



# Short Portrait. Experts analyse performance-based, hidden savings and improve business processes.

Independent, competent, experienced. From planning to implementation and support.

Companies today are facing great challenges. In order to remain competitive in the competition, systems and processes must be optimized continuously. The telecommunications and mobility of staff plays a major role to convert business strategies successfully. The achievement of these goals requires a partner who is up to date on current trends and innovations and assist you, to implement these useful in practice.

## Competence and range of service

The experts of the CSW combine interdisciplinary know how with creative concept proposals, many years of project experience and an analytical and structured management process. With it a comprehensive service to our customers, regardless of their requirements and branch, is ensured at any time.

## Our services at a glance:

- *Technology and strategy consulting for the domains telecommunications and operational mobility (Fleet, Travel, Mobility)*
- *optimization of investment costs (CAPEX)*
- *lowering of operating costs (OPEX)*
- *cost-benefit analysis*
- *actual analysis and target conception*
- *ROI- and TCO-analysis*
- *Best-Practice- and Benchmark-Consulting*
- *consulting on financing- and operating model*
- *project-, contract- and escalation management*

## Project-oriented approach

The structural approach of our experts is specifically geared to the needs and requirements of our customers. According to strict specifications and a proven work methodology for many years, we make sure that previously defined objectives will be implemented quickly.

## Each project is subject to a strict process flow:

- *analysis & valuation*
- *strategy & conception*
- *procurement*
- *integration & implementation*
- *support & services*

The CSW team set particular importance on it, that any investment spends the maximum strategic contribution.

If you need to optimize your infrastructure base, we take focus on single segments and develop proposals for solutions which cause to the realization of existing saving potentials and a customization of your requirements to the opportunities of new technologies (bottom-up approach).

Keeping track overall targets in project, such as more efficient communication, quicker response times to customer inquiries, a higher mobility of your employees or an improved team work, then we support you in finding solutions, which ensures your business strategy (top-down approach).

## We take quality personally

Special challenges require special skills to achieve outstanding goals. The personal and professional competence of our employees and their constant training and certification with leading technology and mobility partners is therefore in focus of our corporate philosophy.

Our daily work is determined by the high demands of our customers and the constant curiosity about the advantages and opportunities of new technologies, which they provide to our customers. Technology at the same time never fulfills an end in itself, but tools for more efficiency, better mobility and more efficient business processes.

## When the talks walks

As a company located in Hamburg, we are very connected to the hanseatic virtues. We are convinced that the open and honest dealing with customers and partners is the basis for a long-term and successful cooperation. In short: Long-term confidence in quality and partnership define our style of work.

## There are enough reasons for CSW:

- Neutral, objective and independent
- High investment protection through methodical procurement and project management
- Broad expertise in technology, strategy, financing and operation model
- Qualified comparison of bids, current benchmarks and Best Practices
- Best purchase conditions through concentration of high project volumes
- Experience out of more than 2.000 projects
- One fixed contact person

Put us to the test and trust the CSW Consulting Group as your partner for independent and sustainable professional competence!

Further informations under: [www.csw-consulting.de](http://www.csw-consulting.de)

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*"We synchronize the functions of most modern technologies and management tools with the requirements of our customers. As a result this leads to more efficiency, lower costs and more efficient business processes."*

*Christian Winkler, management board*

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