

Kapfer-Consulting Nuremberg / Germany

IT-Strategy / IT-Sourcing-Framework® / RFP-Pro®

Kapfer-Consulting offers impartial IT-consulting for a future-proof IT-strategy and strategic IT-Sourcing. The focus lies in the identification of optimization potentials of Information Technology and the creation & evaluation of Requests for Information (RFI) and Requests for Proposal (RFP).

For this Kapfer-Consulting created the IT-SOURCING-FRAMEWORK® based on many years of outsourcing expertise.

Kapfer Consulting was founded 2006 by the graduate engineer Mr. Martin Kapfer. Since January 2007 Kapfer-Consulting is a member of the Nuremberg Initiative for Communication economy in Germany.

The head of Kapfer-Consulting - Martin Kapfer - has over 20 years IT-expertise and is active within the range of IT-Sourcing/Outsourcing since 1996. Among other things he was active as senior consultant for a worldwide leading IT-Service Provider and has managed hundreds of successful projects in the manufacturing and automobile industry.

At last Mr. Kapfer successfully led as responsible project manager a Shared services project for a international corporation from the German share index (DAX).

Kapfer-Consulting expertise:

◆ Outsourcing vs. Insourcing

A strategic decision over selective outsourcing of IT-services is always customer specific and depends on multiple IT-Sourcing-factors. In the same way potentials for internal optimization in the case of insourcing are to be considered simultaneous, for example IT-consolidation in Shared Service Center (SSC) or the implementation of ITIL® (IT Infrastructure Library – a de facto standard for IT-Service Management).

◆ IT-Strategy

The IT-Strategy is strictly driven by the business strategy of the enterprise, also called Business IT Alignment. Equally to the concentration on the core business of the company the question arises about insourcing or outsourcing (“make or buy”) to a Service Provider. With regard to new technologies like Service-Oriented-Architectures (SOA) the question arises whether an implementation of a new technology brings added value to the core business.

◆ IT-SOURCING-FRAMEWORK®

The practical IT-Sourcing expertise of Kapfer-Consulting is the basis for the IT-SOURCING-FRAMEWORK® - the procedural model which methodically supports the sourcing and RFI/RFP process, beginning from the definition of the IT strategy to the design of the IT architecture up to the TSM (Target-Sourcing-Mode). More than 10 years outsourcing experiences lead to the development of the IT-Sourcing-Framework and the RFP-Pro (Request for Proposal Pro).

◆ RFP-Pro®

Up to now RFPs were individually provided for each project. This generated unnecessarily high transaction costs on all involved parties. The RFP-Pro® standardizes the RFP process and focuses the activities on the substantial – the definition of the IT requirements and Service Levels.

www.kapfer-consulting.com

Authorized Representative:
Dipl.-Ing. (FH) Martin Kapfer
c/o Kapfer-Consulting
Steiner Weg 69
D-90449 Nuremberg
Germany

Phone: +49 (0) 911 2554 157

Fax: +49 (0) 911 2554 193

e-mail: <mailto:contact@kapfer-consulting.com>

VAT ID no.: DE 814701235