



Compaq Global Services

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Professional Services

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The Compaq logo, consisting of the word 'COMPAQ' in a bold, red, sans-serif font.

Stand: Dezember 2000

Systemintegration ist der Erfolgsfaktor

DIE  WELT

Dienstag, 21. März 2000

In der E-Conomy hat der Einzelkämpfer verloren

New York, NY - Reports today indicate that the internet stock market has fallen on the Dow Jones trading platform on a week that a very large volume of trading activity is expected to be in the form of IPO offerings. The general public has been very active in the market and the Dow Jones has lost 100 points. Analysts expect a very large volume of trading activity to be in the form of IPO offerings.

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- ◆ Die Kunden suchen einen **Mehrwert** im Internet
- ◆ Gefragt sind **umfassende** Angebote
- ◆ Diese liegen auf **verschiedenen** Systemen
- ◆ Im Zentrum steht somit die **Systemintegration**
- ◆ ... und das ist unser Geschäft!

Compaq Professional Services Weltweite Präsenz

- **45 Länder**
- **225 Standorte**

North America
2717 Mitarbeiter

LAC
106 Mitarbeiter

**Europe, Middle
East, Africa**
3921 Mitarbeiter

Greater China
100 Mitarbeiter

Japan
1030 Mitarbeiter

Asia Pacific
738 Mitarbeiter

- ♦ 10,000 Spezialisten weltweit
- ♦ Mehr als 400 Solution Architects
- ♦ Nahezu 1000 Program Manager und Engagement Manager

Compaq Professional Services in Deutschland



- ◆ Über 500 Mitarbeiter
- ◆ Vertreten an 7 Standorten
- ◆ 80 überregionale Lösungspartner
- ◆ Über 2000 zertifizierte Mitarbeiter bei Partnern
- ◆ Eigenes Ausweichrechenzentrum

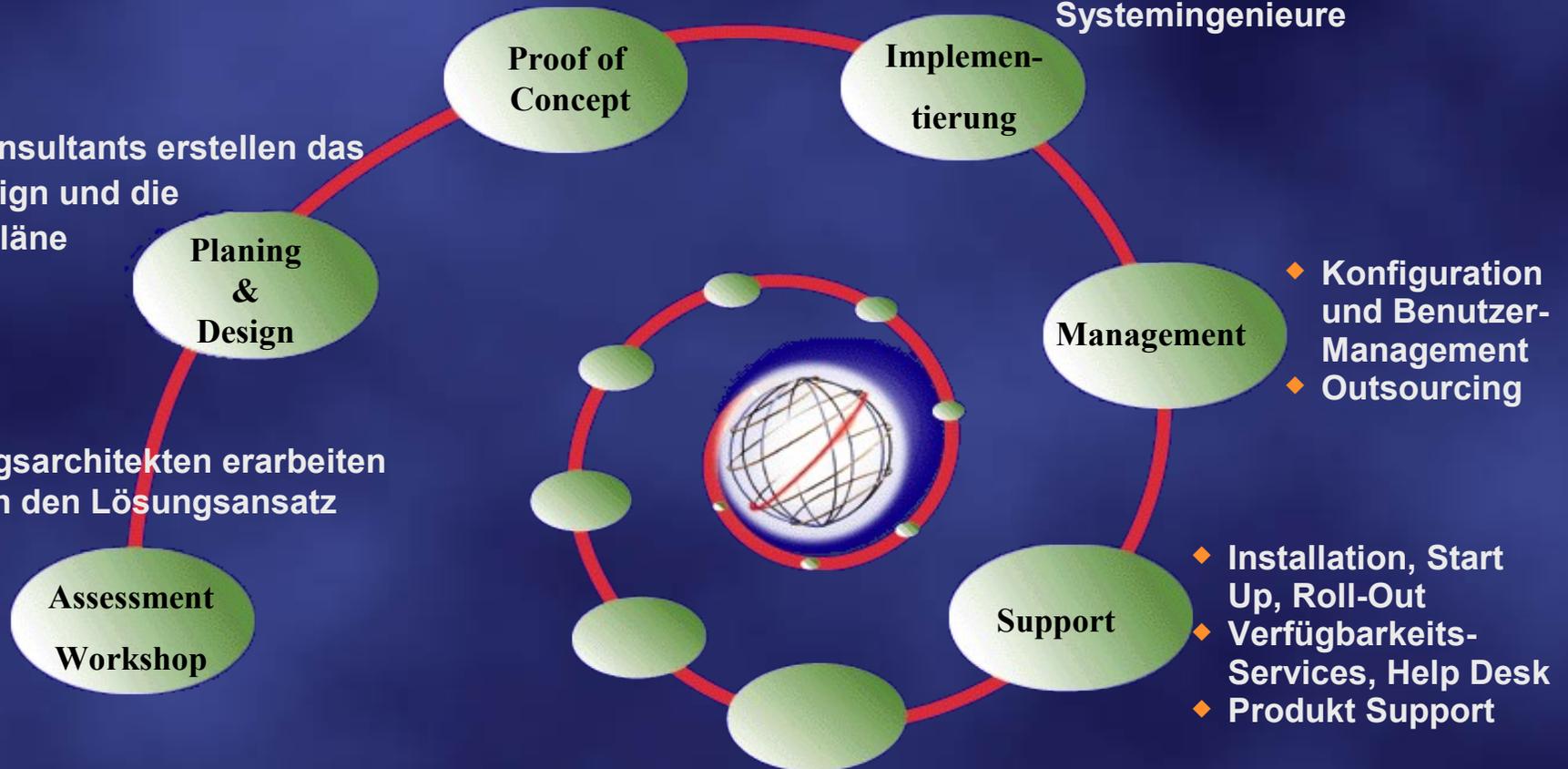
Der Beratungsansatz von Compaq

Funktions- und Interoperabilitätstests
in einer kontrollierten Umgebung

Erstellung der vollständigen
Lösung durch Compaq
Systemingenieure

Compaq Consultants erstellen das
System Design und die
Migrationspläne

Compaq Lösungsarchitekten erarbeiten
mit dem Kunden den Lösungsansatz



Compaq eBusiness Lösungsmodell

**Kunden-
anforderungen**

**Knowledge
Management**

**Customer
Relationship
Management**

**Global
Value Chain**

eCommerce

**eBusiness
IT-Lösungen**

**Messaging
and
Collaboration**

**Enterprise
Applications**

**Business
Intelligence**

**Industry
Applications**

**eBusiness
IT-Infrastruktur**

Network, Systems and Application Management

Hardware, Operating System and Middleware

Next Generation Networks

Professional Services Practices in Deutschland



eInfrastructure - Best-in-Class Solutions -

Knowledge Management

Customer Relationship Management

Global Value Chain

eCommerce

eBusiness Buildingblocks

Messaging and Collaboration

Enterprise Applications

Business Intelligence

Industry Applications

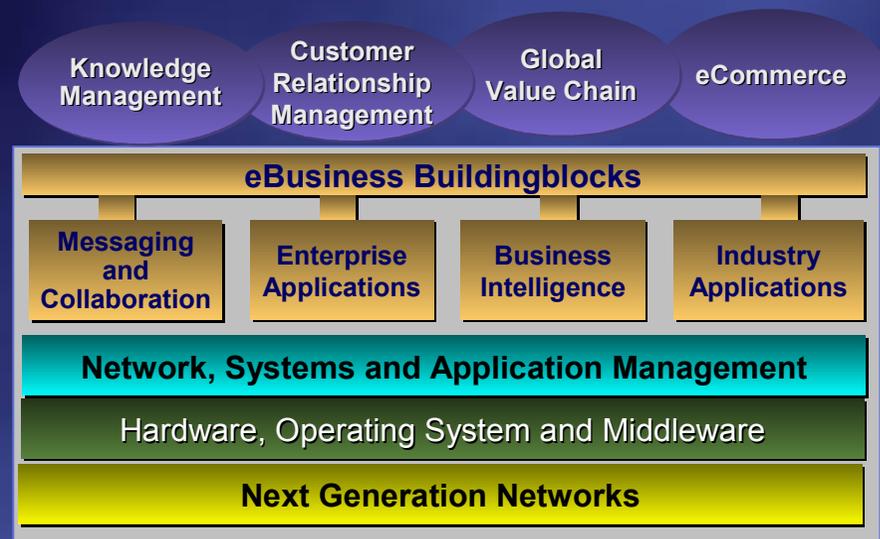
Network, Systems and Application Management

Hardware, Operating System and Middleware

Next Generation Networks

- ◆ **Next Generation Networks**
 - Internet Network Services
 - Security
 - Directory Services
 - Voice, Data and Video Convergence
 - High Performance Network Infrastructure
 - Enterprise Network Management
- ◆ **HW, Operating System and Middleware**
 - NT, Windows 2000, UNIX and NSK
 - Storage Area Networks
 - Exchange, Backoffice
- ◆ **Infrastructure/Enterprise Management**
 - End-to-End Enterprise Management
 - Enterprise Application Management
- ◆ **Knowledge Management**
 - Portals
 - Content Management
 - Workflow

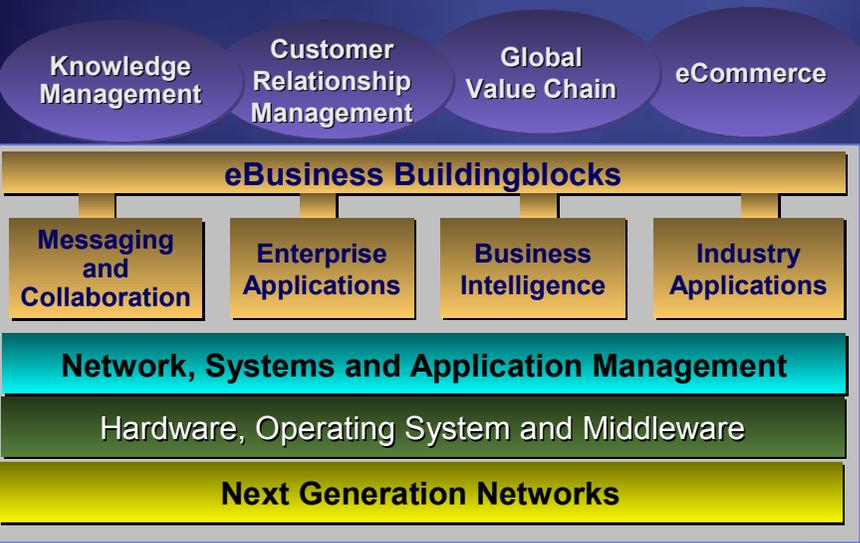
Applications & Internet Technologies - Best-in-Class Solutions -



◆ B2B2C Value Chain

- Buy Site Lösungen
 - SAP Bus.-to-Bus. Procurement (BBP)
 - Commerce One Enterprise Buyer
 - Sell Site Lösungen
 - Enfinity von InterShop
 - SAP Online Store
 - Handelsplatzlösungen
 - Commerce One MarketSet
- ◆ Sicherheitskonzepte und Realisierung bei IT-Infrastrukturimplementierung, Internet & Intranet Transaktionen
- ◆ Daten- und Dok. Archivierung mit Compaq Archive
- SAP
 - MS Exchange
 - Sonstige (Lotus Notes, DMS, ...)

Telecommunications Integration Services - Best-in-Class Solutions -



- ◆ **ENS (Enhanced Network Services)**
 - Intelligente Netze
 - X400, X500

- ◆ **BSS (Business Support Systems)**
 - Billing (mit Partnerlösungen)
 - Fraud
 - CRM (mit Partnerlösungen)

- ◆ **OSS (Operation Support Systems)**
 - Umbrella Netzwerk-Management mit TeMIP
 - Management für große IP-Netze

eBusiness Management Services - Best-in-Class Solutions -

eBMS Mission:

Als anerkannter Lösungsanbieter und –
betreiber ermöglichen wir unseren Kunden
den sicheren Übergang auf eBusiness
Lösungen und stellen den Best-in-Class-
Betrieb für seine Geschäftsprozesse sicher

Knowledge
Management

Customer
Relationship
Management

Global
Value Chain

eCommerce

eBusiness Buildingblocks

Messaging
and
Collaboration

Enterprise
Applications

Business
Intelligence

Industry
Applications

Network, Systems and Application Management

Hardware, Operating System and Middleware

Next Generation Networks

Outsourcing => FutureSourcingSM

- ◆ Übernahme und Betrieb von IT-
Infrastrukturen entweder als GU oder
selektiv
- ◆ Betrieb von ERP (SAP/Baan) und Mail &
Messaging Umgebungen (Exchange,
Lotus Notes)
- ◆ eCommerce Betrieb
 - xSP Enablement
- ◆ PC- Lifecycle/eWorkplace
 - Advanced Helpdesk
 - Asset Management
 - Finanzierung
 - Roll-out (CCS)

eBusiness Management Services - Outsourcing Spektrum -

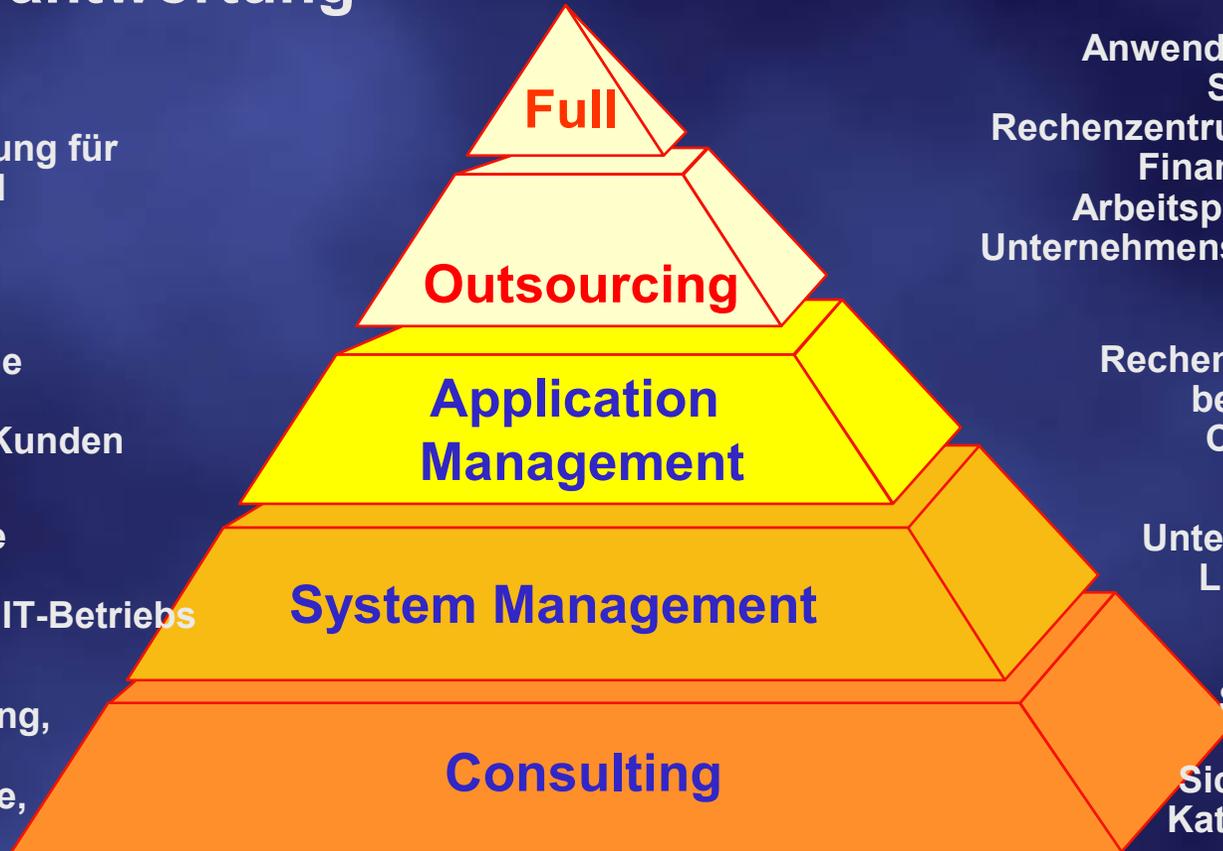
Grad der Verantwortung

Gesamtverantwortung für
IT-Entwicklung und
-Betrieb

Funktionsbezogene
Verantwortung
IT-Produktion für Kunden

Aufgabenbezogene
Verantwortung,
Unterstützung des IT-Betriebs

Managementberatung,
IT-Betriebsanalyse,
Performanceanalyse,
Kapazitätsplanung



Leistungsumfang

Anwendungsentwicklung,
Systemintegration,
Rechenzentrums-Management,
Finanzierungsmodelle,
Arbeitsplatzeinrichtungen,
Unternehmensweite Netzwerke,
Helpdesk,

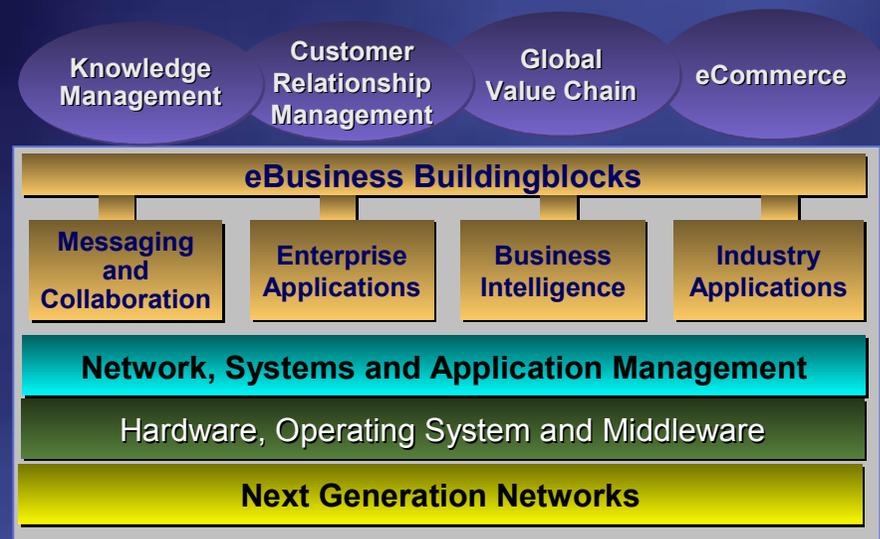
Rechenzentrums-Betrieb
beim Kunden durch
COMPAQ Personal

Unterstützung auf Zeit,
Limitierte Aufgaben

Security-Beratung,
Risikoanalysen,
Sicherheitskonzepte,
Katastrophenplanung

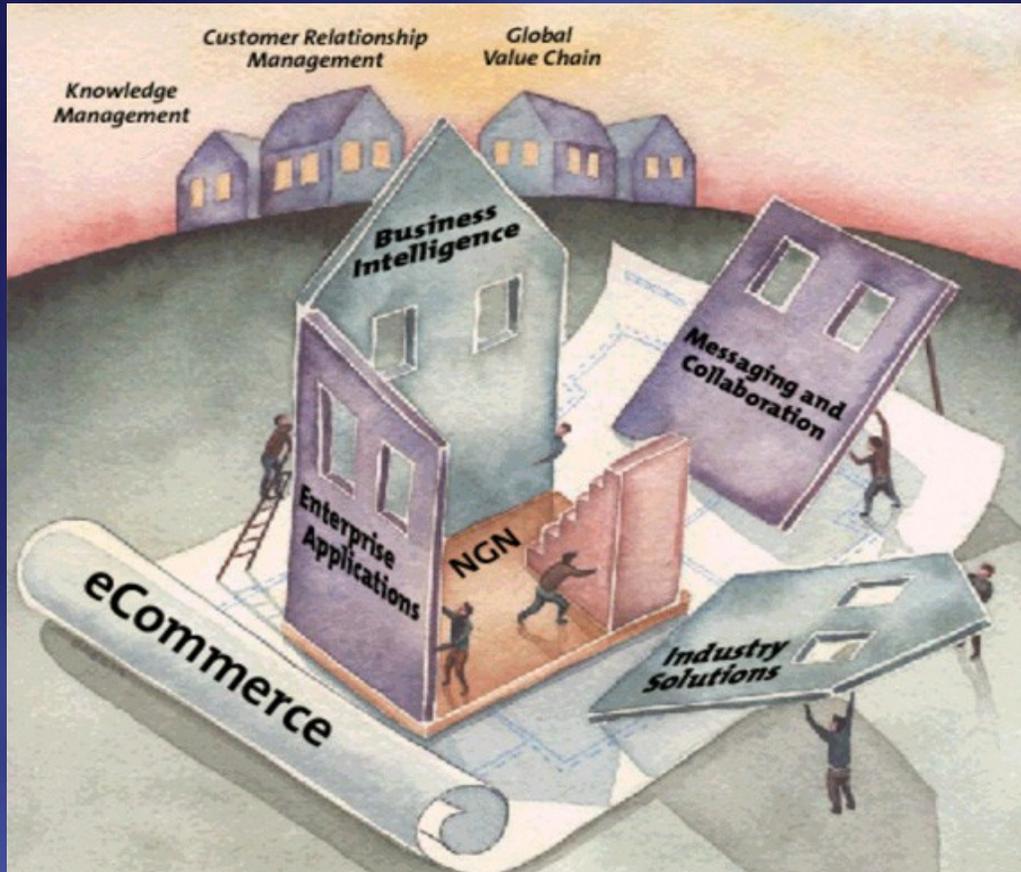
Twinsoft

- Best-in-Class Solutions -



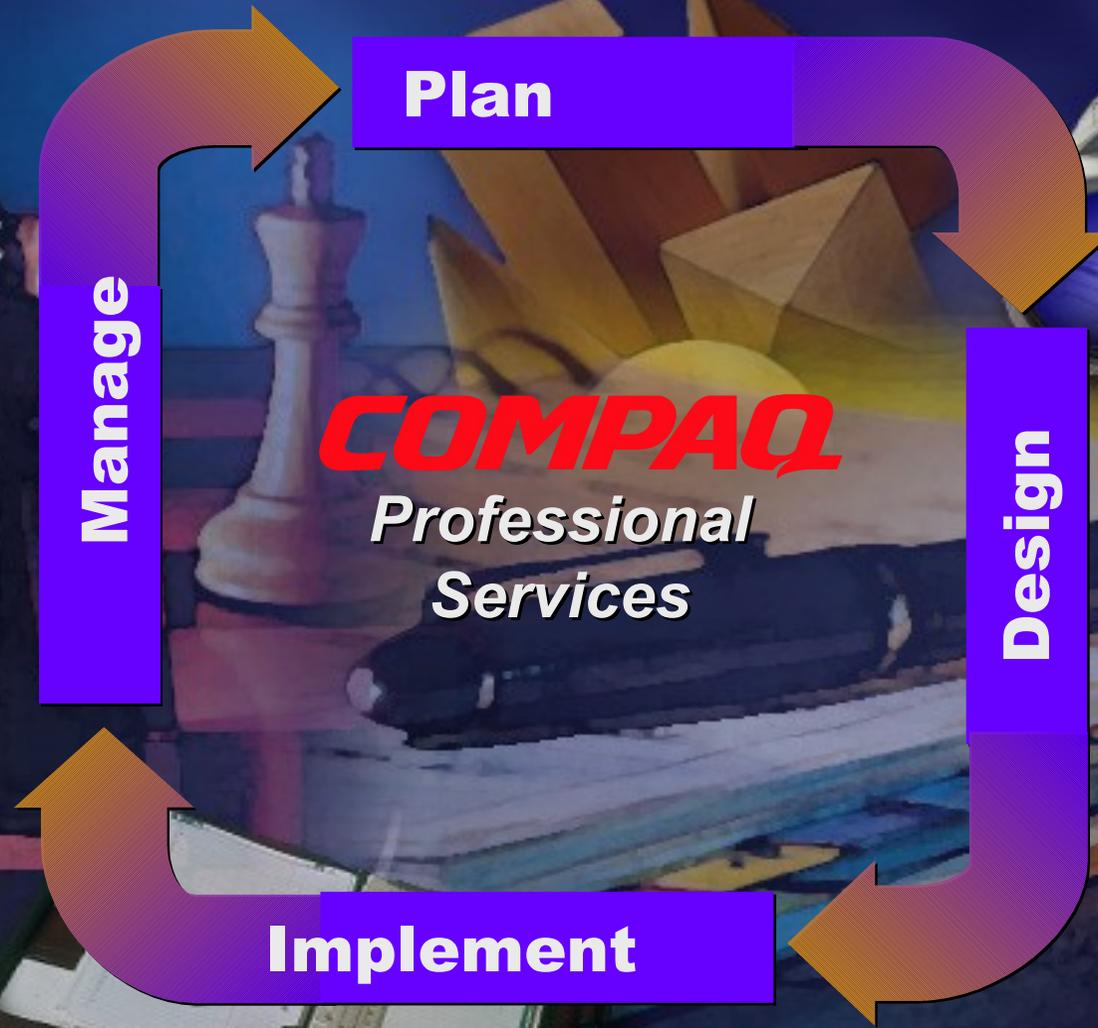
- ◆ Applikationsdesign für geschäftskritische IT-Systeme, die auf Himalaya Architektur basieren
- ◆ Chipkarten-Management, Electronic Cash Systeme (Transaktionsmanagement, Messaging, Fraud Detection)
- ◆ Marketing Support Applikationen (Data Warehouse, Data Mining, Database Marketing)
- ◆ Telekommunikations Applikationen (Billing, Tcard, Tnet, KAD)
- ◆ Call Center Lösungen für den Mittelstand
- ◆ EAI/Middleware Know-how Center

Vorteile einer integrierten IT-Lösungsarchitektur



- ◆ Schnellere **Entwicklung** neuer Lösungen
- ◆ Bessere Integration von **Applikationen**
- ◆ Basis für schnellere **Investitionsentscheidungen**
- ◆ Verbesserung der **Flexibilität** bei der Anpassung an Businessanforderungen
- ◆ **Kostenreduzierung** für Entwicklung und Training

Full Life Cycle Services for eBusiness Solutions



Projekte sind unser tägliches Geschäft

Bewährt: Erfahrung bei Großprojekten,
Compaq Projektmethodik

Kompetent: Zertifizierung (Projektmanager, Solutionarchitekten -
Microsoft u.a.)

Schnell: Zugriff auf weltweite Erfahrungen und Lösungen

Anerkannt: ISO 9001 Zertifizierung



Unsere Partnerschaften (Auszug)



Unsere Referenzen (Auszug)



COMPAQ

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