

# infor

## Fellow Consulting

[www.fellow-consulting.com](http://www.fellow-consulting.com)

**FELLOW CONSULTING AG**  
where people work together



# The partner that translates business into IT

**Fellow Consulting AG**

**Address**

Anzinger Straße 21  
85586 Poing



# Servus!

## We make Digital Transformation happen!

With one of the most experienced teams of digital transformation and CRM consultants in Germany and Europe, Fellow Consulting supports numerous customers of various industries and sizes, from concept to implementation of their digital transformation projects. Based in Poing near Munich, we have been providing technological services to our clients for more than 10 years.

Together with our partners Infor, Microsoft Azure, Amazon AWS, SugarCRM and Ephesoft, we bring the mission of digitalization to life. We act as an operational and strategic specialist for our clients as well as a sparring partner for the everyday challenges of digital transformation.

Successful people move on! This is our commitment, ensuring that all of our consultants combine technical expertise with a strong understanding of the challenges of your business.

# About The Company

## Passion, trust, openness

Those who are passionate about their work will achieve their goals. Our relations are based on trust and we believe that transparency is the key for communication between our team and customers. This is how we achieve our common goal and offer you individual solutions from a single source.



## Our vision

Be the reference IT partner for technology solutions empowering companies' growth from digital transformation.



## Our mission

We value the Digital Transformation. Understanding business needs and technical requirements, we provide services which will advise and transform companies optimally. The interface between business and IT is decisive for the success of a project.



# Company Core Values

Three keys: We work with passion to offer successful project support for your business



### Customer satisfaction

Customer satisfaction is the common key component in all our projects. Our team is committed with excellence in every development, ensuring that each project is unique and meets the needs of our customers.



### Continuous improvement

We work with continuous improvement, being very attentive to what is new in technology and service, and constantly investing on team's qualification.



### Excellent teamwork

We reach projects together. Partnerships and reliability are incredibly important to us. Only as a solid and trustable team we can be successful and deliver the best solutions to our clients.



# Administrative Board

## Where people work together...

**We work with passion on projects and are creative problem solvers.**

**The excellence of our company is based on the quality of our team.**

As a consulting company, we rely on highly qualified, motivated colleagues who provide you, our customer, with optimum support.

We value a good dialogue with personalities who know the industry very well, to deliver a differentiated result to your business.



### **Manuel Kanka**

Managing Partner

Manuel is a Fellow veteran and has been active since the company was founded. He is leading the CRM consulting unit as well as being responsible for the finance and human resources department.



### **Daniel Jordan**

Managing Partner

Daniel has been with Fellow Consulting since the beginning and is responsible for the Solution Architect division. With his more than 20 years of experience, Daniel is involved in numerous cutting-edge customer projects.



### **Thomas Dillinger**

Managing Partner

Thomas is the third founder and is responsible for business development and the Infor department. With his vast experience in large international projects he completes the leadership team.

# How we work





**Fellow as an  
Infor Partner**

# The Alliance between Infor and Fellow

## Do you want more from your Infor Partner?

Cloud and Integration is in our genes. We like cutting-edge technologies like AI (Deep Learning) or IOT. We adopted our passion to the Infor World. The alliance between Infor and Fellow Consulting offers a strong service of business applications to the market. These two companies are committed to common strategies, tactics, and work collaboratively developing software products and services.

Technology does not guide direction for business. But Technology helps business to move on successfully and tackle the challenges of digitalization. You need the right technology and talent to thrive in a connected world!

**Experts you can count on:** Rely on Fellow to deliver the full power of **Infor OS & Infor ION** software to help maximize your IT investment and guide you through every stage of the digital journey.

**On the pulse of where business and technology are headed:** We architect integrated solutions no matter where they are deployed. Our focus is on:

- Infor OS
- Infor ION
- Infor IDM Capture (Only ISV Partner)
- Infor EAM

# Why Infor OS?

Infor OS is a cloud operating platform that is designed to serve as the technology backbone of your enterprise. As the latest Infor technology available, standardized across CloudSuites, Infor OS enables you to interface your Infor, third-party, and legacy applications for greater productivity and more reliable business information. As an example, Infor OS can serve as the fabric behind a connected manufacturing operation—or in any other business environment that has intense integration and extensibility challenges



# Why having a different partner?

We speak the language of the Cloud! We are customer oriented and have a young and enthusiastic development team ready to empower your project.

We're eager to deliver a solution that provides not only seamless workflows, but also **Artificial Intelligence** tools, **data lakes**, **Internet of Things** (IoT) capabilities, and rich analytics.

# Some of our projects

## Build an Enterprise Data Warehouse in the Cloud

Coloplast is a large provider of healthcare products from Denmark. They operate in more than 100 countries with more than 11.000 employees. And they have plenty of data as well... We built up a data warehouse architecture based on Microsoft Azure Cloud. Data from various sources like ERP and CRM was consolidated, transformed and computed. The data warehouse was fed daily with dozens of millions of records, coming from a variety of sources and formats. So, they could build fancy reports all over the company across all software systems and data sources.



## Mobile EAM for Cloud and Offline

Diversey is a brand of SealedAir Corporation. They take care of cleaning, like in hotels. But not only supplying the hotel cleaning carts, but building complete laundry facilities for all kinds of commercial cleaning. And those need to be maintained! We equipped over 2.000 technicians with tablet computers and laptops to document and manage their service business. It was important to be connected to their cloud ERP and CRM, but also to work offline as those laundry facilities normally have bad WLAN or mobile. Supported with barcode scanner and signature pad, the service guys could directly raise valid orders to the ERP and get the invoice back.





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