



YOUR PARTNER FOR THE NEXT GENERATION E-BUSINESS

## Our philosophy

B2B-Consult advises companies and organizations in the use of innovative products and systems of the next Internet generation. The main focus of our consulting activity is the sustained improvement of the customer's revenue situation. To achieve this, B2B-Consult combines the experiences of the successful "Old Economy" with the purposeful utilisation of the latest innovative technologies of the "New Economy".

Our consulting approach is not only based on new business models but also on the comprehensive analysis of classic business activities and their optimisation by means of the most advanced systems and processes. Against the background of business objectives and based on investments made we help our customers to take full advantage of the opportunities offered by the next Internet generation; Business processes within the company as well as with customers and suppliers become more cost-effective, faster, are designed in a qualitatively better way and thus increase the corporate value.

While carrying out its consulting and support services, B2B-Consult uses modern methods such as balanced scorecard and mind mapping, various kinds of collaboration tools and processes for investment assessment and valuation of the enterprise as a whole.

Experience and the demands made on consulting services that guarantee sustained economic success are ensured by the founder and acting partner of B2B-Consult, Dr. Hans-Henning Schulz. His extensive experience in the management of medium-sized and internationally structured organizations combined with know-how and commitment towards innovative technologies and processes guarantee sound economic sense and tangible benefits thanks to realizable results.

## Technologies for sustained success

Irrespective of economic fluctuations the availability and bandwidth of the Internet continues to increase. It connects an ever increasing number of users and platforms and enables new forms of cooperation. The processes in such a globally networked economy are complex and can only be optimised up to a point by centrally organized, manufacturer-dependent systems and processes.

As a logical consequence, flexible, web-based solutions are currently being developed, which are more able to meet the actual, complex demands. They can be adapted to fulfil the individual requirements of the partner and can be used for small and medium-sized enterprises, too.



Dr. Hans-Henning Schulz - Manager

## The mainstream of these developments includes:

Flexibly adaptable, distributed structures such as

- Peer-to-Peer (P2P) networks for stationary and mobile users
  - Collaboration Management
  - Supply Chain Management
  - Knowledge and Content Management
  - Distributed Computing
  - Enterprise Application Integration
- Web Services
- Self organizing search engines in Procurement and Knowledge Management

Open Source Software with benefits with regard to

- Security
- Investment protection
- Stability/quality
- Price standing

Open standards such as

- eCl@ss, BMEcat
- XML, SOAP, UDDI

New technologies of mobile communications such as

- Radio communications networks of the next generation (GPRS, UMTS)
- Wireless LANs
- Location Based Services (LBS)

## Concrete steps

B2B-Consult accompanies your enterprise during the development of a multi-organisational and multi-functional e-Business strategy and supports you with the web-based optimisation of your entire value-added chain. For you will only achieve the sustained economic benefits enabling you to be out in front in the increasingly stronger competition if you check the suitability of each individual process stage for e-Business and optimise it by means of available tools.

B2B-Consult offers in particular the comprehensive support in technological and organizational questions:

- Strategy consulting and support with the development of the business objectives
- Ascertainment of the actual situation in the competitive environment
- Project definition and planning
- Choice of system and suppliers
- Management support during the implementation of the project
- Organizational consulting and Change Management



## CONTACT

B2B-Consult GmbH  
Curiestraße 2  
D-70563 Stuttgart

Tel.: +49 (0) 711.67 40 05 20  
Fax: +49 (0) 711.67 40 04 93  
Mail: [info@b2b-consult.com](mailto:info@b2b-consult.com)  
Web: [www.b2b-consult.com](http://www.b2b-consult.com)

