



# 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"><li>▪ Financial Services</li><li>▪ Pharma / Health Care</li><li>▪ Telecommunications</li><li>▪ Medium-sized Commercial and Industrial Companies</li></ul>
Main Consulting Areas	<ul style="list-style-type: none"><li>▪ Strategy Development and Implementation</li><li>▪ Organizational Analysis &amp; Design</li><li>▪ Business Process Redesign / Business Process Improvement</li><li>▪ Enterprise Architecture Management</li><li>▪ Outsourcing</li><li>▪ Program/Project Management</li><li>▪ Coaching/Training</li></ul>

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

## ***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.

Analyze

## ***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.

Improve

## ***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.

Anchor

# Our Expertise comprises Management & Leadership, Organization & Processes and IT Architecture & Platforms

## Our Expertise and selected References

### Management & Leadership

- Support strategic decision processes and strategy conceptions
- Execute vision workshops and prepare mission statements
- Develop and improve leadership processes and management tools
- Leadership training
- Train consultants and employees in tools & techniques
- Coaching and mediation
- Interim management

### Organization & Processes

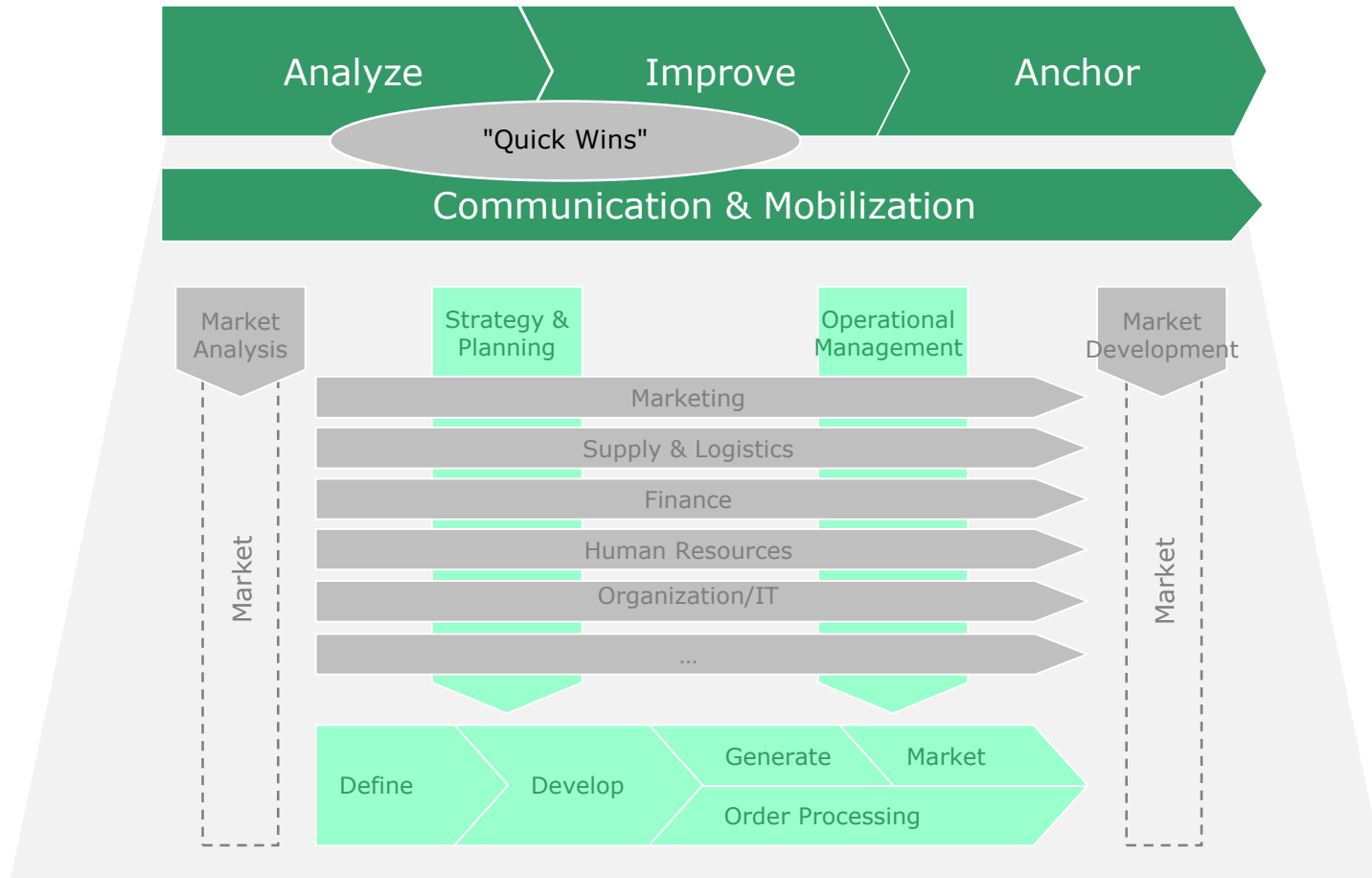
- Analyze and improve management, product and service processes
- Fast Track to Excellence® in business departments and service units
- Plan, design and implement organizational and business process structures
- Develop and implement controlling & risk management systems & tools (e.g. Balanced Scorecard)
- Develop workflow systems to support and automate processes
- Provide methodological expertise and standards for business process design
- Support transformation processes (Change Management)

### IT Architecture & Platforms

- Develop process-based IT strategies
- Application development based on architecture frameworks (e.g. TOGAF)
- Design and implement an architecture management organization
- Consolidate process management and architecture management activities
- Design and implement IT processes based on certified standards (e.g. ITIL, Cobit)
- Establish management and controlling functions in the provider management (e.g. during outsourcing projects)
- Standardize and consolidate applications and platforms

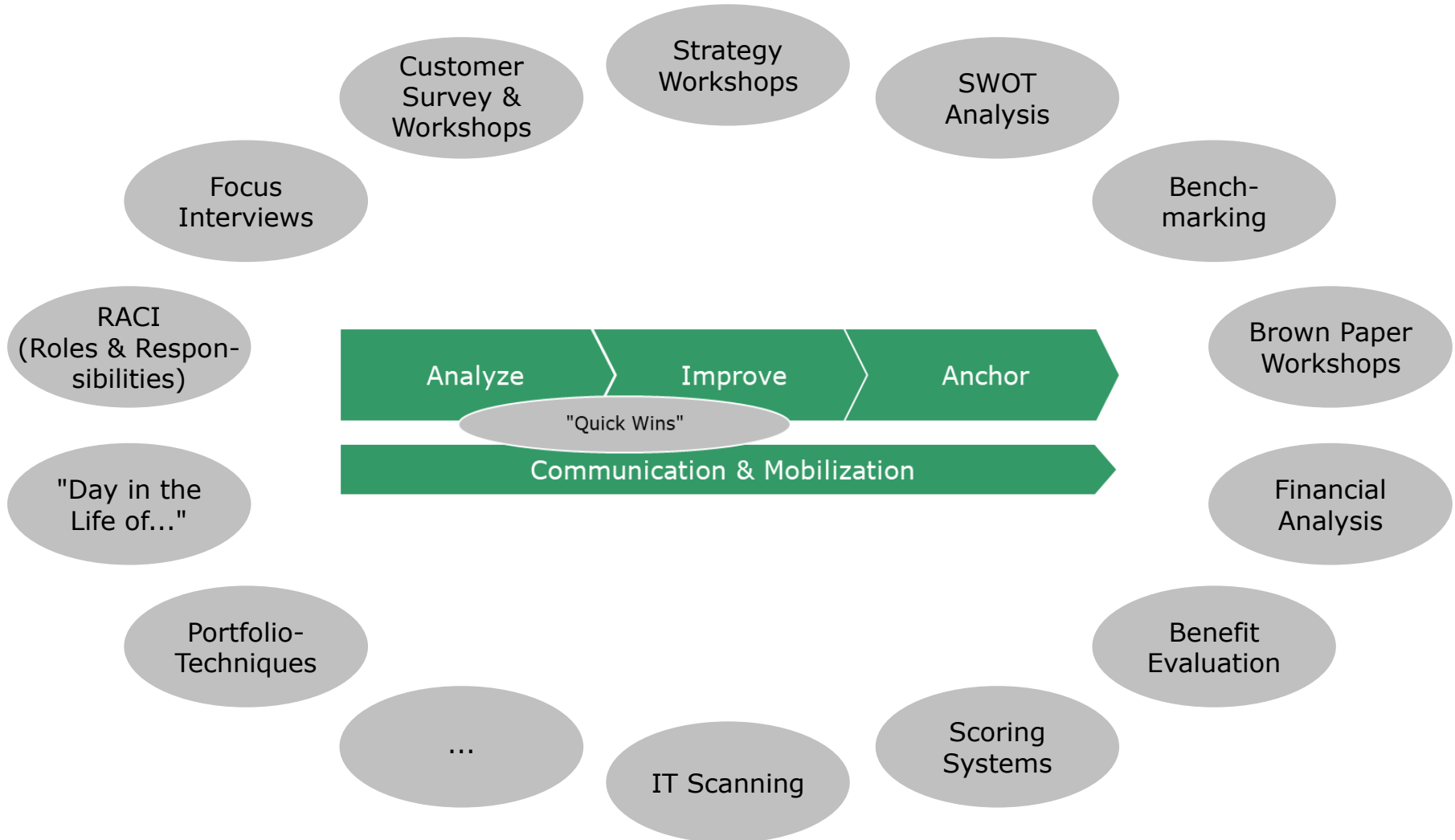
# Our Approach is process-based and comprises an holistic View on your Value-Added Chain

## Our Approach (1/4) - „Holistic and Process-Based“



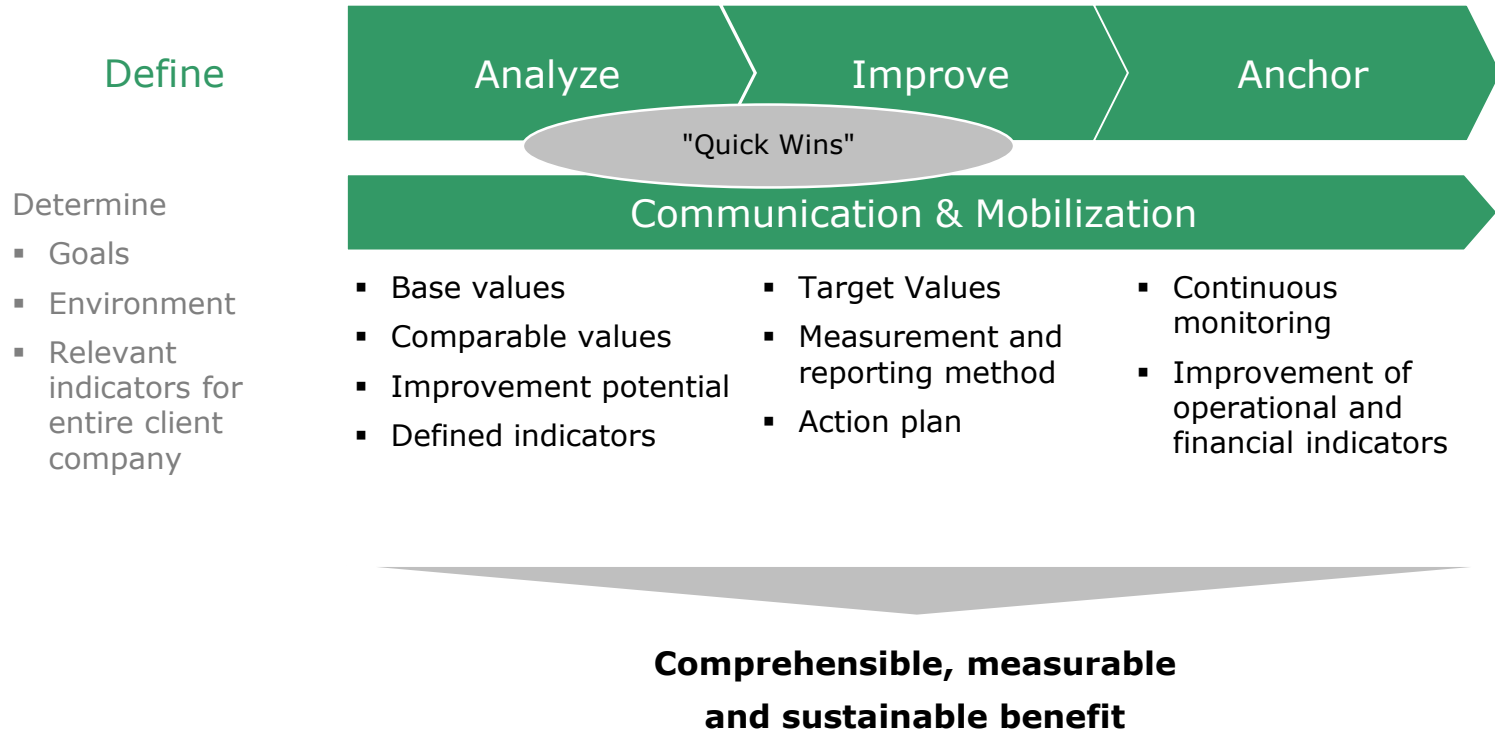
# We use proven Tools & Techniques to accomplish successful and sustainable Results

## Our Approach (2/4) - „Proven“



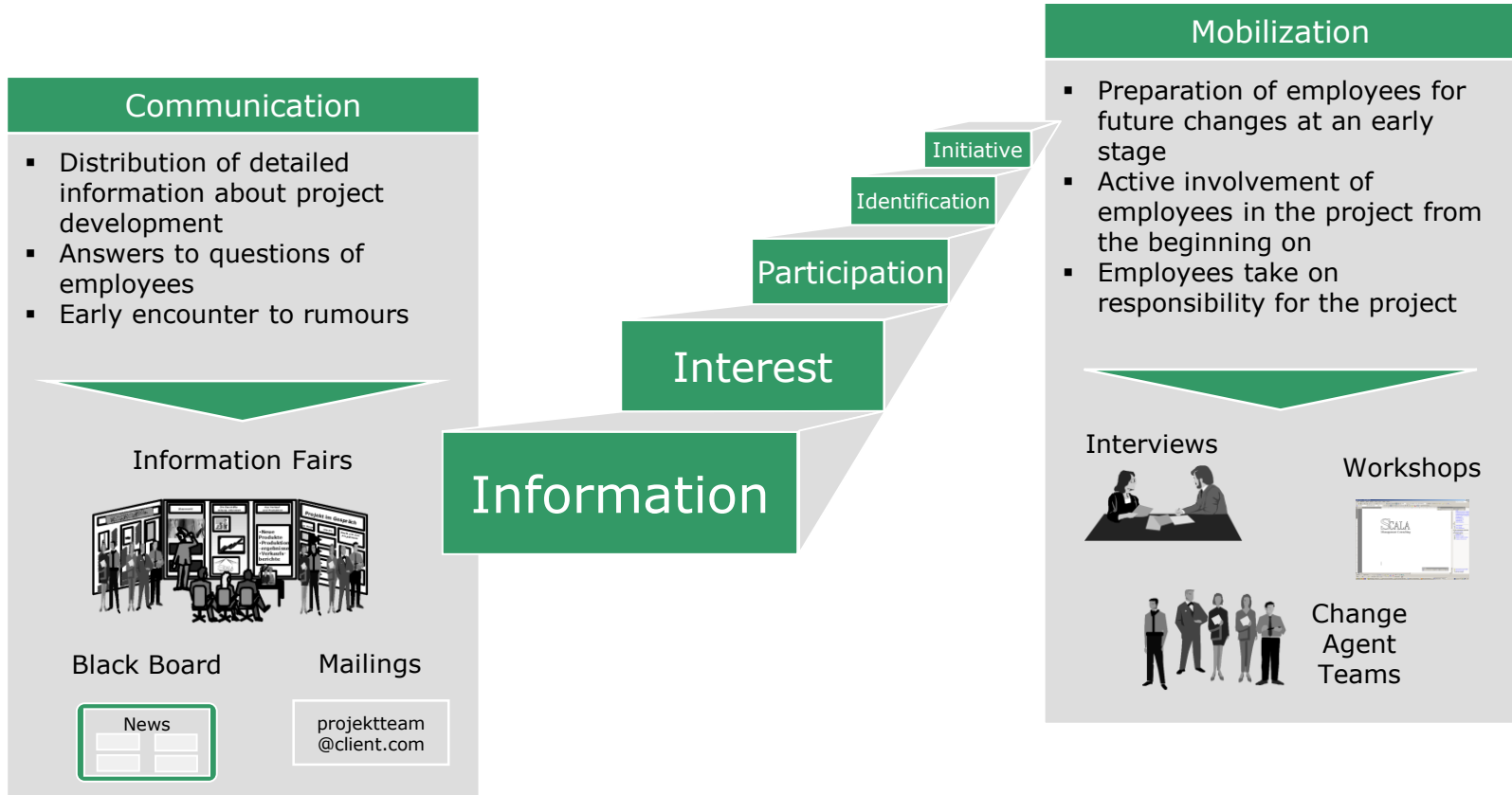
# We realize rapid results and generate measurable and sustainable benefits for you

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 Service, Pharma/Health Care and Telecommunication Industry

## Our Clients

### **Financial Services**

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

### **Telecommunication**

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



### **Pharma / Health Care**

- International pharmaceutical companies
- Medical Associations

### **Miscellaneous**

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

## Project Examples

- 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)
- 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)
- Fast Track To Excellence® in the Regulatory Affairs department of a French radiopharmaceutical division (International Pharmaceutical Company)
- Development of methods and standards as well as establishment of an organizational unit for business process management (German Retail Bank)
- 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)
- 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 (German Telecommunication Company)

## Management and Key Data

Managing Partner	Markus Geißler, Dr. Michael Pietsch, Markus Oliver Weiss
Advisory Board	Dr. Gerd Kopetsch
Revenue	approx. 2.3 Mio EUR
Number of consultants	15
Locations	Düsseldorf (Headquarter), Bonn
Cooperations and Memberships	<ul style="list-style-type: none"><li>▪ Close cooperation's with medium-sized consultancies with focus on process management, project management, change management and application technology</li><li>▪ Member in the "Deutsche Gesellschaft für Projektmanagement e.V.", "Management Consulting Network e.V." and "IT Service Management Forum e.V."</li></ul>



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