

SieITMCI

Siebenhofer.Consulting e.U.

IT Consulting and Services

Consulting Engineer for
Communication Engineering
and Computer Science

Management-
Consulting and
Training

Short Presentation

SieITMCI combines comprehensive technological **know-how** from various business domains, the power of technical and economical **innovativeness** together with our longtime **international experience** into a **systemic management approach** and supports by that the customers in expanding their business with the strong focus on business **activities in and with China**.

At all activities of *SieITMCI* as **IT Consultant** and **Service Provider**, **Consulting Engineering** or **Management Consultant** and **Trainer** the most important is our **Customer's Success** as indicator for our success. *SieITMCI* is committed to highest **quality standards** and standards of **Compliance** and is especially responsible to all **people** involved in the projects to be done.

Background of the Founder and General Manager

- 35 years industrial experience
 - Telecommunication, Medical
 - Automotive, Automation
 - Transportation, Airports, Energy
- Worked in all areas of software development
- Project manager for EU research projects
- University Teacher in Klagenfurt
- CEO Siemens PSE NJ Co., Ltd.
- COO SIS China
- Chairman HR Forum EUCC Nanjing
- Founder and Owner of SieITMCI
- Co-founder of coopPSE



IT Consulting and Services

Software Development and Low Cost Partner Management (China-Europe)

Project Management

Project Start und Project Retrospective Workshops

IT Risk Analysis

QM Support ISO/CMMI

Consulting Engineer (Computer Science and Communications)

Tender Preparation

Tender Evaluation

Solution Consulting and Technical Concept Preparation / Evaluation

Project management

Risk management

Project calculation and Project Controlling

Management Consulting

Systemic Strategy Development

Balanced Score Card Development

China Consulting

Intercultural Team and Management-Coaching / Training / Mentoring

Economics-Simulation

*Software
Development
and Low Cost
Partner
Management (China
- Europe)*

Beside own SW developments we offer Software development together with a network of partners from Austria, Eastern Europe and China. For Low-Cost SW development well established partnerships in Eastern Europe and especially in China are in use..
SieITMCI support the partner selection and co-ordination. (Server-, Desktop-, Web-, Embedded- SW)

Project Management

Project Management and PM Coaching/Mentoring as well as Team performance Analysis for customers.

*Project Start and
Project Experience
Workshops*

Following the principle of a LEARNING ORGANISATION comprehensive and well proven Teambuilding methods will be introduced.

IT Risc Analysis

Risc route cause analysis and implementation of Data protection measures, IT-Security, IPR protection.

*QM Support
ISO/CMMI*

Support for the setup of QM Systems ISO9000, CMM, CMMI, People-CMM.

Software
Development
and Low Cost
Partner
Management
(China-Europe)

Project Management

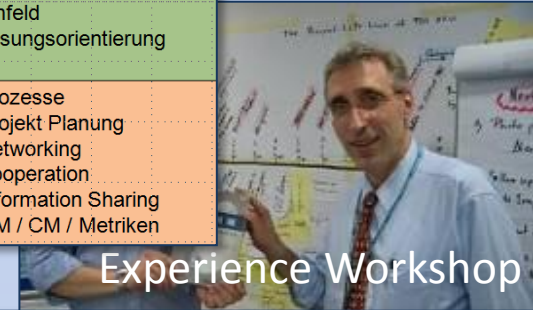
Project Start and
Project Experience
Workshops

IT Risk Analysis

QM Support
ISO/CMMI



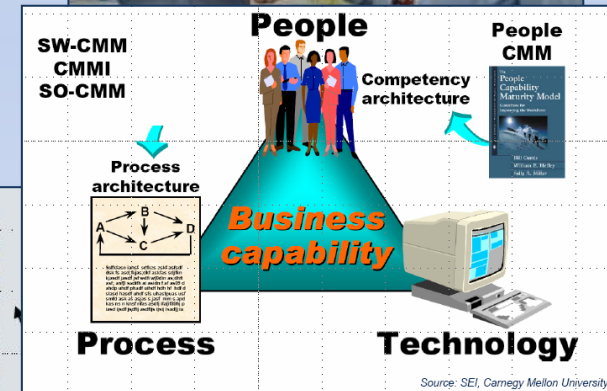
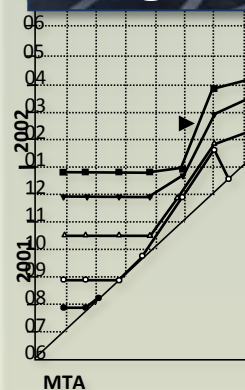
Analysis	Software Ingenieur Österreich / Europe	Software Ingenieur China
(relative) Stärke	<ul style="list-style-type: none"> Lösungsorientierung Projekt Planung Qualitätsdenken Prozessdenken Innovationen Verwendung von Tools 	<ul style="list-style-type: none"> Geschwindigkeit pragmatisch Innovationen Kreativ in schwierigem Umfeld Lösungsorientierung
(relative) Schwäche	<ul style="list-style-type: none"> Time-to-market Kundenorientierung Design-to-Budget Mobilität Fokus auf technische Details 	<ul style="list-style-type: none"> Prozesse Projekt Planung Networking Kooperation Information Sharing QM / CM / Metriken



Team@US



KickOff Workshop
Team Setup Analysis



Source: SEI, Carnegie Mellon University

Computer Science
Communications

Requirement analysis as basis for tender creations and creation of tender documents for projects in the domains of computer science and communications engineering.

Tender Preparation

Tender-
Evaluation

Evaluations of proposal documents and preparation of decision criteria.

Solution Consulting
and Technical
Concept Preparation

Creation of solution proposals and technical architectural concepts as base for technical detail design, Design specifications, platform and Middleware selection, special focus on non functional requirements.

Project Management
and
Risk Management

Project planning, Project status analysis, analysis of test concepts, Project metrics, Risk analysis.

Project Calculation,
Controlling

Design-to-Cost Workshops, Introduction of effort estimations, Project controlling and deviation analysis.

Computer Science
Communications

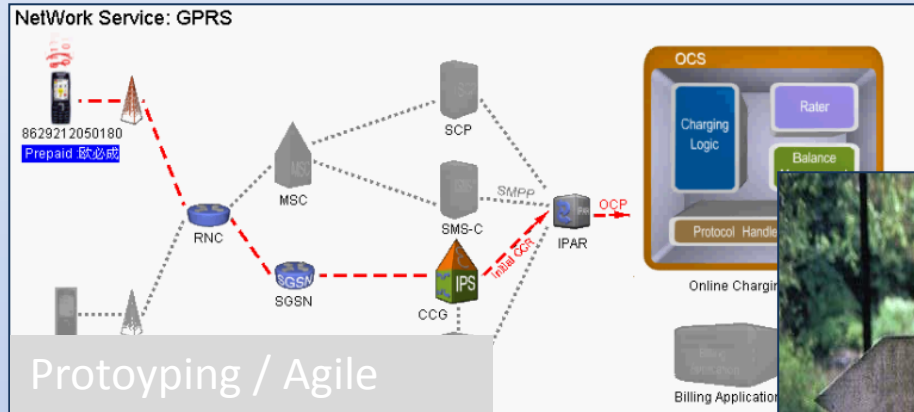
Tender Preparation

Tender-
Evaluation

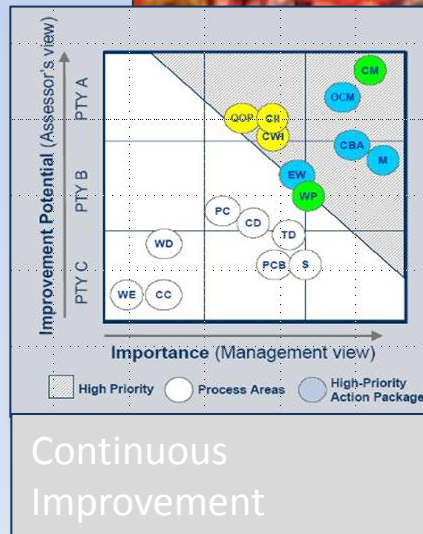
Solution Consulting
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Project Management
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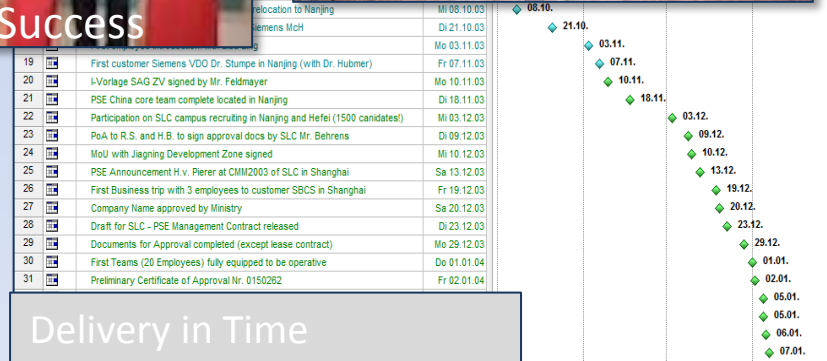
Project Calculation,
Controlling



Prototyping / Agile



Continuous
Improvement



SieITMCI Management Consulting/Training

*Systemic Strategy
Development*

Implementation of a SYSTEMIC Management approach. Considering of TOP-DOWN Requirements in a BOTTOM-UP approach involving all relevant Stakeholder/Employees/Project Team Members.

*Balanced Score
Card
Development*

Introduction and implementation of a „Balanced Score“ Card based on Kaplan/Norton as Team Workshop, Introduction of Management Cockpits.

*China Consulting/
Europe Consulting*

Management Consulting for business setup in China. Partner selection, location selection, Negotiations, recruiting, HR consulting.

*Intercultural Team
and Management-
Coaching / Training /
Mentoring*

Enabling and support of teams in intercultural projects with a strong focus on Asia and China. Conflict prevention and enabling of employees, problem root cause analysis.

*Economics-
Simulation*

Development and application of von simulation models for business units as base for scenarios analysis and decision making support.

SieITMCI Management Consulting/Training

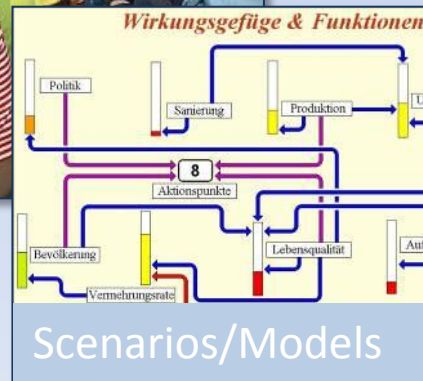
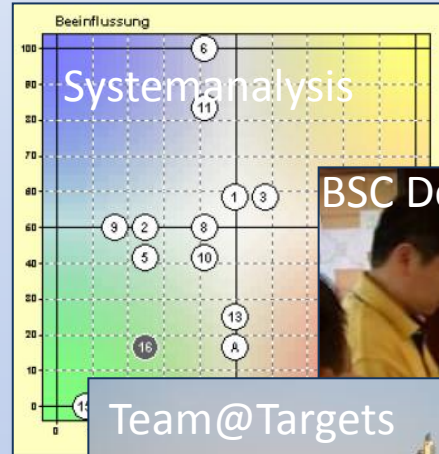
*Systemic Strategy
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*Balanced Score
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*China Consulting/
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*Intercultural Team
and Management-
Coaching / Training /
Mentoring*

*Economics-
Simulation*



SieITMCI

References

“As consulting company it is one of our basic principles, not to disclose any details of the customers using our consultancy.”

The success of our customers is enough.”

R. Siebenhofer



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Siebenhofer.Consulting e.U.

„SieITMCI@Networking“

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