

A partner you can trust

When choosing a consulting firm, clients look for a partner they can trust. Richard H. Gruber Consulting GmbH offers not only a serious approach to IT consulting, but also the know-how required to successfully implement new projects,

"We differentiate ourselves from the competition through a more conservative and strongly customer-oriented approach, which is unusual in the market," states Managing Director, Mr. Richard Gruber. This high level of seriousness and competency has earned the company not only customer relationships based on trust, but also the status as one of Dresdener Bank's twelve "strategic partners", along with companies such as IBM and Siemens.

Since its establishment in 1992, RGC has focused on IT consulting. Today, its core activities lie in the implementation of complete IT projects and client support. Along with know-how and second level support provided around the clock when desired, the company is currently active in the sector for business process modelling. "This is a high potential market due to the continuing merger-trend," Mr. Gruber adds.

Last year, RGC also set up a software house in order to handle all aspects of software creation and implementation. The business bids on public and private invitations to


tender for creating programmes and offers web-design and know-how for complex systems and databases, coupling the Internet with other computer systems. Software programming is an additional area of business and at the CEBIT 2002, RGC will introduce its newly developed "AEOLUS" programme. "AEOLUS is a branch software suited for consulting firms, which portrays the entire database for project service providers," Mr. Gruber explains.

From its headquarters in Nuremberg and branch offices in Frankfurt and Hamburg, RGC's staff of 80 employ-

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ees works with all branches, including large data processing firms like Siemens or NCR, banks, financial service providers and industry. Although its main market is Germany,

ten percent of revenues are generated by foreign business in Austria, France and Italy-an area Mr. Gruber is aiming to expand.

Adding to explosive growth experienced within the last years is RGC's continuing strategy for the future.

"We are adding to our consulting competencies to cover both the IT and the management levels, focusing on integrative competencies, like connecting the Internet with existing data processing structures," he concludes.



Richard Gruber Consulting

RGC offers complete IT consulting services for companies from all branches

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