

Interim Management
Project Management
International Sales & Marketing Consulting

VogtConsulting

#1 choice for management consulting in the information technology and telecommunication industry.

25 years of highly qualified expertise in the IT industry to grow technology-leading solution providers.

The management consulting of VogtConsulting focuses on information technology and telecommunication solution companies, which are on the verge of expanding and managing their international reach.

Interim Management

VogtConsulting provides you with high-quality management to a wide range of business issues, ranging from supporting transition periods of management changes, to setting up a network of worldwide affiliates to globalize the company's offerings.

Ralf Vogt has in-depth practical experience in executive management of services-, development-, marketing- and sales departments in internationally operating information technology and telecommunication providers.

Project Management

A major factor in the success of large software projects in the information technology and telecommunication industry is the ability to support the customer with senior project managers at eye level with their C-level management.

Internal and external communication skills are vital beside a solid knowledge of today's state-of-the-art project management methodologies.

Ralf Vogt holds a Project Management Professional (PMP) certificate of PMI.

VogtConsulting established a close co-operation with VM | campus, the specialist for management development in the area of PMI standards. Therefore VogtConsulting is able to offer you professional project management services plus any support regarding the development and training of your internal project management organization.

International Sales & Marketing Consulting

The information technology and telecommunication industry is global. To be competitive in this market as a solution-, services- or product supplier, a global relationship network to key customers is a must.

VogtConsulting helps you to internationalize your sales organization and to introduce your offerings in a wide network of potential customers.

Project References

ZIRA Ltd, Bosnia

Preparation and implementation of sales & marketing concepts and sales pipelines. Establishing of sales partner network. International sales & marketing of Billing, CRM and RM/RA solutions in LATAM, Central- and Eastern Europe, Central Asia and APAC. New customer acquisition (e.g. TürkTelekom, Turkey).

Vipera Plc, England

Preparation and implementation of sales & marketing concepts and sales pipelines. Establishing of sales partner network. International sales & marketing of mobility solutions (mCommerce, mFinance) in LATAM, Central- and Eastern Europe, Central Asia and APAC. New customer acquisition (e.g. DZ-Bank, Germany).

Arvato Systems Technology GmbH, Germany

Preparation and implementation of sales & marketing concepts and sales pipelines for SAP logistic consultancy services for international mobile network operators.

SIMARTIS, Romania

Preparation and implementation of sales & marketing concepts and sales pipelines. Establishing of sales partner network. International sales of mobile advertising solutions in LATAM, Central- and Eastern Europe, Central Asia and APAC. New customer acquisition (e.g. Avea, Turkey and MoldCell, Moldavia).

Symsoft, Sweden

International sales of billing and messaging solutions in Central- and Eastern Europe and Central Asia.

Argela, Turkey

International sales of IP-TV solutions in Central- and Eastern Europe and Central Asia.

New Oriented Solutions Germany GmbH, Germany

Co-ordination of tender responses of Russian Federation Health Ministry.

KLS Steuerungstechnik GmbH, Germany

Setting up of the exclusive distributor organisation in Italy.

Onur Elektrik Enerjisi Üretim San. Tic. Ltd., Turkey

Planning and installation of the IT-infrastructure. Selection of suppliers for hydro-electrical components. Coaching of project management.

Customer Network (1/2)



Central Europe

Customer	Country	Projects/Products
Adif	Spain	SIM Application Management
Banverket	Sweden	SIM Application Management
Base	Belgium	SIM Application Management
Bouygues	France	Billing
Comviq	Sweden	Billing
Deutsche Bahn	Germany	SIM Application Management
E+	Germany	SIM Application Management; Messaging
Jernbarneverkert	Norway	SIM Application Management
KPN	Netherland	SIM Application Management
Mobilkom	Austria	Billing
O2	UK	SIM Application Management
Optimus	Portugal	Messaging
Orange	Spain	Billing
Orange	UK	SIM Application Management
Orange	Switzerland	SIM Application Management
RFI	Italy	SIM Application Management
SNCB	Belgium	SIM Application Management
Sunrise	Switzerland	Billing; Messaging
Telecom Italia	Italy	Billing
Telepac	Portugal	Billing
TMN	Portugal	Billing
T-Mobile	Germany	Billing
Wind Hellas	Greece	Billing

Customer Network (2/2)

Eastern Europe, Middle East, Central Asia, APAC

Customer	Country	Projects/Products
Astelit	Ukraine	Billing; Messaging
Avea	Turkey	Billing
Bite	Lithuania	SIM Application Management
Essar	India	Billing
Etisalat	UAE	Subscriber Provisioning
Evergrowth	India	Billing
Geocell	Georgia	Billing; Messaging
Kcell	Kasachstan	Billing; Messaging
Maroc Telecom	Morocco	Billing
Maxis	Malaysia	Billing
Meditel	Morocco	Messaging
Moldcell	Moldavia	Billing; Messaging
Orange	Romania	Messaging
Satelindo	Indonesia	Billing
STC	Saudi Arabia	Voucher Management
VIP Mobile	Serbia	Billing
Si Mobil	Slovenia	Billing
Vodafone	New Zealand	SIM Application Management

Americas

Customer	Country	Projects/Products
America Movil	El Salvador	Messaging
America Movil	Guatemala	Messaging
America Movil	Honduras	Messaging
America Movil	Panama	Messaging
America Movil	Puerto Rico	Messaging
America Movil	Brazil	Messaging
America Movil	Nicaragua	Messaging
America Movil	Argentina	Messaging
America Movil	Ecuador	Messaging
America Movil	Peru	Messaging
Digitel	Venezuela	Billing
Entel	Chile	Billing; Messaging
Maxitel	Brazil	Billing
Tele Cellular Do Sul	Brazil	Billing
Tele Nordeste	Brazil	Billing
Telecom Personal	Argentina	Billing
Telecom Personal	Paraguay	Billing
TIM Peru	Peru	Billing
TIM Brazil	Brazil	Billing

Profile

Ralf Vogt, Dipl. Inf., PMP, PSM

- Senior management level with over 20 years of professional experience
- More than 10 years in leading executive positions
- Extensive practical knowledge in establishing companies and affiliates in Germany, Brazil, Spain, Italy, Turkey, Ukraine, Malaysia, Singapore
- Extensive practical knowledge in establishing global sales organizations with business success in more than 50 countries in LATAM, Middle East, North Africa, India, Europe, Central Asia and APAC
- In-depth knowledge of Product Management of ITC solutions
- In-depth knowledge of Project Management of large multi-million ITC projects
- Certified Project Management Professional (PMP)
- Certified Professional SCRUM Master (PSM)
- Deep knowledge in software engineering
- University degree in Information Technology



Contact

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