



HEDWELL

CONSULTING

In theory and practice

Introduction to the workshop

Faculty of Organizational Sciences, July 2022



*We are inspired by the power of **technology** and the potential of **talented individuals**. HEDWELL was founded to bring the best of both together and help organizations grow in the digital age.*

THE HEDWELL CODE



**MOVE
BOUNDARIES**



**EMBRACE THE
CHALLENGE**



**ASPIRE TO
EXCELLENCE**



**BUILD TRUSTED
RELATIONSHIPS**



**SETTLE FOR NO
LESS THAN
WIN-WIN-WIN**



**ENJOY THE
JOURNEY**

Hedwell Story



We are a **consulting** and **software engineering** company. Our team members help customers in their **digital transformation**. What does this mean? It means we help them pick a software and/or a vendor, implement and go live with the product that replaces their legacy landscape or we help them create new products and platforms.

Developers at Hedwell work more on the technical side of the solution, while consultants vary between both the functional and technical needs of the project. In any case, each team member must be familiar with customer interaction that is based on **consulting principles and approach**.

Hedwell Story



We started our journey **in 2020** with a group of industry and technology experts. Since then, we opened offices in **Germany, Serbia, Singapore, India** and **Romania** and **multiplied** the size of our team.

In November 2021, we became a part of **SAP Pioneer** – a leading global provider of financial services software solutions and platforms. Together, we aim to help customers innovate and transform their business by combining premier technology with development expertise and a broad ecosystem of partners.

www.hedwell.com



What can you expect from this workshop?



IT is the foundation of the 4th Industrial Revolution. To identify our place in the future, we need to understand the different roles and responsibilities that exist in today's IT industry.

In this workshop, we will take a deeper dive into different roles within consulting on the example of one financial services industry – **Insurance**.

Through case resolution and expert discussion, you will understand how consulting requires mastering **three complex areas**: knowing the existing solution, being able to expand it (develop it further) and dealing with different types of clients.

- ✓ **Everyone will receive a participation certificate.**
- ✓ **Workshop will be held in Serbian.**



Theory and tools



Current and future trends



Team case resolution



Seniority talk



Discussion

Agenda



Topic	Duration	Details
Welcome	20 min	Introduction of Hedwell (company and the team)
Consulting and its roles	30 min	What is consulting, and which type of consulting positions do we have within our organization. Examples of specific tasks for each type.
Insurance and SAP for Insurance	30 min	How does an insurance process look like. How are the modules within insurance structured and how does SAP cover it from a solution point of view.
Insurance trends	20 min	Learn about current trends in insurance and how IT can empower them.
Coffee break	15 min	
Case study – insurance process simplification	1 h	Help an insurance company in accelerating its current process and become more competitive in the market.
Case study – solution presentation	1 h	Each team will have a few minutes to present their solution and discuss it within the group.
Lunch break	45 min	
Our vision of the case study solution	20 min	There is no wrong or right answer, but we will go through the deduction process from our end that led us to a certain solution.
Seniority talk	40 min	Hear the real-life work experience of our colleagues. How does the job help them grow both personally and professionally.
Q&A	20 min	Closing discussion and questions/answers time.
Total: 6 hours		

Pre-read



To get the most value out of the workshop, you should prepare a bit up front.

Please read the following blog posts:



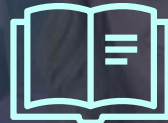
Blog #1



Blog #2



Blog #3



Blog #4

Also, please watch this video:



Video #1

In case the links above don't work, please use these:

- <https://www.grangeinsurance.com/tips/what-is-insurance-why-is-it-important>
- <https://www.investopedia.com/terms/i/insurance.asp>
- <https://s4ic.com/2021/09/16/sap-for-insurance-how-do-the-modules-work-together/>
- https://www.ey.com/en_gl/innovation-in-insurance/is-financial-well-being-insurers-biggest-opportunity
- <https://www.youtube.com/watch?v=bwtV5ZaCkHk>

See you soon!

Write to any of us if you have questions before the workshop.



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