



SIEMENS
Ingenuity for life

SIEMENS ADVANTA

Consulting Excellence Declaration

[SiemensAdvanta.com](https://www.SiemensAdvanta.com)

SIEMENS ADVANTA- CONSULTING EXCELLENCE



At Siemens Advanta, we envision innovative solutions for our clients' digital journeys. Our consulting principles align very closely with the Consulting Excellence programme of the Management Consultancies Association. We are committed to the Consulting Excellence programme and to continuously improve and develop our own values and guidelines.

CLIENT SERVICE & VALUE

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Siemens Advanta cares for clients individually, creating a tailored digitalization journey designed to meet the specific needs of each client – end-to-end – with all capabilities out of one hand.

We work closely with our clients, helping them to develop and implement the right strategy for their business and stay ahead of the curve. Our independence and objectivity are crucial to providing honest and unbiased feedback, and we've earned our reputation of being trusted and respected advisors. We empower our clients and believe in a collaborative working approach. We bring in interdisciplinary skills and put people in the centre of what we do.

Sustainable strategic and operational solutions for twenty-first century challenges are what we develop, and our job does not end with the conception and development of theoretical resolutions - we help our clients realize them. We are there for our clients through implementations and even after the project has ended.

Our teams spark curiosity and bring an explorative mindset to unearth unmet user needs: walking in our customers' shoes and continuously delighting them with our distinctive delivery.

How C-level see IoT & digital transformation: High potential and high uncertainty

74%

agree IoT is a competitive differentiator

70%

“strongly agree” IoT adoption will grow over the next two years

46%

are uncertain how to gain business value from data

45%

don't know where to begin to adopt IoT

40%

struggle finding external advisors with IoT and their industry experience

5

Big five why IoT adoption is still poor:

- Cybersecurity
- unclear ROI
- unclear Value
- Change Management
- Asset Management

> Clients need help with IoT strategy, prototyping & implementation

Sources: The Forrester Wave™: Global IoT Services For Connected Business Operations, Q4 2018 and Harvard Business Review IoT Services Internet of Things Report for Siemens 2019



From traditional ...
to new technologies



From rigid setups ...
to flexible
organizations



From product
centricity ...
to new business
models



Knowing about your respective industry and IoT, we support you on your own digital transformation journey from strategy to design & prototyping to solution & implementation all the way to operations.

ETHICAL BEHAVIOUR

Ethical Behaviour

Siemens Advanta is fully integrated within Siemens and as such is bound to Siemens' standards when it comes to ethical behaviour. Siemens takes ethical behaviour very seriously and has implemented a [Zero Harm policy](#) across its locations.

Siemens is committed to making a difference in our communities, as well as the wider world. From funding organizations that improve the quality of life and opportunities for children, to rolling up our sleeves and helping out in the community, we're working toward a sustainable and prosperous future for all.

We respect the personal dignity, privacy, and rights of each individual. We believe diversity enriches our workplace. We work together without regard to ethnic origin, culture, religion, age, disability, skin colour, gender, sexual identity and orientation, or worldview. We do not tolerate discrimination, sexual or any other form of harassment, or inappropriate behaviour toward individuals or groups. We apply these principles of respect to each other and third parties with whom we interact, including our suppliers, customers, and business partners.

Siemens Advanta employees participate and support Siemens' broad social and environmental commitments.

Our [sustainability initiatives](#) are an essential aspect of successfully implementing the Siemens Strategy Program Vision 2020+. Our understanding of sustainability is fully based on our company values – responsible, excellent, innovative. At Siemens, we define sustainable development as the means to achieve profitable and long-term growth. In doing so, we align ourselves, externally, with the goals of the UN's 2030 Agenda for Sustainable Development while internally, striving to balance people, environment and profit.

We are already taking significant steps towards achieving our goal to be a carbon neutral company by 2030. We focus on four levers:

- Energy-efficiency
- Decentralized energy systems
- Intelligent e-mobility solutions
- Green electricity purchasing

PROFESSIONAL DEVELOPMENT

Professional Development

At Siemens Advanta, we believe that Learning and Development is a key component in both individuals' success and that of the organisation as a whole, both now and into the future. We aim to provide opportunities for our employees to grow and develop within their current role and enable them to fulfil their potential for the future. We create the ideal framework and environment in which to grow, both personally and professionally. From specialized training programs to one-to-one coaching and proactive feedback, we help our employees fulfil their true potential.

Our professional development programs are designed to hone our employees' talents and equip them with the skills they need to grow personally and professionally. What's more, we actively encourage development outside of work, so if anyone needs to take time off to follow academic, private or social initiatives, we offer a range of leave programs.

We also believe that giving and receiving feedback is vital to everyone's individual development; we truly live an open feedback culture, including measures such as regular Upward Feedback sessions. Having this professional development plan as our basis, we ensure that our staff receive a directed, individual development which is marked by milestones and clear performance objectives, reviewed on a regular (half-year) and transparent basis.

We have a motto which we have been living for more than 20 years: Nobody's perfect, but a team can be – this applies to our project work on client sites as well as how we function internally.



OUR VALUES

Our Values

DARE TO DREAM – we envision innovative solutions for our clients' digital journeys

LOVE OUR CLIENTS – we continuously exceed our clients' expectations

TEAM WINS – we believe collective intelligence outsmarts individual performance

ENJOY THE RIDE – we have fun while learning and growing together

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WE BELIEVE WE ARE THE
PARTNER OF CHOICE
FOR YOU AS WE EMBRACED
DIGITAL TRANSFORMATION
AT SCALE.