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# MANAGEMENT CONSULTING IN THE DIGITAL AGE

*Online intensive training programme  
IV Edition*



# WEEK 1 SCHEDULE

Time <u>CET</u> <u>TIME ZONE</u>	Monday July 6 <sup>th</sup>	Tuesday July 7 <sup>th</sup>	Wednesday July 8 <sup>th</sup>	Thursday July 9 <sup>th</sup>	Friday July 10 <sup>th</sup>
9-10:45	Kick-off meeting	SAP Lecture	NTT DATA Lecture	Microsoft & Accenture Lecture	GW
11-12:45	GW	SAP Lecture	NTT DATA Lecture	Microsoft & Accenture Lecture	GW
14-15:45	IIBA Lecture	GW	Progress Reviews	GW	Group Presentations
16-17:45	GW	GW	Progress Reviews	GW	Group Presentations

## Participants to the activity:

- All students
- Students coached by a given MC Company
- GW: Groupwork with academic supervisors





Accenture is a **leading global professional services company**, providing a broad range of services in strategy and consulting, interactive, technology and operations, with digital capabilities across all of these services.

Accenture combines unmatched experience and **specialized capabilities** across more than 40 industries – powered by the world’s largest network of **Advanced Technology** and **Intelligent Operations** centers.

With 509,000 people serving clients in more than 120 countries, Accenture brings **continuous innovation** to help clients improve their performance and create lasting value across their enterprises.

Monday 6th 2020 (09:00 – 10:45)

Weekly  
challenge

### TITLE OF THE CHALLENGE

**“PLATFORM DRIVEN DIGITAL TRANSFORMATION”**

### COACHES

*Lorenzo Costa – Manager Accenture*

*Raffaele Raspanti – Principal Director Accenture*

### CHALLENGE OVERVIEW:

*Company A and Company B, both active players in the Telecommunication market, decided to create a Joint Venture to merge their effort and to better tackle the challenges arising in the industry. The firms want to leverage the merger to obtain a leadership position in the market by driving the digital transformation. Your team has been engaged, as representatives of a leading consulting firm, to present in front of the top management team of the two companies, and describe how the merger can be a chance for the new entity to become a leader in the digital landscape*

# NTT DATA

NTT DATA is a Trusted Global Innovator that offers solutions and services in the technology, consulting, digital and operations sectors.

It provides tangible business results by combining in-depth industry expertise with innovations applied in digital, cloud and automation through a complete portfolio of consulting services, applications, infrastructures and business processes.

## TITLE OF THE CHALLENGE **HOW TO BE READY FOR THE FUTURE UNKNOWN PLAYGROUND**

### COACHES

**Cristina Paternoster - Engagement Manager NTT Data**  
**Carmine Paragano - Senior Engagement Manager NTT Data**

### CHALLENGE OVERVIEW:

*Suggestions from the future*  
*Which digital needs?*  
*Social distancing*  
*Presentation rules*

**Weekly  
challenge**





International Institute of Business Analysis™ (IIBA®) is a professional association dedicated to supporting **lifetime learning opportunities** for business and professional success. Through a global network, IIBA connects with over 29,000 Members and more than 300 Corporate Members and 120 Chapters. As the recognized voice of the business analysis community, IIBA supports the recognition of the profession and discipline and works to maintain the **global standard** for the practice and certifications.

Monday July 6<sup>th</sup> 2020 (14:00 – 15:45)

## ***“AGILE BUSINESS ANALYSIS R-EVOLUTION”***

### **GUEST SPEAKERS**

***Federico Maria Capo*** – IIBA Italy Chapter VP Operations  
***Cristina Paternoster*** – IIBA Board of Directors

### **KEY TOPICS:**

**Agile Business Analysis**  
**Planning Horizons**



Originally known for leadership in enterprise resource planning (ERP) software, SAP has evolved to become a **market leader in end-to-end enterprise application software, database, analytics, intelligent technologies, and experience management.** A top cloud company with 200 million users worldwide, SAP helps businesses of all sizes and in all industries to operate profitably, adapt continuously, and achieve their purpose.

Tuesday July 7<sup>th</sup> 2020 (09:00 – 12:45)

**“SAP – HOW TO MAKE SUSTAINABILITY PROFITABLE AND PROFITABILITY SUSTAINABLE!”**

**GUEST SPEAKERS**

*Salvatore De Caro* - Intelligent Technology Architect SAP  
*Silvia Bagnaia* - Supply Chain Senior Presales Specialist SAP  
*Federico Abrusca* – Human Resources Presales Specialist SAP

**KEY TOPICS**

SAP Fast Fact  
The Climate ERP  
Challenge  
OpenSAP



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Wednesday July 6<sup>th</sup> (9:00 -12:45)

## ***“NTT DATA INTRODUCTION”***

**Francesco Miano - Vice President, Consulting NTT Data**

## ***“FROM AGILE TO BUSINESS AGILITY”***

**Carmine Paragano - Senior Engagement Manager NTT Data**

**Cristina Paternoster - Engagement Manager NTT Data**

### **KEY TOPICS:**

**Be Agile – Agile mindset**

**Think Agile – Business Analysis and Design Thinking**

**Make Agile – Business Agility**

**Manage Agile – Adaptive Management**

**Apply Agile – The experiences**



Microsoft enables **digital transformation** for the era of an **intelligent cloud** and an **intelligent edge**. Its mission is to empower every person and every organization on the planet to achieve more.



Thursday July 9<sup>th</sup> 2020 (09:00 – 12:45)

**“MICROSOFT AS KEY ENABLER OF A DIGITAL TRANSFORMATION  
THE PLATFORM COMPANY PLAY AND POSTEITALIANE CASE STUDY”**

**GUEST SPEAKERS**

*Fabio Santini* – Microsoft Executive Director Partner Channel & Small, Medium, Corporate Markets

*Mauro Capo* – Accenture Microsoft Business Group Lead for ICEG

*Piero Zanchi* – Accenture Managing Director

**KEY TOPICS**

Digital Transformation, Cloud Transformation, Agility