

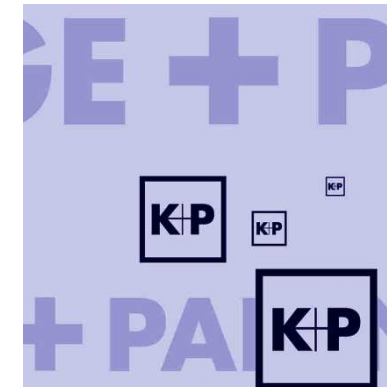
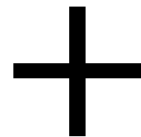
**KLUGE + PARTNER**



# project solutions



# KLUGE + PARTNER



**more Competence**

**more Service**

**added Value**

With the help of an individual business model we assist you during the entire project phase with professional services and personal care. During the day-to-day business, service is our number one priority. Business services, up-to date information, above average short response times, qualified relations management and a comprehensive service package distinguish the services we offer as a basis for a professional partnership.

Use this added value !



## Information systems

Information technology  
 Application development  
 System Consulting  
 Methods-Tools  
     Configuration management  
         Data Warehouse  
         Change management  
             Accounting

Data base systems  
 DB2  
 Adabas  
 Oracle  
 Access

    Evaluation procedure  
     Function modelling  
         Data modelling  
         Data design

Systems programming  
 Network architecture  
 Performance

    Dokumentation  
     Data security

Capacity planning  
 Implementation  
 Support  
 Infrastructure

## Client-Server

Connectivity  
 Technology  
 System integration  
 Objekt orientation

    Business Network Solution  
         Unix  
         Solaris  
         Windows  
         AS/400

E-Business  
 Internet  
 E-Commerce  
 New Media  
 Online Marketplace  
 Internet Platform

    Corba  
     Java  
     C++  
     AktivX  
     Visual Studio  
     Microsoft.NET

XML  
 OOA/OOP  
 ASP  
 Com+

    Dreamweaver  
     Director  
     Flash

One to One  
 Multi Channel Management  
 Internet Technology

## SAP

Preliminary Investigation  
 Concept  
 Training

    Basis  
     Releases  
     Migration  
     Support

Accounting  
 Financing  
 Plants  
 Costs calculation

    Logistics  
     Stock management  
     Production  
     Sales  
     Maintenance

mysap.com  
 APO  
 SCM  
 CRM  
 ASAP

    SAP Banking  
     SAP IS-U  
     SAP Euro  
     SEM

BW  
 CATT  
 PLM  
 ALE  
 B2B



## KLUGE + PARTNER

### A new age began

New Trends determine the digital society.

This means that a large part of profitable occupation is no longer achieved by using resources, material change processes or energy, but by the use of information.



### What we experience, is a profound change

Shorter and shorter innovation cycles with increasing complexity of the business processes are characteristics of a global society.



The information economy operates at a tremendous speed.

**People live today differently  
They work differently  
They learn differently**

We commit ourselves to this challenge.

**” Learning Organizations” constantly optimize their skills**

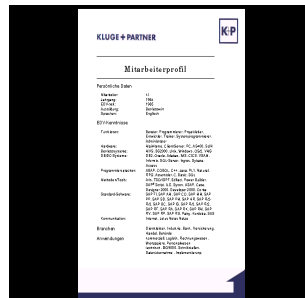
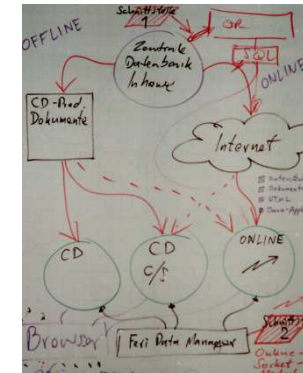


# KLUGE + PARTNER

## Knowledge Management

„The only irreplaceable capital an organization possess is the knowledge and abilities of their staff. The productivity of this capital depends on how efficiently people share their competence with those who employ them“,

Andrew Carnegie determined already 1930



### Profiles of our IT-specialists

### News

### FactSheets

### Glossary

### Project references

### Requirement profiles

## Deviation analyses

KLUGE + PARTNER



### Aufgabenstellung

- Kunden sollen in Zukunft Onlinezugriff auf die FERI-Datenbank erhalten.
  - über eine direkte Einwahlmöglichkeit
  - über das Internet
- Die Nutzung der FERI-Datenbank offline muss weiterhin möglich sein.
- Zugriffe auf Datenbanken in Frankreich und den USA müssen möglich sein.

### Press reports





# KLUGE + PARTNER

## Industry orientation

Industry  
Trade

Banks  
Insurance  
companies

Service provider  
Authorities



Deutsche Bank



BASF

märklin MERCK



Eurohypo  
Europäische Hypothekenbank der Deutschen Bank



DePfa Gruppe  
Helaba

Stadtwerke Bielefeld GmbH

debitel  
Kommunikation ist alles.



BHF-BANK

Deutsche Post

Siemens  
Business Services



Hoechst ABB



BW (BANK



Transport-, Informatik- und  
Logistik-Consulting GmbH



Dresdner Bank

Die Beraterbank



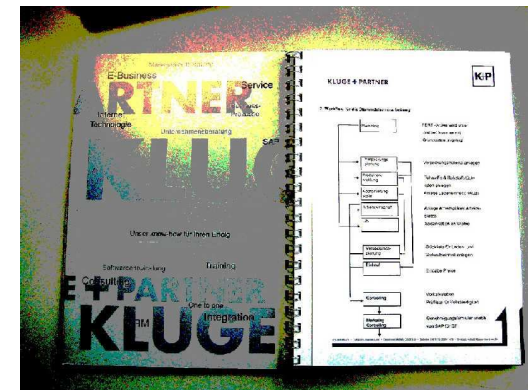
Our Know-How  
for your success



## Enterprise vision

Development of new, scalable business ideas and - processes

- SAP Enterprise
- SAP Banking
- innovative logistics solutions
- Internet based Services
- Network Business Solution
- Linux Security Tool



Branding of the mark „K+P“  
Projects on the planning board, not at the work bench

since 1992

## Industry focusing

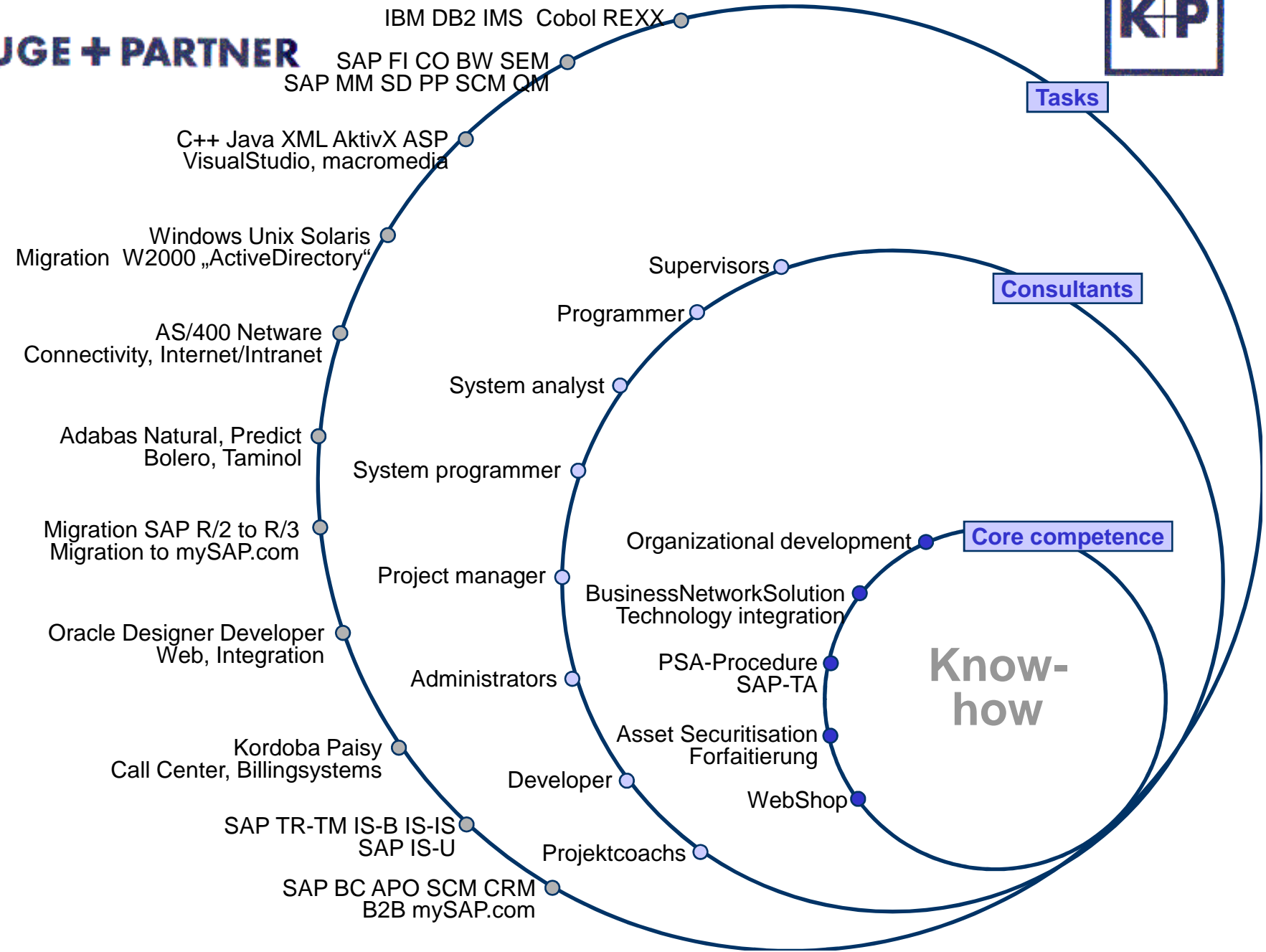


Development of our partner system and thus our know-how. There is no development of combinations of „off the shelf“ packages, but instead a creation of synergies, by selectively extending our knowledge.

Represented in each region in Germany with decentralized societies

- K+P South
- K+P North

# KLUGE + PARTNER

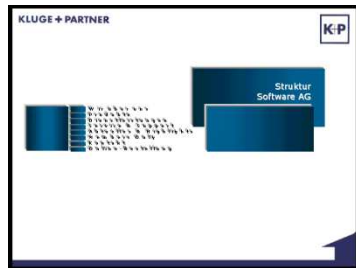






www.kluge-partner.de

## Internet



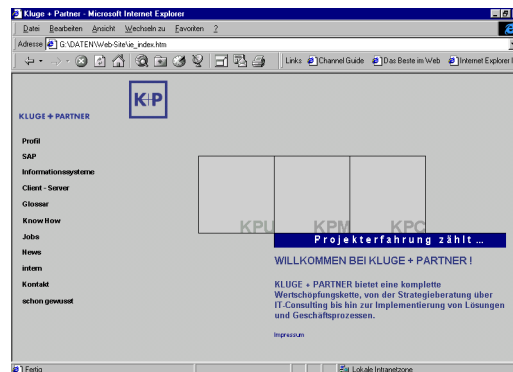
### WebShop

Usability

### Struktur

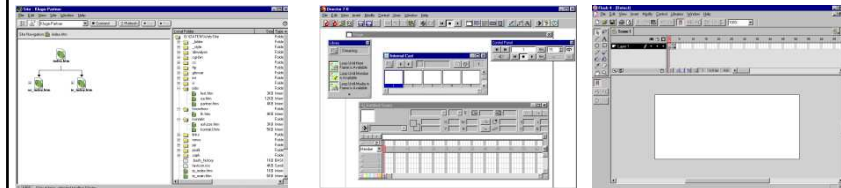
Knowledge Management  
Contents Management  
Document Management

### Web-Site



## NewMedia

### macromedia

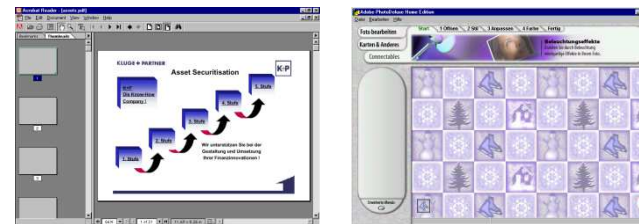


### Community

The work on our Web Site never stands still.

„There is always something new to change even before we can finish the original.“

### Adobe



The classical consulting business belongs to the past. ▶

## IT Professional Services

We offer the complete creation of value chain, from the strategy consultation over IT Consulting up to the implementation of solutions and business processes. ▶

We transform enterprises, so that they can again re-invent themselves  
management = IT management. ▶

We use the digital technologies around more efficiently to become  
faster and better. ▶

Since things can only be achieved together, we would  
be pleased to pass on our knowledge. ▶

The responsibility for the IT as substantial cross section function  
rests with Management. ▶

For an advisor it is not sufficient today to simply obtain IT knowledge. He is a  
psychologist, trend advisor, salesman and much more besides. ▶

It is our aim to change the way IT operates as a productive factor  
and also the image of consultants. ▶

# KLUGE + PARTNER

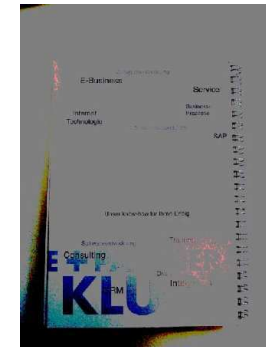


## Partner

Each partner plays a part within the whole.  
Each partner takes a role, a different, distinct activity within our business model

- Sales Partner
- Account Manager
- Consultant Partner
- Key Account Manager

The complete K+P service package is rounded off by **business partners**, whose professional services and personal care matches project and corporate culture perfectly



## Member + Friends

Both **co-operation partners** regard their respective core competence and the activity emphasis resulting from it as to a large extent non-overlapping. Cooperation connects and links the two business fields accordingly and leads to the desired synergy.

We also pay a finder's fee to a **commission partner** !



**KLUGE+PARTNER**  
**K+P Consulting GmbH**

[info@kluge-partner.de](mailto:info@kluge-partner.de)  
[www.kluge-partner.de](http://www.kluge-partner.de)

