



Luca Stockhausen

PhD in Physics

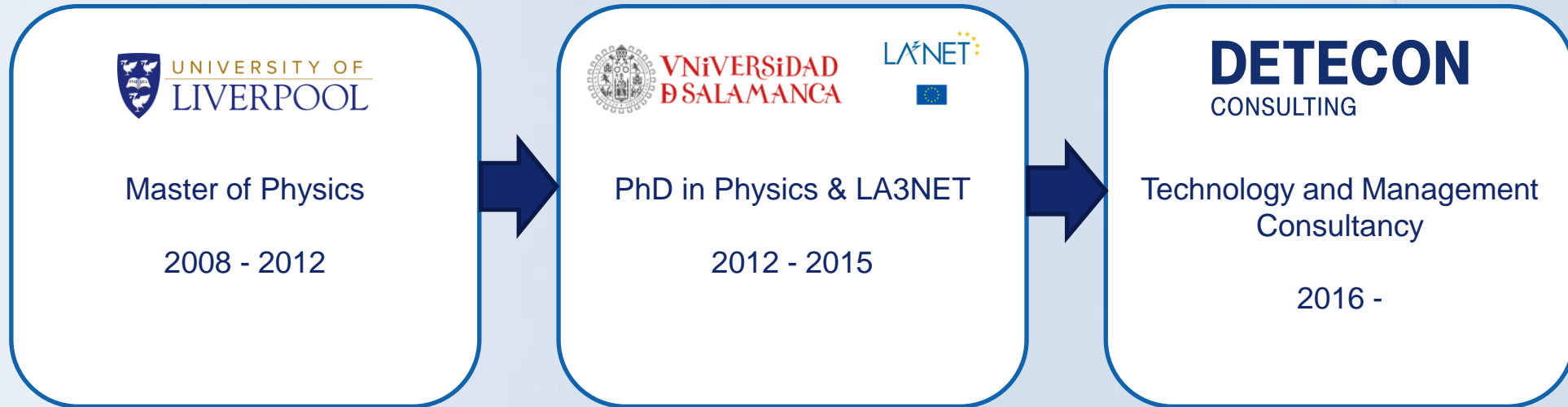
Senior Consultant

Detecon International GmbH

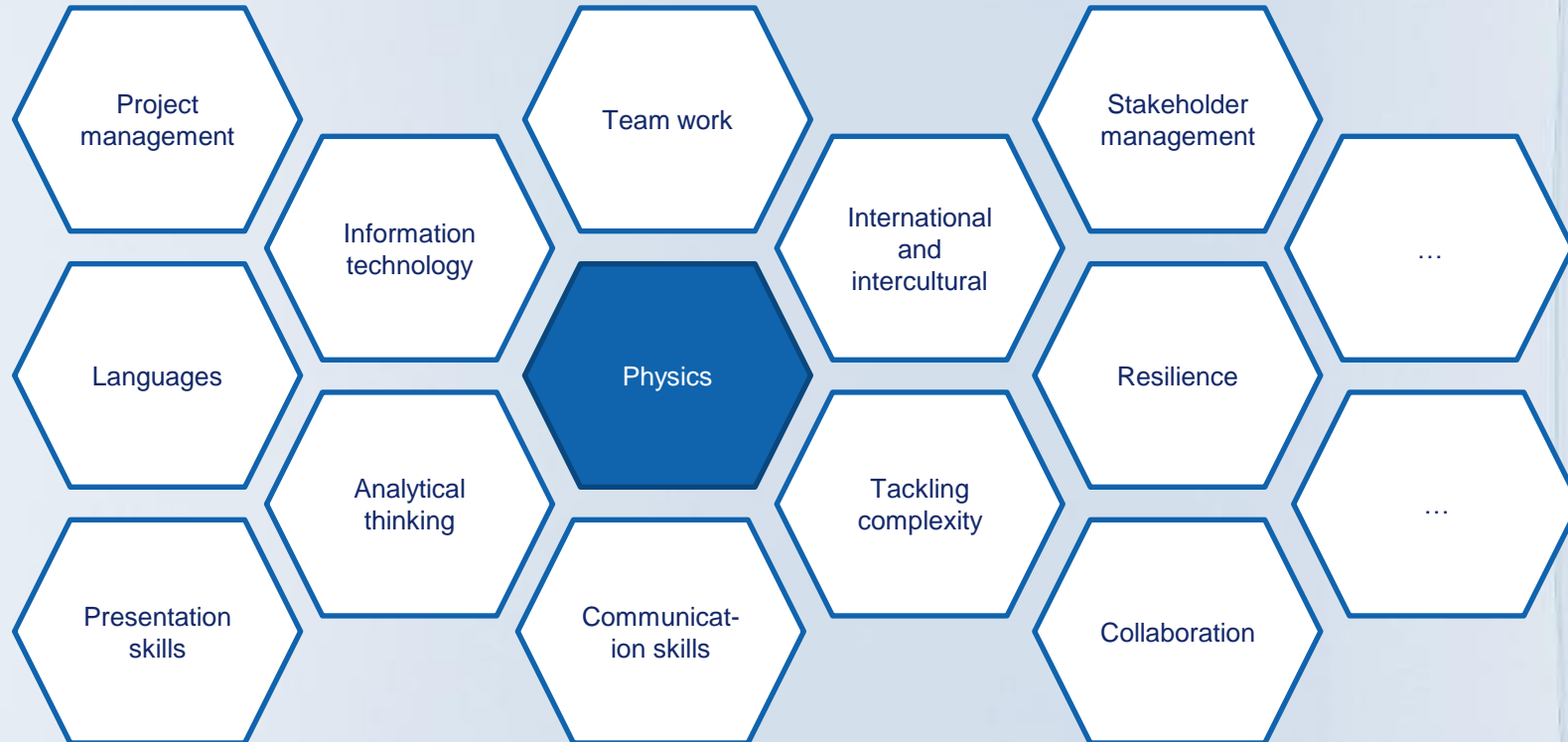
AVA Careers Workshop

27 October 2020

My personal path into consulting



A PhD in Physics is more than mere Physics




Variety of projects


Energy Transition /
Smart Metering

Health Economy

IT Processes

Industry 4.0

Network Infrastructure
Transformation 

5G Campus Networks 



What is it you do in a project?

Network Infrastructure Transformation

- Programme management
- Stakeholder management
- Risk management
- Contractual agreements
- Operations planning
- Monitoring
- SteerCo presentations
- Process development
- Understanding of technical systems
-

5G Campus Networks

- Project management
- Stakeholder management
- Use case development
- Go-to-Market approach
- Business case modelling
- Product development
- Understanding of technical systems
- Development of operating model
- Vendor Management
-

Industry 4.0

- Technology assessment
- System integration analysis
- Architectural implementation
- Strategic impact
- Identification of digitalisation potential
- Stakeholder management
- Development of decision papers
-

Management or Expert track?

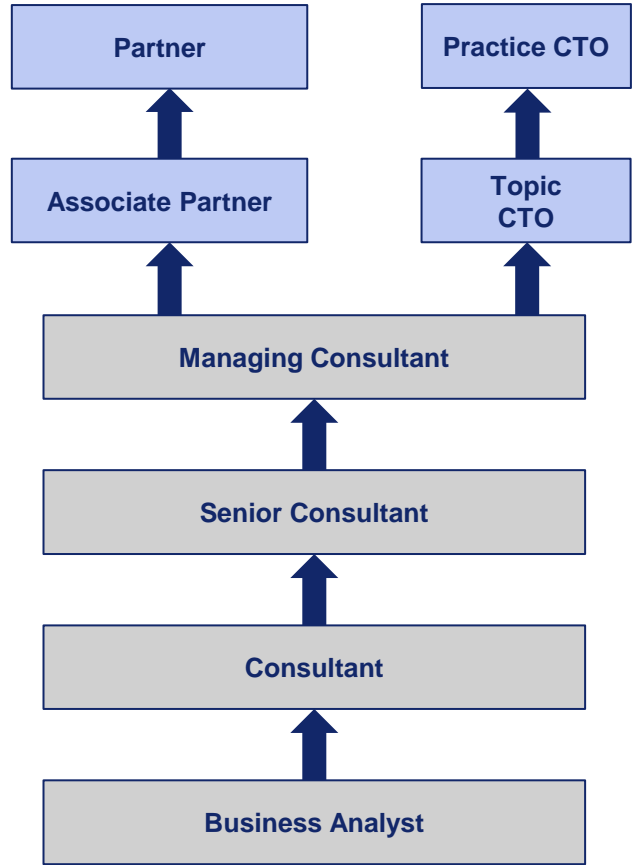
Management

„All-rounder“

Leadership

Project and programme management

Business projects



Expert

Gaining knowhow

Field of expertise

Building up reputation

Specialist networks



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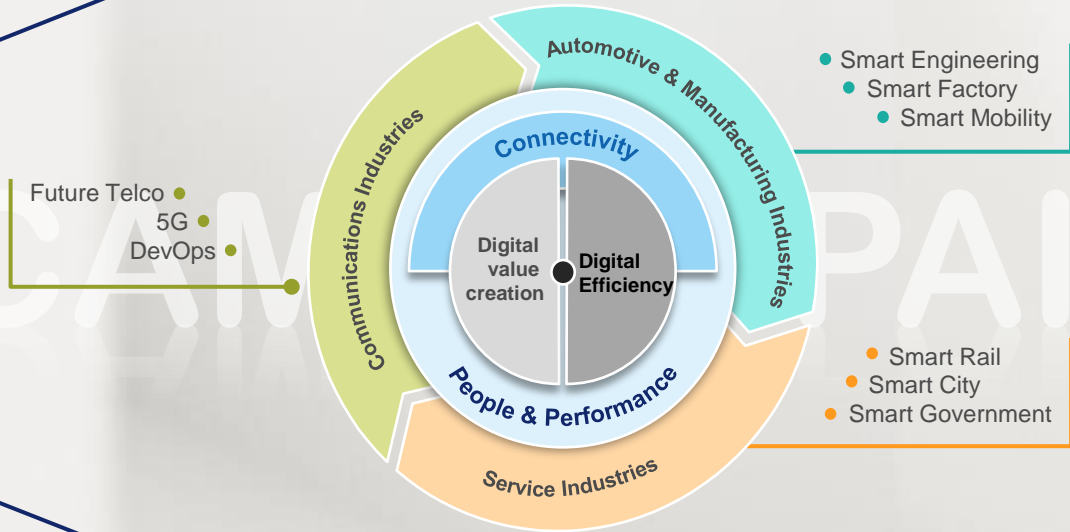
Backup

Top Management Consultancy

**Global
Telco consulting company**

More than 30,000 Projects worldwide
1,230 associates in our offices worldwide
 Clients in more than **165 countries**
 Colleagues from over **40 countries**
 Worldwide revenue of **€ 201 million**

Detecon is the leading, globally operating technology management consulting company with headquarters in Germany, which has been combining classic management consulting with high technological competence for over 40 years. The focus of its activities is on digital transformation: Detecon supports companies from all areas of business to adapt their business models and operational processes to the competitive conditions and customer requirements of the digitalized, globalized economy with state-of-the-art communication and information technology. Detecon's expertise bundles the knowledge from the successful conclusion of management and ICT consulting projects in over 160 countries. It is a company of Deutsche Telekom.



Consulting approach and key market issues

Digital value creation and digital efficiency are two sides of the same coin, enabled by connectivity and based upon people and performance.

Top Rankings

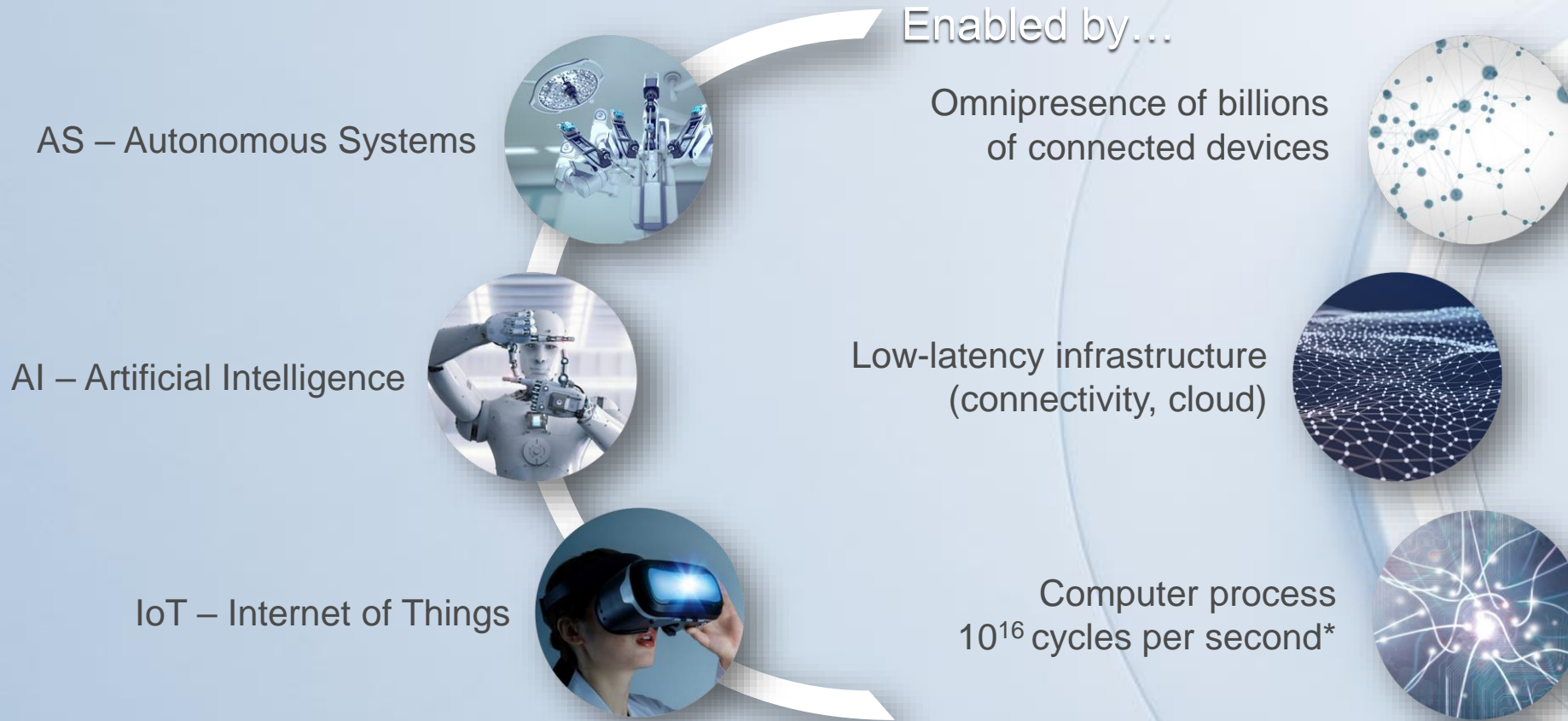
Detecon is ranked among the best management consulting firms in recognized German rankings.



Digital change

We are still in the center
of the second wave of
digitalization!

Autonomous Systems, Artificial Intelligence & IoT will boost technology-driven change in the foreseeable future ...



... and force organizations to deal with **VUCA**.

The world has become **VUCA** ...

... with implications for business



Volatility : Decisions and tunings needs to be executed at a much faster pace



Uncertainty : Strategy and organization must change faster than every 2 to 3 years



Complexity : Management teams are less able to set guidelines applicable in all situations



Ambiguity : Companies face unknowns, decisions must be made instantly

To understand today's challenges, it is helpful to know history.

