

RUEDIGER SPIES – EXTENDED ANALYST PROFILE

How to use this resource for your success

Official CXP / PAC profile



Ruediger Spies focuses on trends in the extended enterprise applications market, information managements trend, related architectures and delivery models, intellectual property management, and open source. In this role, Spies provides strategic advice to both IT vendors and end-user communities, and he is a frequent keynote speaker and interview partner for journalists (print and TV).



Ruediger Spies is Ind. Vice President Software Markets

Main areas of expertise:

- Enterprise applications (incl. ERP, CRM, BPM, SCM, and the like)
- Analytics / big data / content management / information management, cognitive computing
- Cloud technologies and deployment models (e.g. SaaS, PaaS, incl. Internet of things, related infrastructure)
- Mobile technologies
- IT architecture development and IT/business alignment

Previous experience:

- IDC – Ind. VP Enterprise Applications
- Experton Group –Executive Advisor / Analyst
- META Group – Vice President Enterprise Applications - territory lead analyst & ww SAP lead analyst
- As well as in int'l management roles with IBM, Informix and A.T.Kearney/EDS

Education:

- University of Hamburg – Masters of Physics (Dipl. Phys.)
- University of Aachen – Electrical engineering
- IBM Consulting Academy
- Patent Attorney (Germany and Europe)
- Centre d'Études Internationales de la Propriété Intellectuelle, Strasbourg – Master of Intellectual Property Law and Management, LL.M.

EXTENDED PROFILE

In 2011, Spies has been elected the second time (after 2001) as one of the Top 100 most influential individuals in the German IT industry.

Based on his comprehensive background, Ruediger Spies is regularly engaged in high profile CXP projects. These include market studies, white papers and case studies, as well as end user customer projects. In particular, Ruediger Spies is a renowned and regular speaker (German and English) at international conferences, including webcasts. He is also a regular commentator to the press, radio stations, and business TV (e.g., n-tv in Germany). The following project example list may be used as an orientation:

Examples of Key Note Speeches

- SAP Swiss Event: Operations in a Networked World
- PriceWaterhouseCoopers Day ONE Event after merger with cundus for BI – 1st joint event for strategy development – as well as an additional Strategy Definition Session for PwC Business Analytics Division
- Panel Discussion for The Wearables Technology Conference, Munich
- Several Videos for SAP for SAP's Mobile Platform, SAP Hana Platform
- Security – State of the Market for Trendmicro
- Webcast for IBM & IDG on SAP Hana
- Video on Cloud Security for German Telekom – for German Telekom's new website for security offerings
- Cloud Computing - A Game Changing Revolution at Visionapp's Kick-Off Conference as well as for BMC

- Evidence Based Decision Making – What makes Business Analytics Solutions important now – SAS Institute in Amsterdam
- Business Performance Management as Bridge Between BI and BPM – SAP Executive Dinner Event
- Cloud Computing is changing the Data Center – Executive Dinner for Brocade
- Open Source – An Analyst Perspective – SAP's Internal Open Source Developers Conference
- Webcast recording for EMC – Data Growth to Exabytes
- The IBM Position and Strategy – International Webcast
- Mash-ups as strategic weapon in changing time – Panel discussion for Serena
- Other analyst company – Germany's ECM Conference (Enterprise Content Management)
- Complex Event Processing – The Brains of Business Navigation Systems – Progress Event in London
- Cloud Computing – Speech at press conference of Netapp
- Virtual Desktop Infrastructure – Keynote Speeches at VMware event
- Several speeches and webcasts on Mobility
- Executive Evening in Germany and UK: Managed File-Transfer for IBM/Sterling Commerce
- McAfee Executive Summit: Security in triangle of Cloud, Mobility and Classical Treads
- “Other analyst company” – UK flagship conference “The SOA and BPM Conference, 2008 till 2011
- “Other analyst company” – German Business Process Management Conference in 2008, 2009, 2010,
- “Other analyst company” – Germany Cloud Conferences 2009 and 2010, the last titled: Cloud Computing – Between Hype and Reality

Examples of Case Studies and White Papers

- SAP Hana Platform Definition and Value Stories
- IBM Battle Cards
- Information Governance – WP for OpenText
- Enterprise Content Management – Return on Information for HP
- Information management – WP for SAP based on a PAC Study
- Testing & Service Virtualization – WP and Webinar for Eurostar Conference
- SAP Business By Design – Requirements, Constraints and Advantages
- New Business Strategies based on a Business Process Platform for Tibco

Examples of Customer projects

- Strategy development for the Strategists PwC: Support their Business Analytics Strategy development
- Study on Business Process Management together with “Other analyst company” and a marketing agency for sd&m, a subsidiary of Cap Gemini
- 2 projects for the EU commission on the value of IP management for ICT companies in Europe
- Strategic future outlook projects for IT vendors and end user organizations, CIO coaching

CXP / PAC Publications, especially BLOGs → see PAC BLOG home page

BOTTOM LINE AND CONTACT

Ruediger Spies may – across Europe – be a valuable resource and experienced analyst for your events as well as for customer project in the areas comprising enterprise application – e.g., ERP, CRM, BPM, Analytics/Big Data, ECM, collaboration, Integration/EAI, B2B, – besides related infrastructure themes – e.g., SaaS, etc., Cloud Computing, Mobility, database technologies, security and cognitive computing. This applies to vendor project as well as to end-user projects.

Need more information? r.spies@PAC-online.com or **mobile phone → +49-171-821.80.62**

For additional information see also → <https://www.pac-online.com/users/rspiespac-onlinecom>

For information about Ruediger Spies as **Patent Attorney** visit www.LifeTech-IP.de