



CASE STUDY INFORMATION TECHNOLOGY

<p>Branch:</p> <ul style="list-style-type: none"> IT Services 	<p>Company:</p> <p>TUI AG, Hannover</p>	<p>Duration:</p> <p>03/2013- 08/2013</p>	<p>Role/Position:</p> <ul style="list-style-type: none"> Strategic Advisor IS \$3,5 million, 2 FTE
<p>Services:</p> <ul style="list-style-type: none"> Development of technology refresh for 6000 jobs in Hannover Development of and consulting for RFQ/RFP/BFO processes Management of contract negotiations 	<p>Assignment:</p> <p>Analysis of, planning of tender of and management of contract negotiations for a company-wide framework agreement containing financing, procurement, integration and services of a new IT infrastructure at the Hannover site for 6.000 jobs.</p>		
<p>Results:</p> <ul style="list-style-type: none"> Contract concluded and roll-out completed on time; integration project optimized by 4 weeks. Achieved cost savings (OPEX) of €1,8 million over four years. 			