

**tiefdunklesweiss®**

herausfordernd.  
unbequem.  
anders.

# tiefdunklesweiss Beraterwerk

Personality. Competence. Experience.



## ► **tiefdunklesweiss. A modern Network-Enterprise.** Hybrid of a corporate nucleus and a strong competence network.

tiefdunklesweiss is a modern hybrid enterprise formed out of a strong and focused corporate nucleus - tiefdunklesweiss GmbH - and a strong and professionally managed competence and consultancy network - tiefdunklesweiss Beraterwerk.

tiefdunklesweiss Beraterwerk merges a very distinct and well selected portfolio of impressive personality and competencies together and stands for highest agility and flexibility. As such, Beraterwerk provide and secure the desired and promised high level of multidisciplinary and complementarity, broadens tiefdunklesweiss' competence and services portfolio and advances an integral and comprehensive handling of each individual customer project.

As a network manager, tiefdunklesweiss GmbH develop and lead Beraterwerk by the means of consequent talent and resource management. Additionally, tiefdunklesweiss GmbH performs the strategic positioning and marketing of Beraterwerk, lead and guide all work and quality related planning, decision making and quality assurance efforts and provide support to all partners of Beraterwerk via a back-office function



tiefdunklesweiss GmbH and Beraterwerk represent a virtual organization (a network-enterprise) that consists of numerous autonomous partners, which are committed towards shared values and goals and willing to cooperate as a team of equal on a long-lasting and serious commitment.

All partners within tiefdunklesweiss Beraterwerk are independent individuals, meaning free consultants, experts or leadership talents, or they come from or represent relevant organizations or industries.

## ► **Statute. Cooperation Agreement. Portfolio.** Basis and warrantor for Quality and Efficiency.



The statute of tiefdunklesweiss Beraterwerk defines the values and ideal conception for the Beraterwerk and all its affiliated partners. Transparency, partnership and honesty are connective values, complemented by a joint and honest commitment towards the optimum work quality and result for each of our customers. Beraterwerk takes the commitment to be:

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All partners of tiefdunklesweiss Beraterwerk have signed an individual cooperation agreement with tiefdunklesweiss GmbH. These agreements span an overall framework that enables tiefdunklesweiss to market and contract single or multiple partners of Beraterwerk into selected customer projects. Selecting the ideal combination of talent, personality and experience from the Beraterwerk's portfolio of partners will allow and ensure the most efficient, flawless and best possible execution of each individual customer project.

Beraterwerk's portfolio of partners introduces each individual partner and describes his respective personality, range of competencies and experiences as well as his potential contribution and value-added to current and future projects.

In summary, Beraterwerk forms a solid foundation for tiefdunklesweiss operational success and quality. It will act as a talent pool, an innovative and superior think-tank, an eye-level discussion partner, a motor for new impulses, ideas and strategies.

## ► Advantage for Customers and Partners.

Purposive combination of Competencies and Experiences.

Beraterwerk's portfolio of partners, individually and purposeful teamed-up, support the full services offering spectrum of tiefdunklesweiss GmbH. It creates significant width and depth and insures an holistic and comprehensive execution of all customer projects.

All partners used their past contribution in leading industries and organizations to gain extensive and serious management and leadership experiences and very distinct subject matter expert competencies. Also, most of the partners share a passion and solid background in modelling & simulation and its wide field of applications. Partner of Beraterwerk come from the following industries and organizations

- Aviation and Automotive
- Defence and Security
- Government and Defence/Military
- Public Safety & Security

Being proud members of tiefdunklesweiss Beraterwerk, partners combine their talents, competencies and experiences, to the full benefit of tiefdunklesweiss customers. Equally important and satisfying: they support each other, balance workload and act as a real team of equals.



The resulting benefits for both parties, customers as well as partners in Beraterwerk, are obvious:

- competence and experience „On-Demand“
- agility, flexibility and short response times
- multidisciplinary and complementary contributions
- tailor-made project teams
- quality improvement and risk reduction
- responsibility for large and complex projects
- one single POC and contracting partner

## ► Beraterwerk. Enriching and convincing.

People. Processes. Technologies.

Beraterwerk, a vital cornerstone for tiefdunklesweiss, contributes to and enriches tiefdunklesweiss' modern consultancy and professional services offering within four strong segments.

Beraterwerk enriches each of these segments with fascinating personality, impressive competence and convincing experience.

**Impulse. Consulting. Concept.**  
Corporate Change.

**Security. Protection. Defence.**  
Protected Societies.

Each of these segments has a social and an emotional dimension. Those dimensions always address the interaction between the human being, the surrounding processes and technologies involved. It's all about growing complexities and the need to master them.

Beraterwerk addresses companies and organizations that innovate, develop, produce and maintain products and services which are outstanding and always comply with highest requirements. As such, these organizations have to permanently develop and improve themselves as well.

**Systems. Simulation. Training.**  
Mastering Complexity.

**Seminar. Workshop. Coaching.**  
Focus on People.

tiefdunklesweiss Beraterwerk forms a unique and fundamental element of tiefdunklesweiss GmbH. Customers will acknowledge the tremendous potential and will benefit significantly from the advantages.

## ► tiefdunklesweiss - the Brand.

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With all his passion for tolerance and diversity and driven by his strong conviction that real answers and solutions are never black or white only, Andreas Hartmann found his motivation to develop a new consultancy and professional services brand:

**tiefdunklesweiss®**

tiefdunklesweiss aims for multidisciplinary and complementarity and measures its own success against a scale of relevance and objectivity.

The brand name - tiefdunklesweiss - will create curiosity and creativity, contains refreshing contrariness, stimulate thinking and ask for your personal interpretation.

## ► Self-image and Commitment.

Escaping your cognitive Prison.

„Think outside the box!“. Effective approach to real creativity, or just a paradox predetermined to failure ?

Whoever is searching for new ideas, creative solutions or real innovation might soon recognize: I'm reaching my own personal limitations, seems there is no way to think outside my box.

It is far more effective to utilize the experiences and background of other - the "Other's Boxes" principle.

tiefdunklesweiss believes in the values of collective creativity and innovation. As your consultant and partner we accompany you and your team on a journey towards new solutions and successes.

Our brand claim is herausfordernd.unbequem.anders.

This is what we offer to be for you:  
Your challenging, sometimes uncomfortable, but always different partner.

## Andreas Hartmann

Personality. Mentor. Engineer.

Industry expert and experienced leader in simulation and training for defense forces and aviation industries

People leadership through talent acquisition, diversity and teamwork

Technology leadership for complex and international research and development projects

Market leadership by combining visionary power with customer focus

