and selected References

Processes & Organization

- Fast Track to Excellence® to determine the initial situation, identify and prioritize areas for improvement and develop action plans/project designs
- Execution of business process analyses and improvements in product and service areas
- Modeling of business processes according to current documentation standards (e.g. BPMN 2.0, eEPK)
- Implementation of KPI's and development and introduction of KPI systems (e.g. Balanced Scorecard)
- Design and implementation of business process management within organizations
- Provision of methodological expertise on process modeling standards
- Supporting change processes (change management)

Program & Project Management

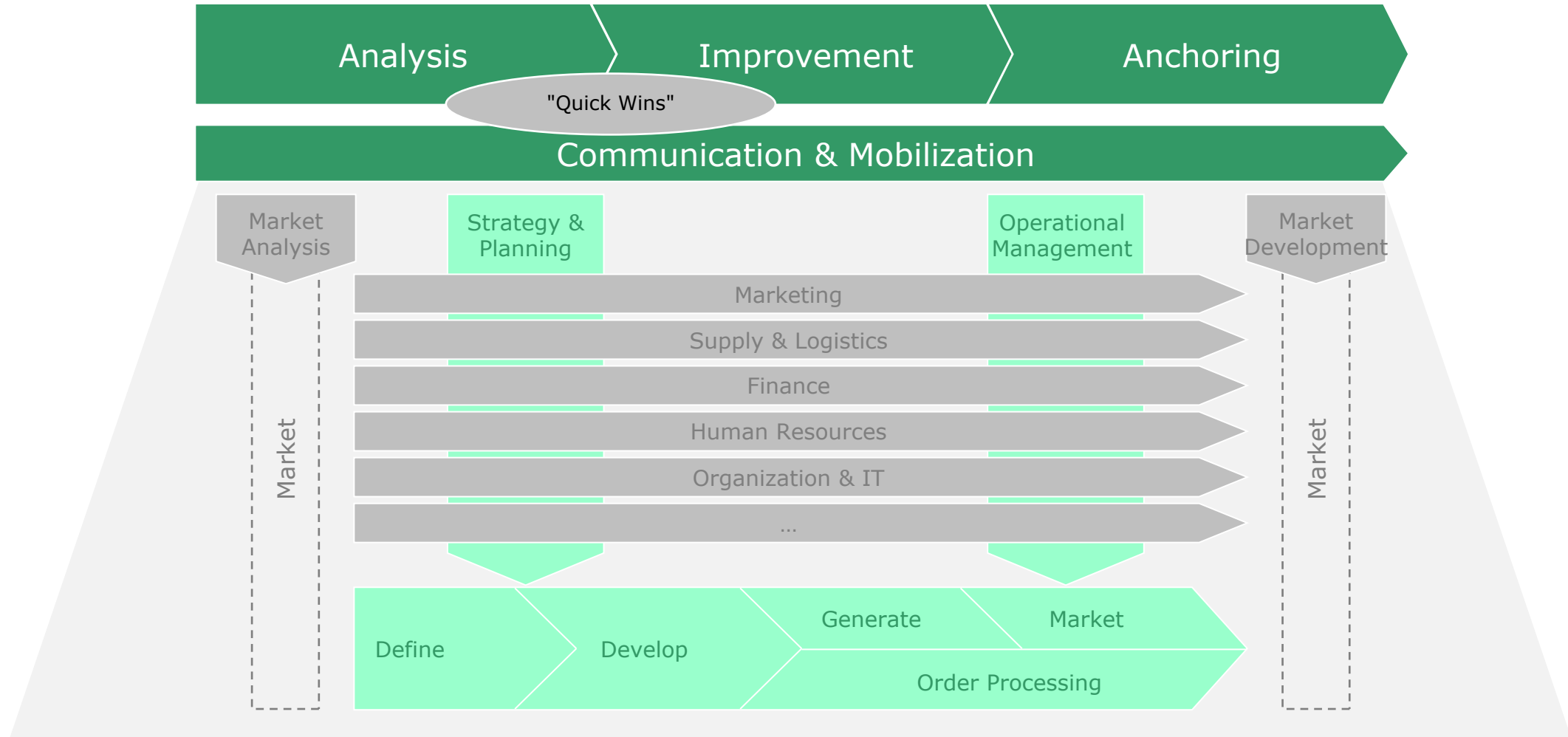
- Planning, controlling and monitoring of single or multiple phases in classic and agile programs/projects
- Performing leading roles in classic and agile projects (e.g. program/project manager, scrum master, product owner)
- Risk management (both in advance and during the project)
- Project controlling based on classical, hybrid as well as agile methods
- Project communication and project management office
- Interface management between different departments and IT
- Optimization of project portfolio management
- Know-how transfer with regard to project management methods and standards

IT Architecture & Platforms

- Development of process-based IT strategies
- Application development based on architecture frameworks (e.g. TOGAF)
- Design and implementation of architecture management within the organization
- Development and implementation of company-wide and cross-functional business data models
- Linking of process management and architecture management
- Implementation of IT processes according to common standards (e.g. ITIL, Cobit)
- Establishment of control functions in provider management in the context of outsourcing projects
- Standardization and consolidation of applications and platforms

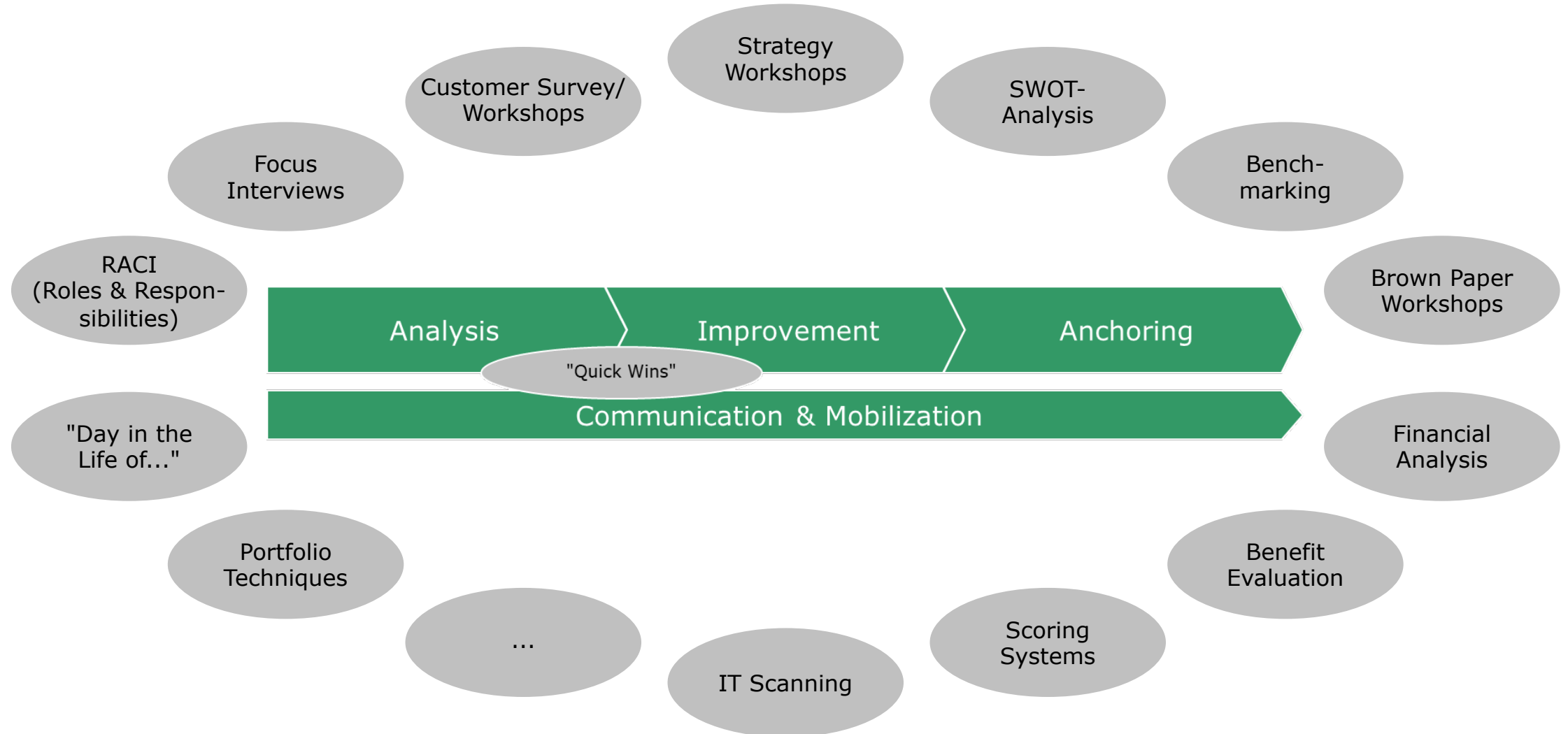
Our Approach is process-based and comprises an holistic View on your Value-Added Chain

Our Approach (1/4) – “Holistic and Process-Based”



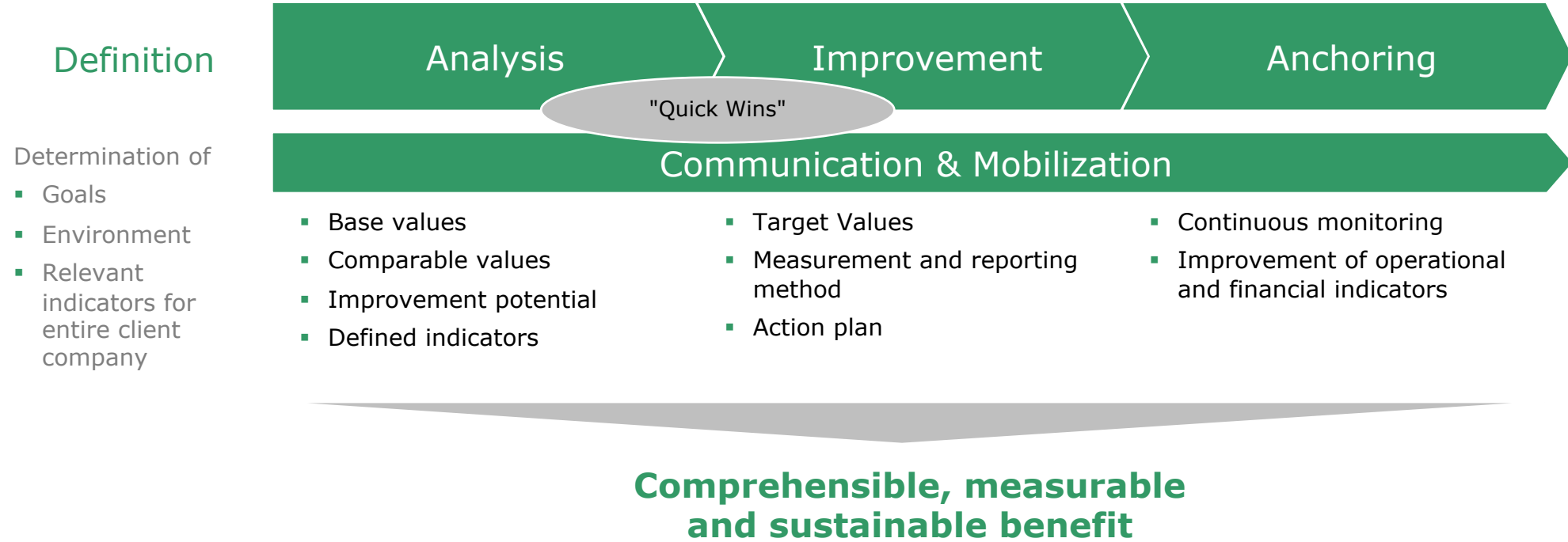
We use proven Tools & Techniques to accomplish successful and sustainable Results

Our Approach (2/4) – “Proven”



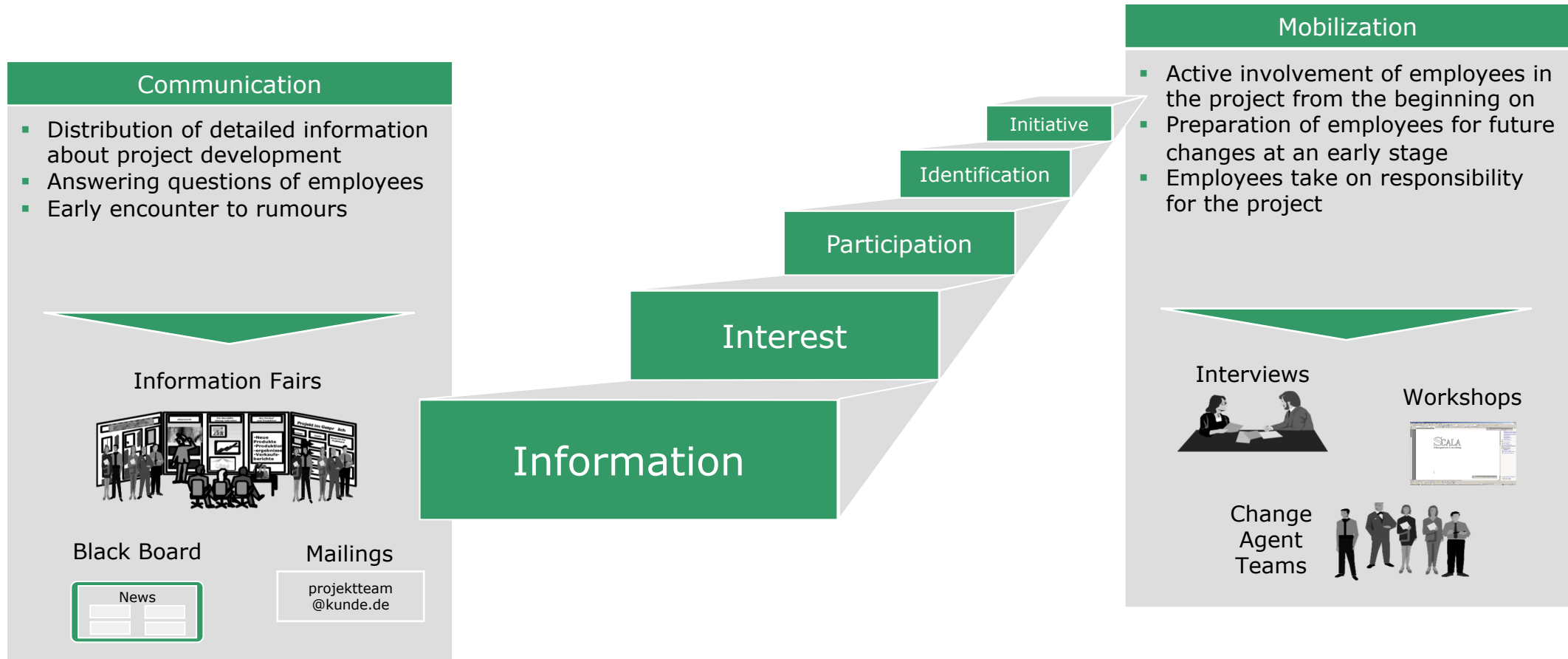
We realize quick results and generate measurable and sustainable benefits for you

Our Approach (3/4) – “Measurable & Sustainable”



Well-directed Communication Measures and early Mobilization of People ensure a successful Implementation and Sustainability

Our Approach (4/4) – “Mobilizing”



We are specialized in advising Clients in the Financial Services, Pharma/Health Care and Telecommunication Industry

Our Clients

Financial Services

- Universal Banks
- Private Banks
- State Banks/Saving Banks
- Cooperative Banking Institutions
- IT Service Providers

Telekommunikation

- Telecommunication
- Mobile Communications
- Service Provider of Information and Communication Technologies



Pharma/HealthCare

- International pharmaceutical companies
- Medical Associations

Others

- Specialized Wholesalers
- Supplier of Home Appliances
- Broadcasting Agency
- Company for instrumental Cosmetology

Trust and Discretion are very important to us

For reasons of confidentiality, we do not mention client names at this point and time. However, upon request and after consultation with our clients, we will be happy to provide you with specific information about our clients and references in a personal meeting.

Thanks for your understanding!

Selected Project Examples

- Development of a cross-functional process model according to BPMN 2.0 standard in the clinical development (International Pharmaceutical Company)
- Development of a "Digital World of Experience" for investment certificates for a large German financial association (German Universal Bank)
- Design and development of a flexible and cross-functional business data model in the clinical operations area (International Pharmaceutical Company)
- Supporting the transfer of Standard Operating Procedures (SOP's) into process flows according to the BPMN 2.0 standard (International Pharmaceutical Company)
- Fast Track To Excellence® in the Corporate Communications department (Client interface: M&A/Corporate Finance) (German Private Bank)
- Planning, coordination and management of a hardware and software roll-out in the departments „Fund Services “ and „Private Banking“ (Luxembourgian Private Bank)
- Program Controlling and Quality Assurance in a huge, international program for developing an innovative technical platform in the area of Clinical Science (International Pharmaceutical Company)
- Fast Track To Excellence® in the Regulatory Affairs department of a French radiopharmaceutical division (International Pharmaceutical Company)
- Improvement of the business process model of Global Clinical Development and transfer of this model into a web-enabled solution (International Pharmaceutical Company)
- Transition management and set-up of a vendor management after an outsourcing process of helpdesk-services based on ITIL®-standards (German Universal Bank)
- Development of methods and standards as well as establishment of an organizational unit for business process management (German Retail Bank)
- Development of a strategic business process model and derivation of operational processes to serve as a basis for the development of the banking standard software SAP-BCA (German Retail Bank)
- Improvement of the service and management processes in the Regulatory Affairs department of a French radiopharmaceutical division (International Pharmaceutical Company)
- Validation and optimization of the enterprise architecture of a sales unit (International Telecommunication Company)

Management & Key Data

Managing Partner	Markus Geißler, Markus Oliver Weiss
Advisory Board	Dr. Gerd Kopetsch
Revenue	appr. 1,4 Mio. EUR
Number of Consultants	SCALA: 8 Consultants Extended: appr. 40 Consultants via Cooperations
Locations	Cologne (Headquarter), Berlin, Frankfurt am Main
Cooperations & Memberships	<ul style="list-style-type: none">▪ Close cooperation's with medium-sized consultancies with focus on process management, project management, change management and application technology▪ Member in the "Deutsche Gesellschaft für Projektmanagement e.V.", "Management Consulting Network e.V." and "IT Service Management Forum e.V."



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EuroNova III
Zollstockgürtel 61
D-50969 Cologne
n: +49 (0)221 / 27 64 59 82
x: +49 (0)221 / 27 64 59 83
w: www.scala-mc.de