

 sclable

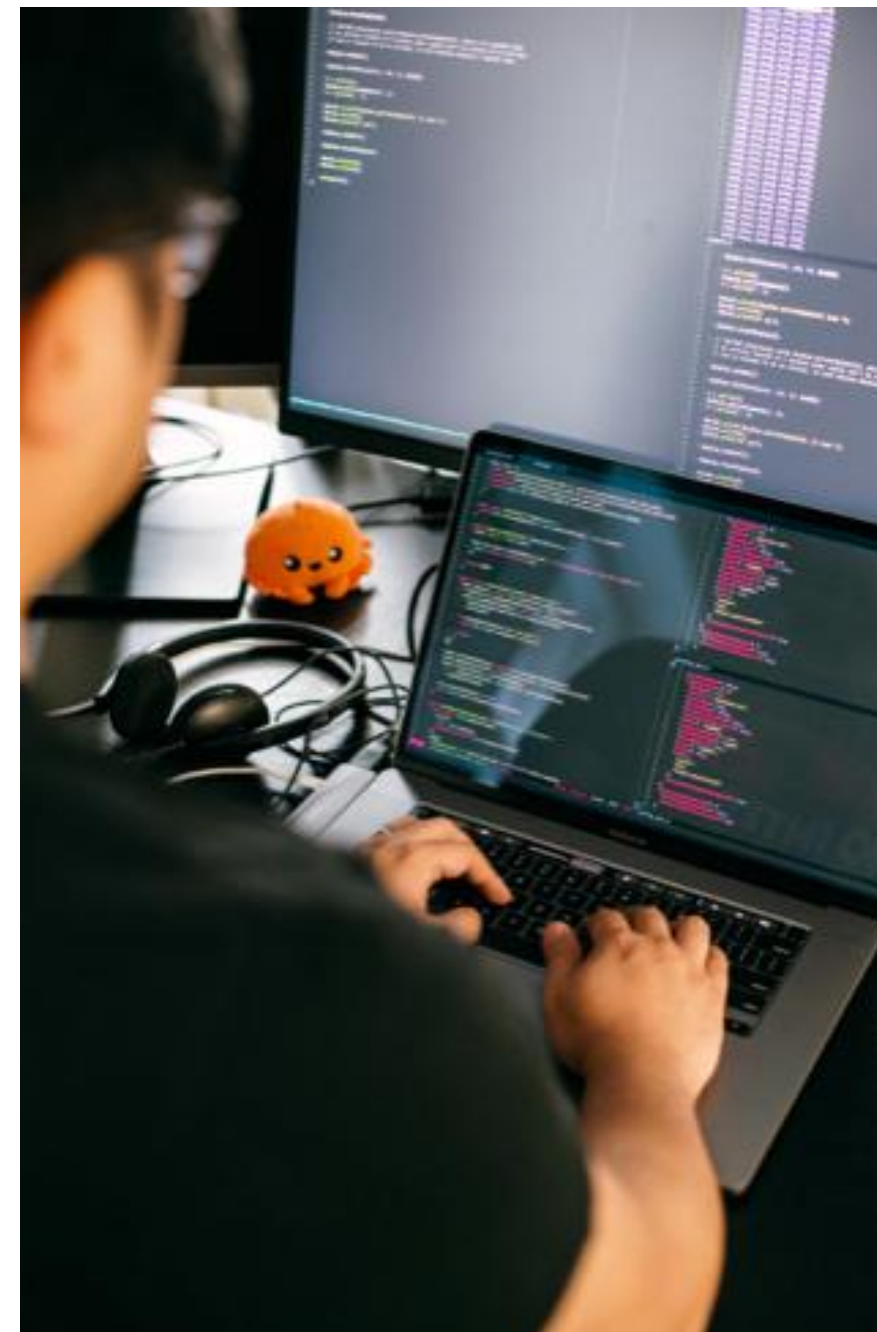
Let's work together

2023

Who are we? Scable

We are **Thinkers & Builders.**

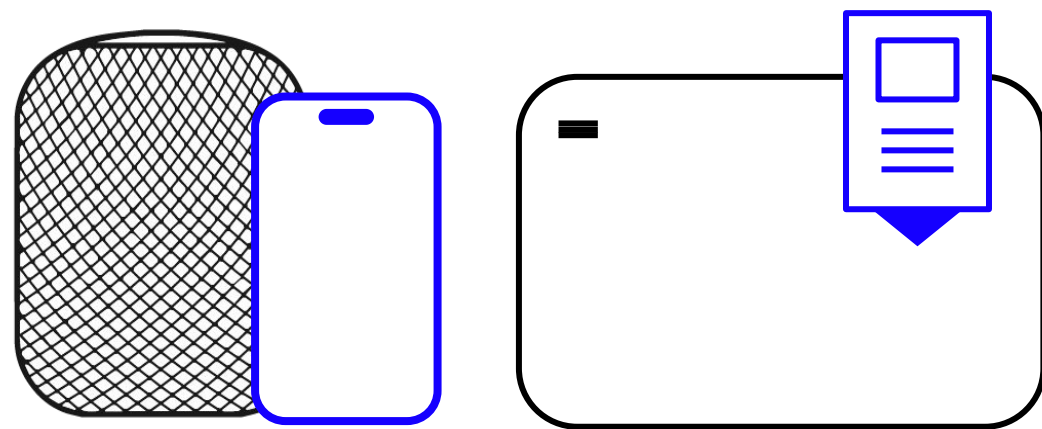
We help ambitious companies shape their digital strategy and **bring it to life** with digital products, services & platforms.



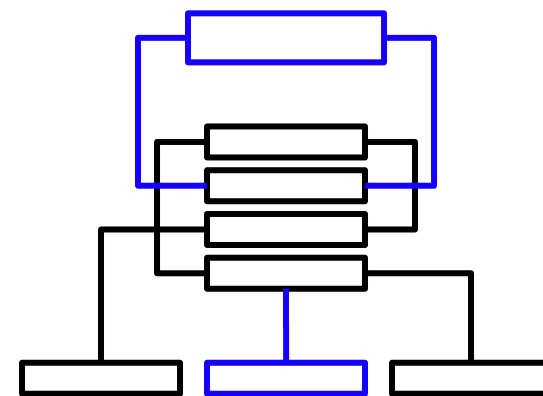
QUICK FACTS

- Ten years of experience
- Vienna as homebase
- 50 passionate professionals

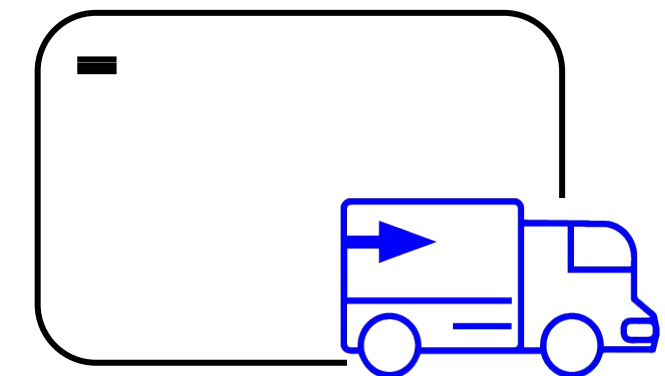
What we do for our customers



We enhance the performance and increase the value of **existing physical and/or digital products**.

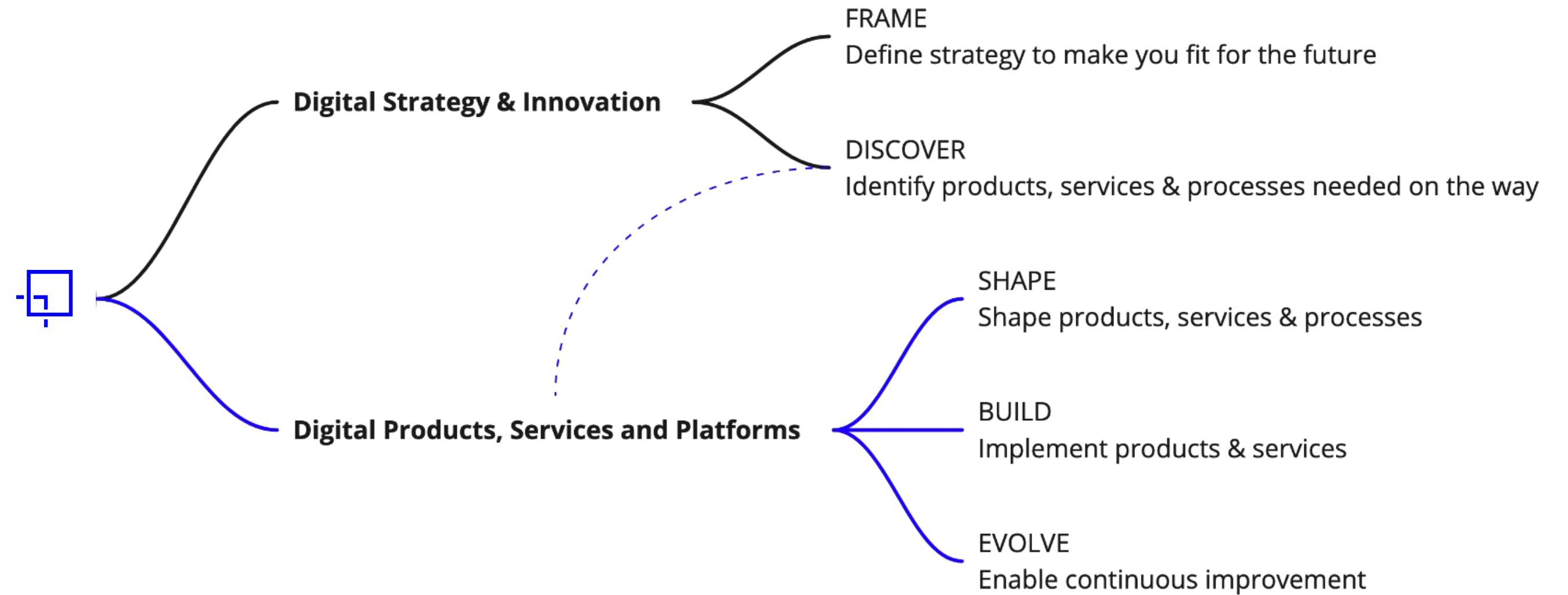


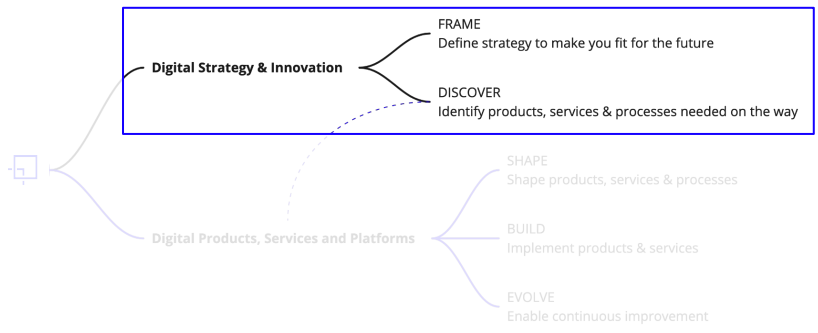
We improve the efficiency, productivity and sustainability of **complex internal operations**.



We create **new digital products and services**, with existing or new business models.

What we do from strategy to implementation



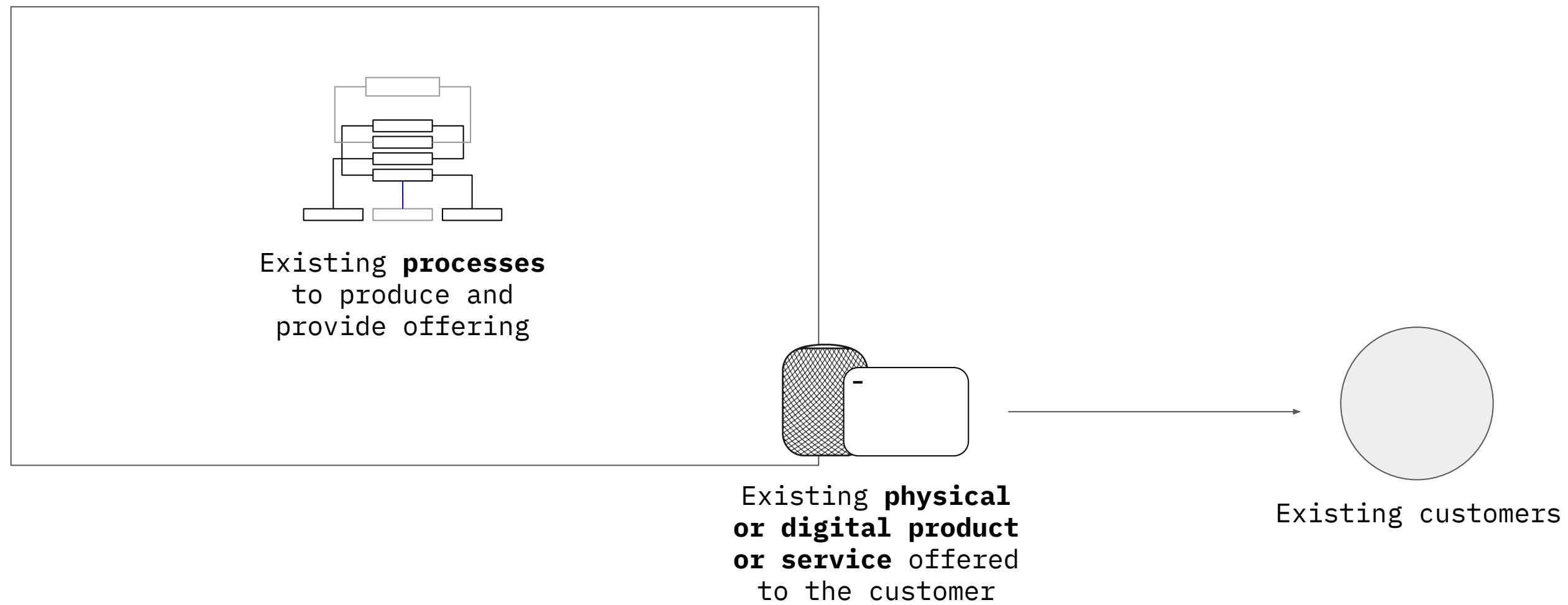
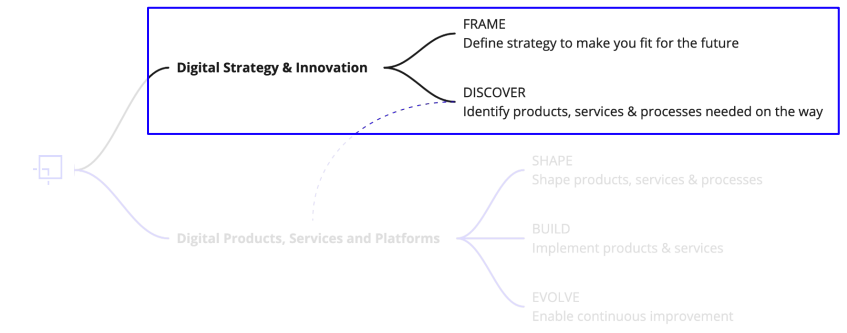


Digital Service Strategy & Innovation

FRAME & DISCOVER

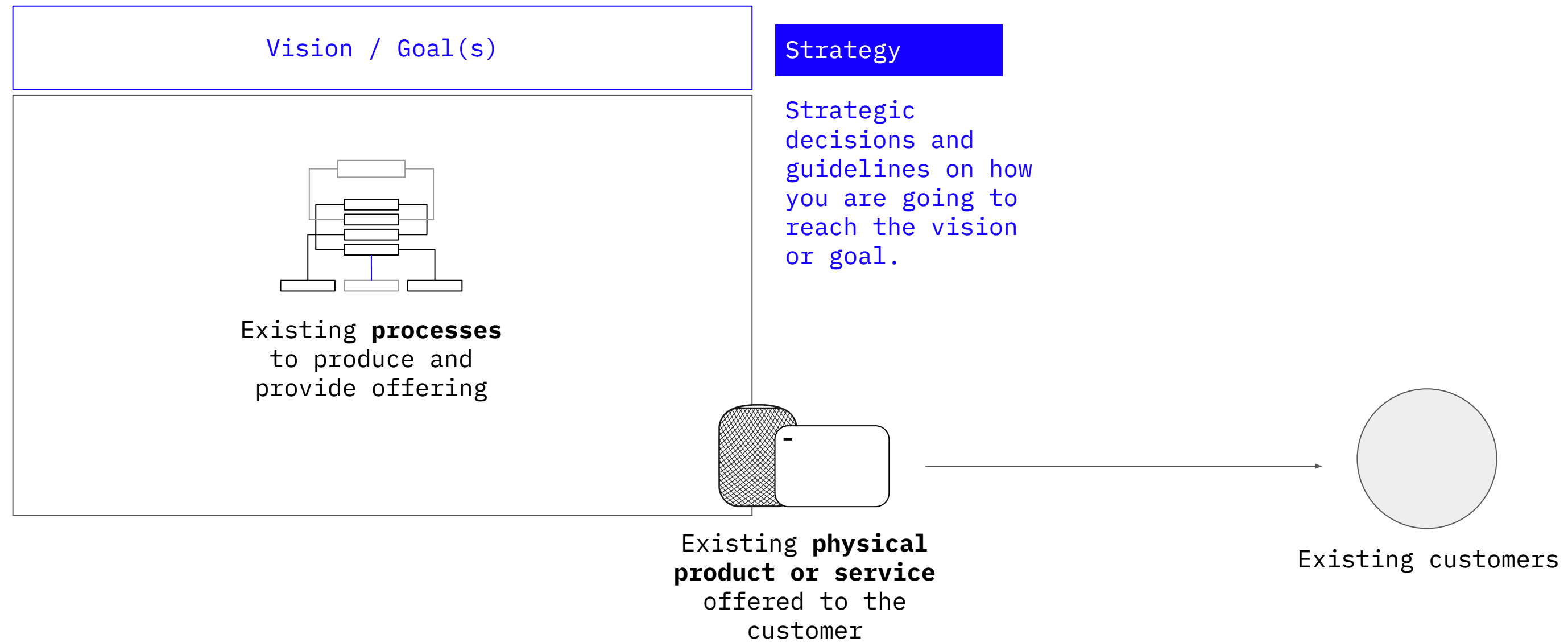
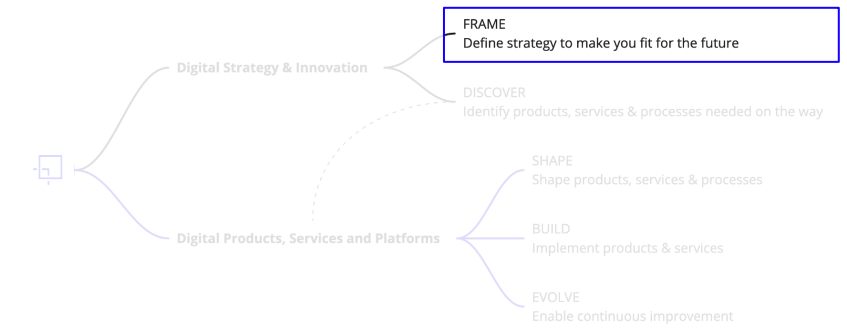
Set the base

To offer, and deliver, physical or digital products or services, processes are used to deliver the offering ✓



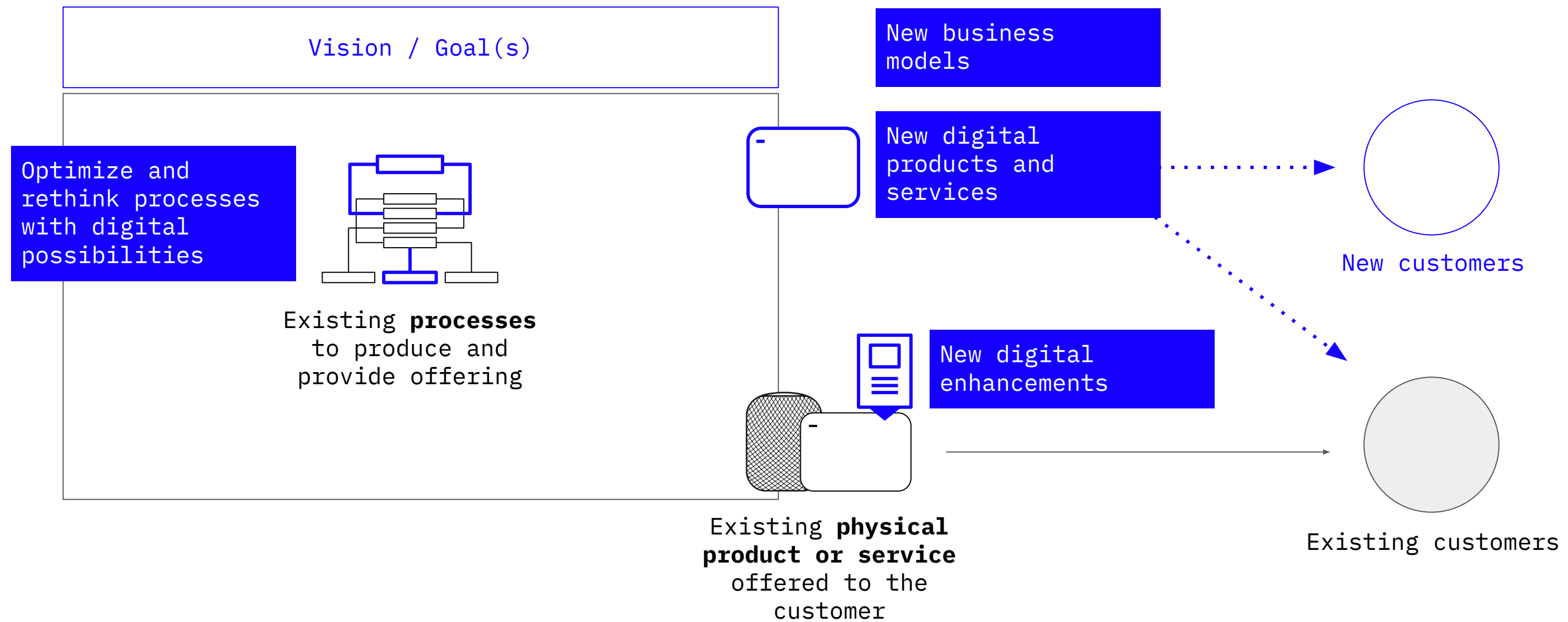
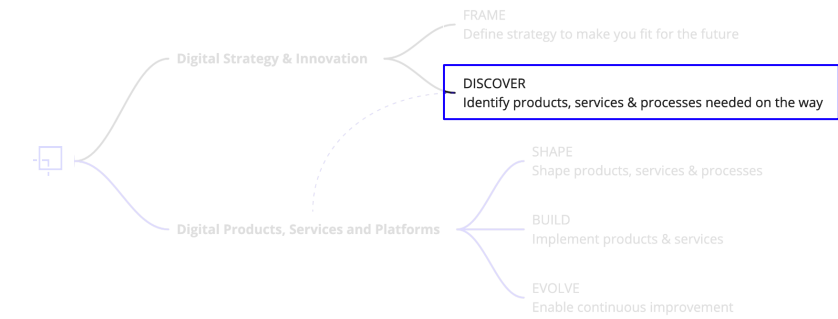
FRAME

Every journey starts with a vision or goal. Together, we **frame and define the digital service strategy** to reach it.



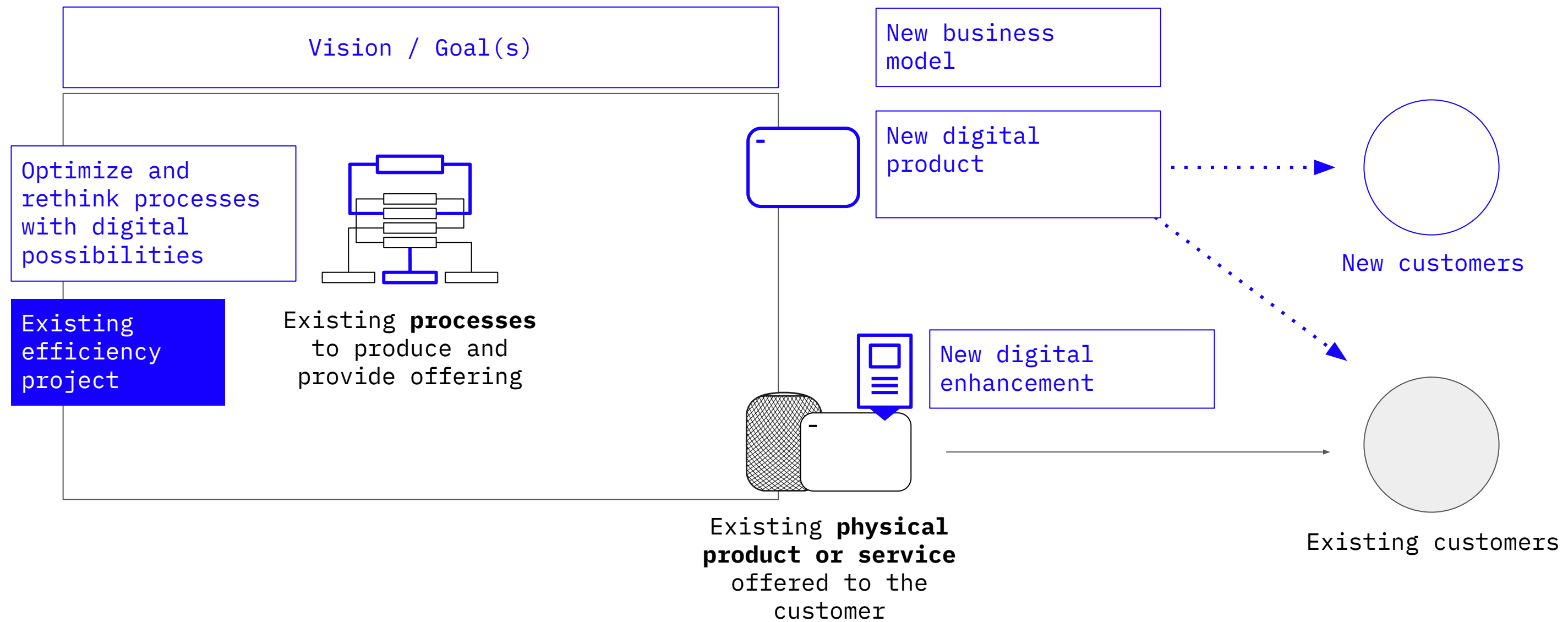
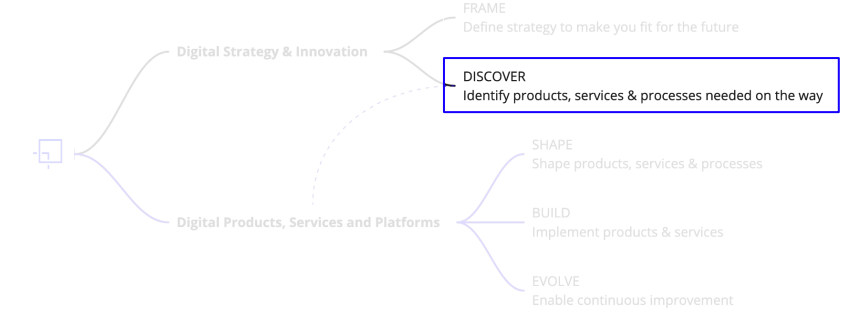
DISCOVER _{1/4}

To fill the strategy with actionable projects, we **identify new business models, products and services** that are needed to reach your vision or goals.



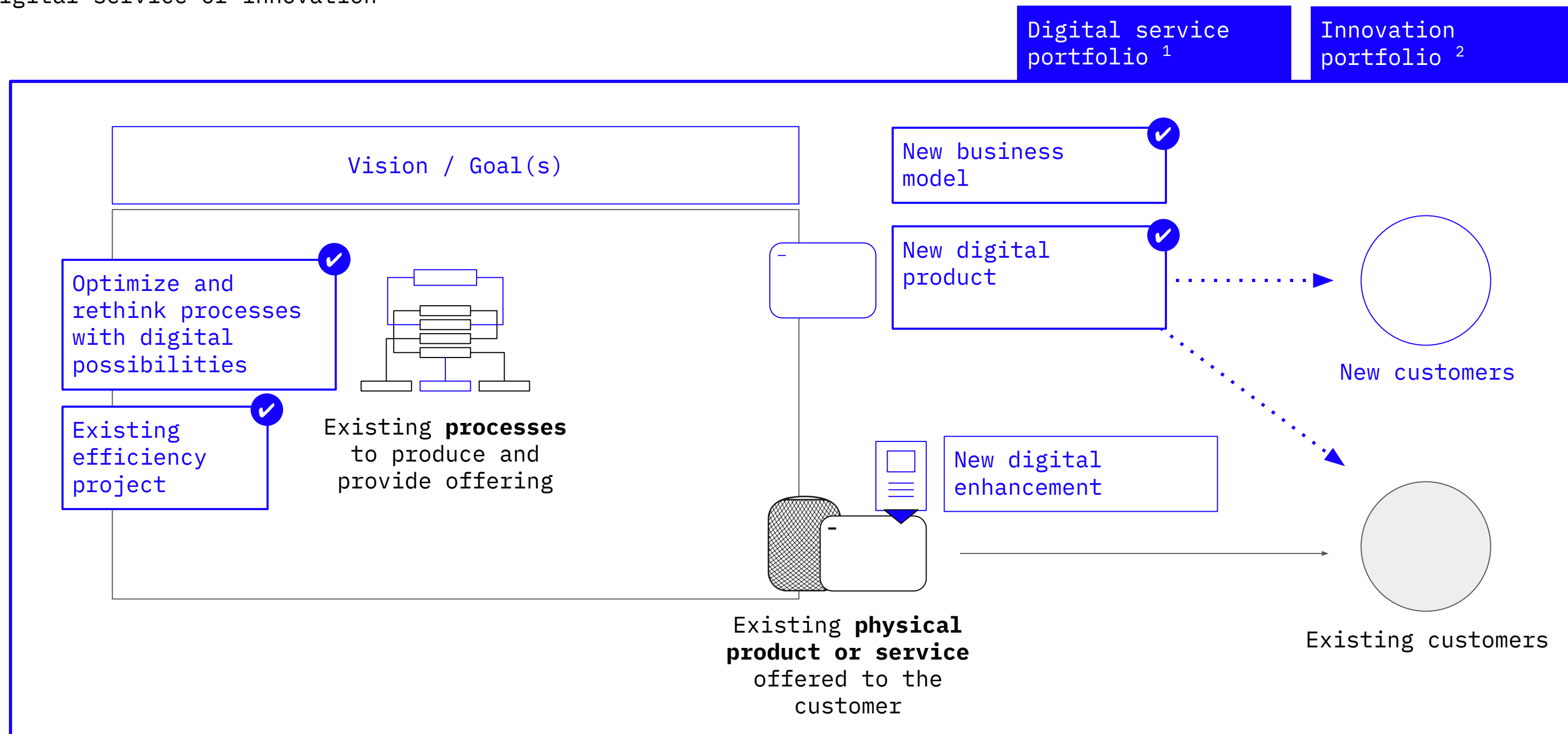
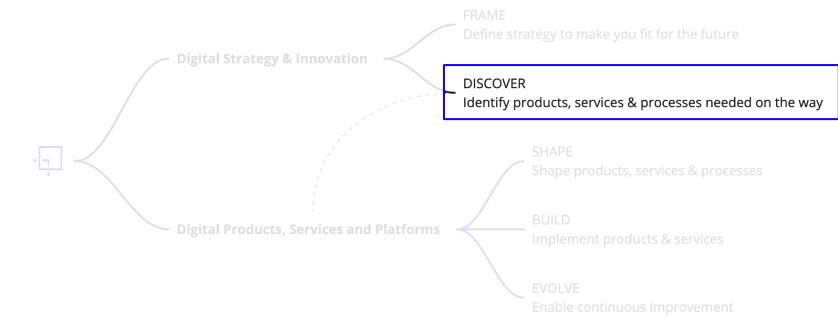
DISCOVER 2/4

Additionally, we take all **existing initiatives and projects** into account. We analyse each of them and add them to the list of newly identified projects.

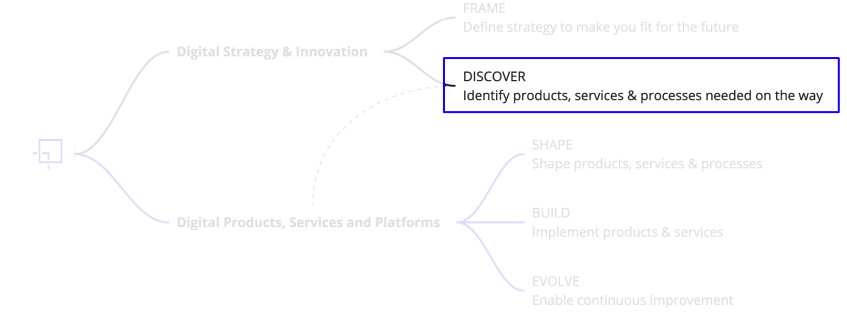


DISCOVER ^{3/4}

With these items, existing and new ones, we **define your** digital service or innovation **portfolio**.

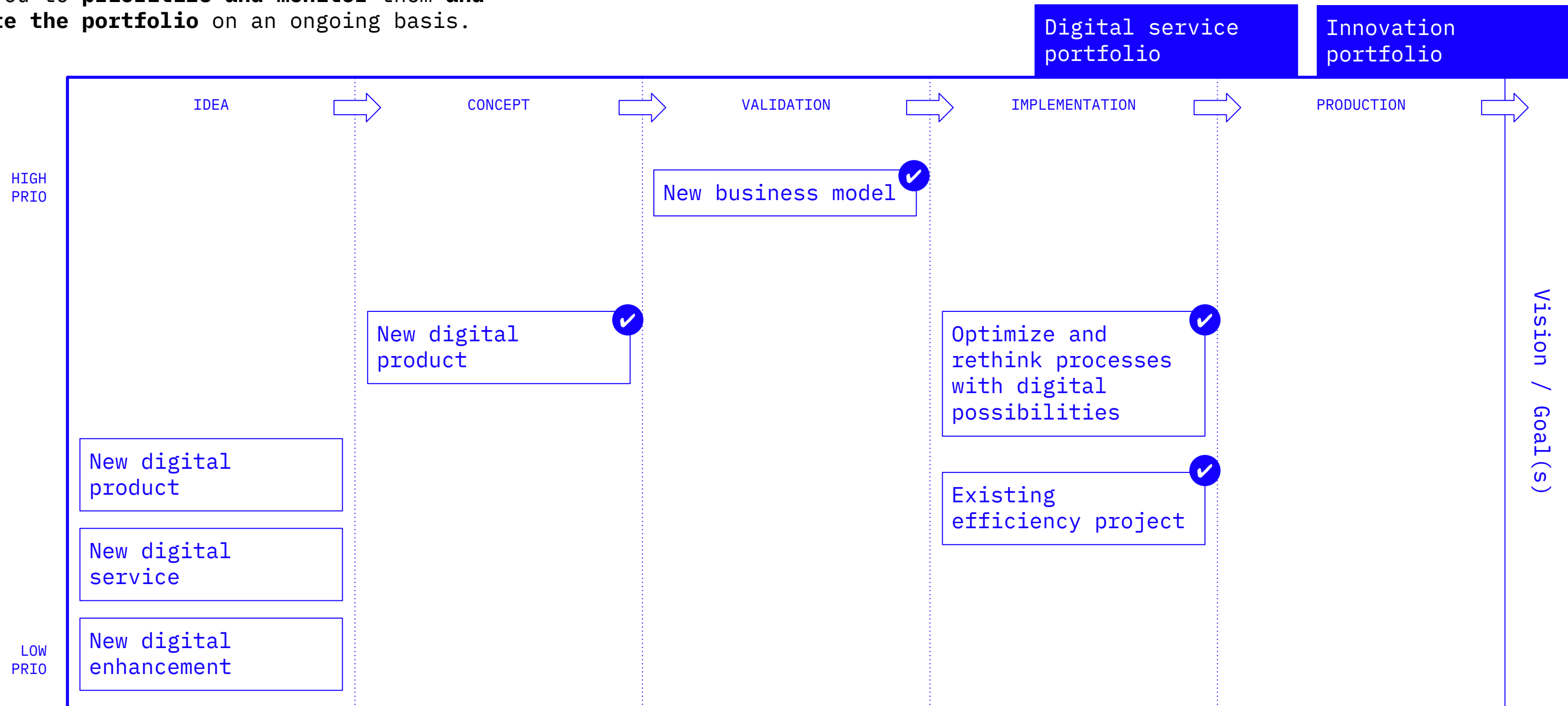


¹⁾²⁾ Depending on the context within your company and your ambition, we either define a "Digital product and service portfolio" or an "Innovation portfolio".



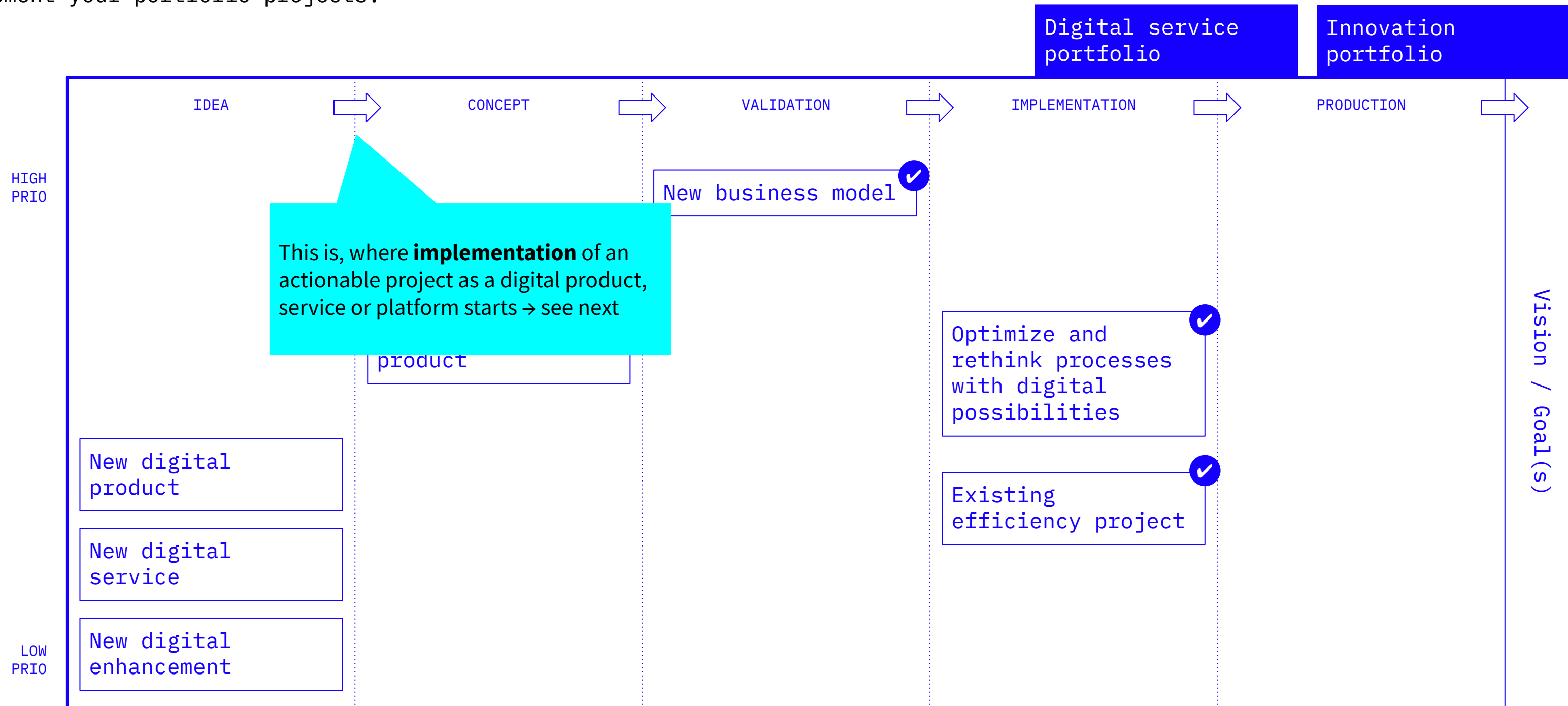
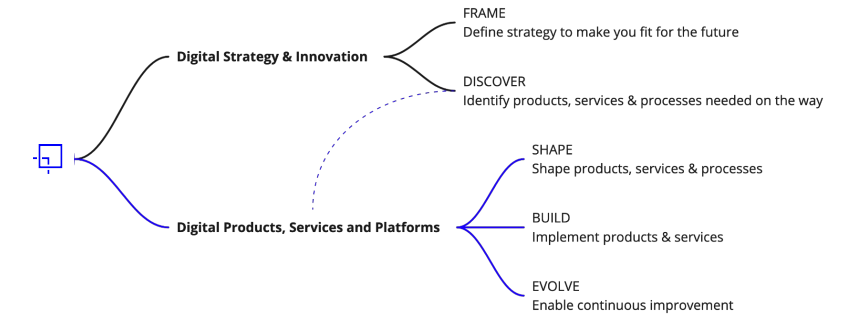
DISCOVER 4/4

In order keep track of the projects of your portfolio, we help you to **prioritize and monitor** them and **reevaluate the portfolio** on an ongoing basis.



Follow up

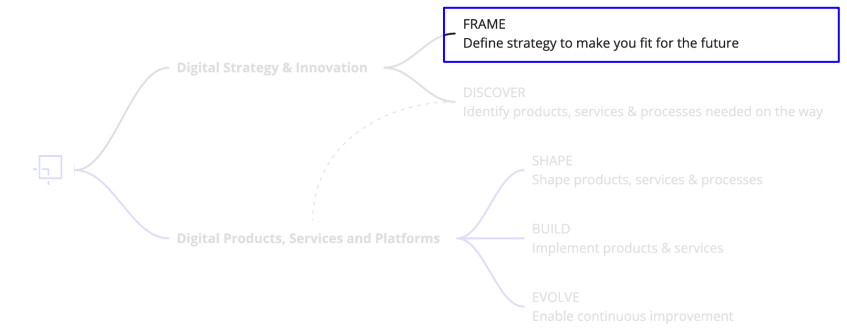
Now it's time to **execute your digital service strategy** and implement your portfolio projects.



Methods, tools and offering

FRAME

Goal: Identify and define your digital service strategy



Digital and Innovation Maturity Check

Are you prepared and aligned to build up your digital service or innovation portfolio?

We identify your vision, strategic objectives and priorities and point out missing pieces.

1

Experience Design

What overall experience do you want to provide to your customers (and employees) to make a difference?

With research and analysis of needs, motivation and journeys, we design the future experience for all relevant stakeholders.

2

Strategic Objectives Workshop

What do you want to achieve and how?

Together, we define strategic objectives and priorities as the guiding principles for all further digital service or innovation projects.

This builds the essential frame for your service or innovation portfolio.

3

Goals & Metrics Workshop

Which goals do you aim to pursue? What do you need to measure your efforts and success against?

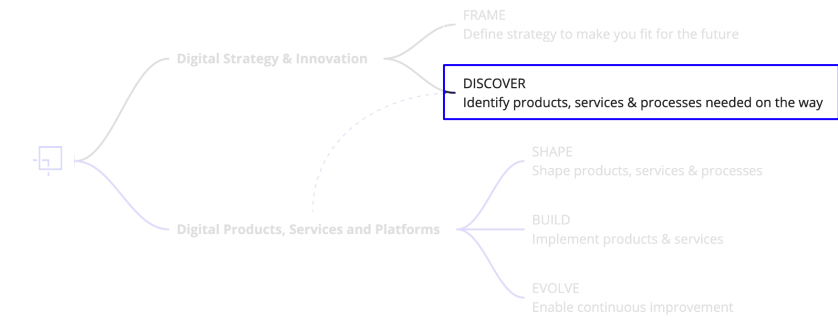
Together, we identify your central goals and connected metrics/KPIs. We define the scale all further service or innovation projects are validated against.

4

Methods, tools and offering

DISCOVER_{1/2}

Goal: **define** and fill your digital service or innovation portfolio



Innovation Portfolio Mapping

Do you want to innovate your business and ways of working?

We list existing initiatives, identify new projects and align all of them towards your strategic objectives and priorities.

This is the main landscape and roadmap of your next steps.

1

Service Portfolio Mapping

Are you more focused on “digitalization” than “innovation”?

We build up your service portfolio like an innovation portfolio with a focus on increments instead of disruption.

2

Portfolio Monitoring

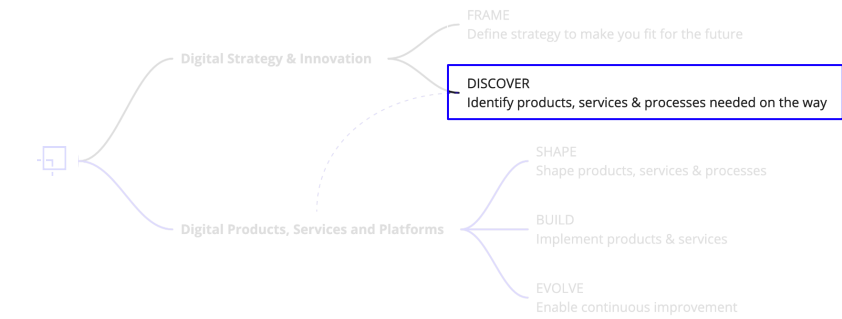
Is your portfolio up-to-date?

We setup a monitoring environment to keep track of the projects of your portfolio and continuously adapt and improve it.

Methods, tools and offering

DISCOVER 2/2

Goal: define and **fill** your digital service or innovation portfolio



Business Model Workshop

Do you aim to leverage your business with new business models?

We identify new revenue streams - based on and supported by digital solutions - to enhance your portfolio with additional value for existing and new customer groups.

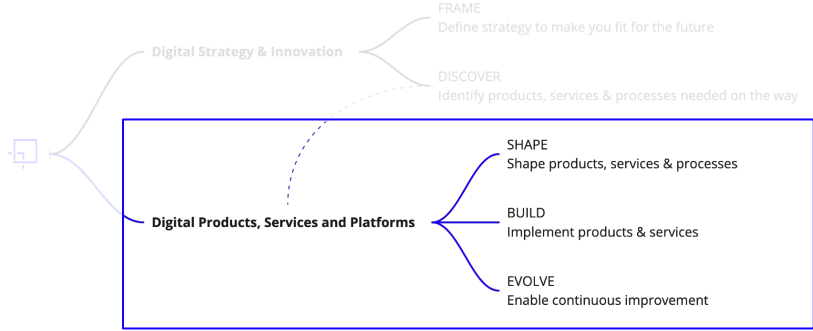
3

Use Case Ideation and Identification Workshop

Would you like your portfolio to be filled with new ideas and projects, in particular on digitalization and AI?

Together, we identify use cases for all (or selected) aspects of your business: AI/Data, Customer Experience, Optimization, Extended Offering and New Technologies.

4

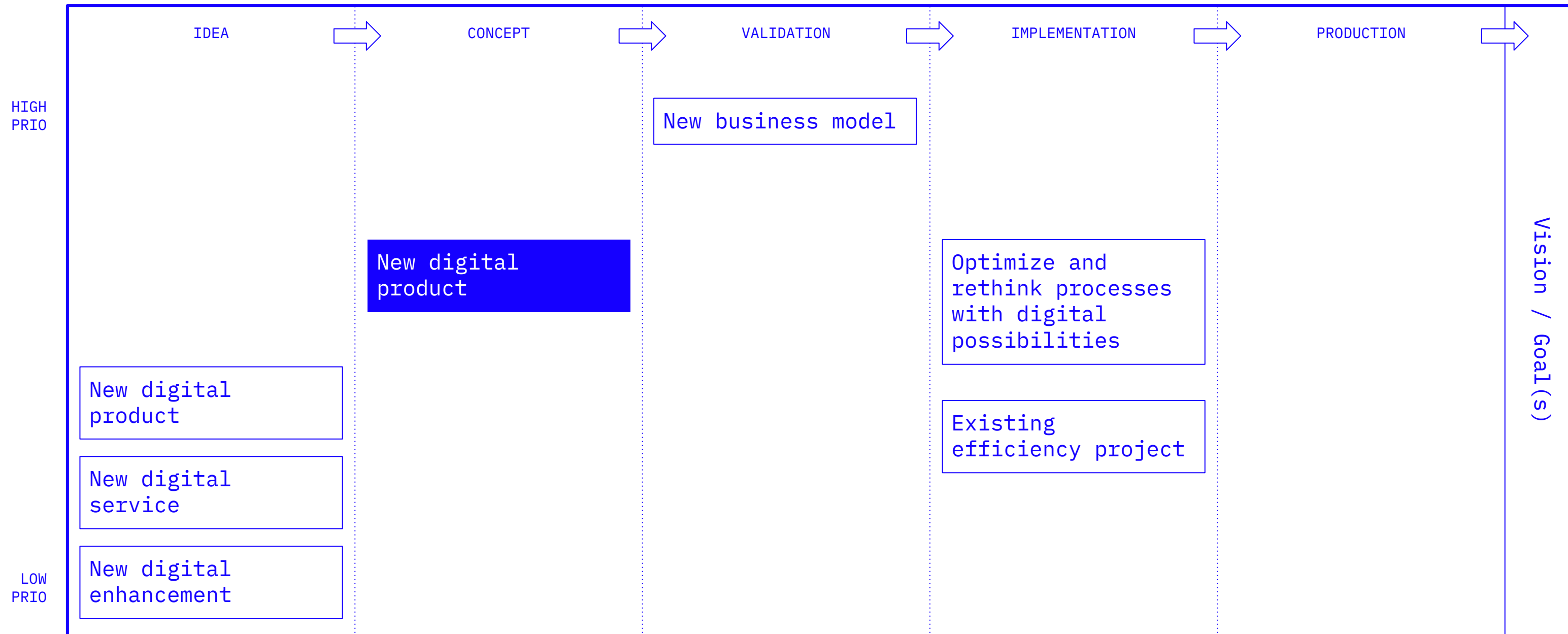
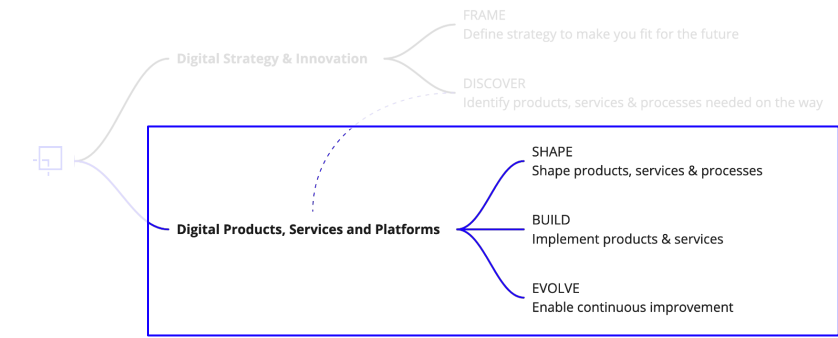


Digital Products, Services and Platforms

SHAPE, BUILD and EVOLVE

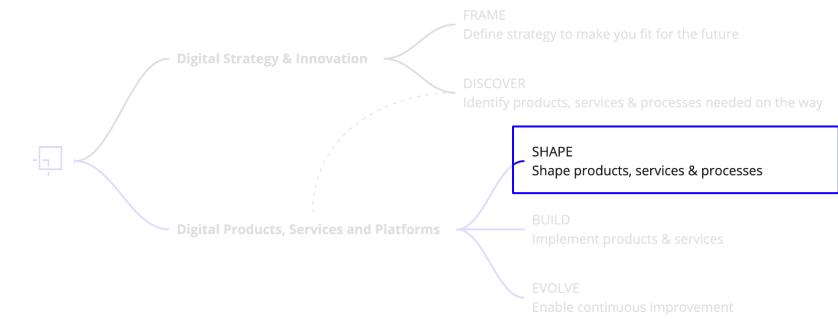
Set the base

As soon as a new digital product, service or platform is manifested within the portfolio, we **start to work** on one or more of them - according to prioritization - **to bring them to life**.



Methods, tools and offering

SHAPE



Goal: create a proven concept ready to be implemented

Service Design Process and User Experience

Should your new product or service operate at an outstanding level?

No matter if we build a customer facing app, internal platform or AI/ML API, we design a service concept and validate it with relevant stakeholders.

This is the main step towards a new digital product or service.

- This can include:
- Service Blueprint
 - Business Model Canvas
 - User Experience
 - User Testing
 - Process Mining
 - Data Analysis
 - ...

1

Feasibility Studies and Proof of Concepts

Do you want to be assured that all aspects really work as planned?

We validate each part of the concept from a technical perspective and build PoCs if necessary.

2

Solution and Data Concept

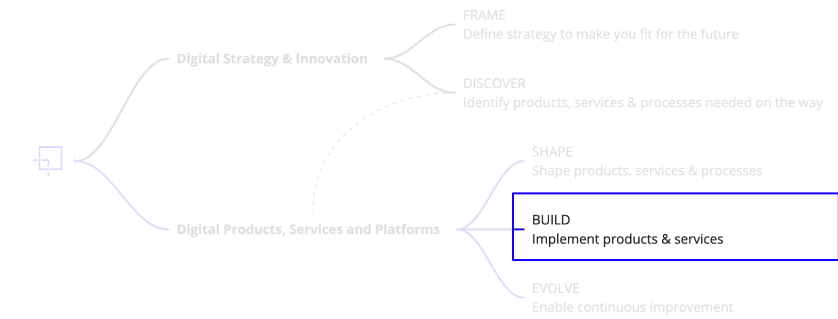
How about the technical setup and integration into existing data environment and infrastructure?

We evaluate existing or new infrastructure, preferably in the cloud, analyse your data and define the best fitting solution and data concept for your new digital product or service.

3

Methods, tools and offering

BUILD



Goal: implement and release individual software solution

UX/UI Design

Users love to interact with optimized and appealing user interfaces.

We design all touchpoints of users with your digital solution according to their individual needs. Efficiency and explainability (e.g. "trustworthy AI") are key aspects we consider.

1

Custom Software Development

Are you are in need of an individual digital software solution?

Our experienced teams implement custom software with state of the art technology and work with agile methods. We integrate the solution with existing services and embed it in your infrastructure.

2

This includes:

- Frontend development
- Backend development
- Mobile development
- Data & AI development
- Analytics development

Testing and QA is an essential part of the development and ensure high quality results.

Deployment and Release Strategy

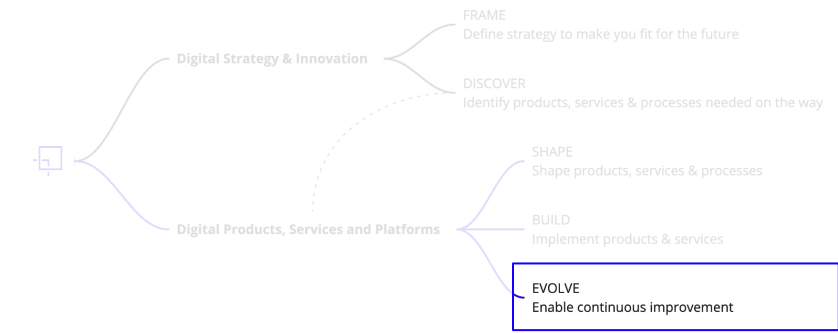
Should it be a continuous deployment or managed releases?

According to your needs, we define how new features and improvements are released and deployed.

3

Methods, tools and offering

EVOLVE



Goal: enhance and keep your digital product or service up to date

Business Analytics

Understanding the usage of your solutions is the key for continuous improvement.

We setup product and user analytics, gather user feedback and provide insights through dashboards and reporting.

All of this serves as input to reevaluate the solution and come up with further improvements.

1

Data/ML/DevOps Consulting

With a wide range of experience, we setup and support your DevOps, data and ML processes.

2

Maintenance

We keep your digital product or service solution running and up to date.

3

Thank you.

**Let's shape
your future
together.**



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