



## Consulting services

Business leaders must act with conviction in an era of growing complexity, uncertainty, and disruption. The successful business leaders need clear, concise, well-informed perspectives on the important dynamics that are currently reshaping their business environment.

### Strategy & Operations

Our Strategy & Operations practice draws on the strength of the industry knowledge and expertise of our local experts while utilizing Deloitte's global network suite of methodologies, accelerators, and best-practices to design solutions on the emerging issues affecting corporate and public entities today. You have the vision for your company but do you have the operations, capabilities and dedicated resources to bring it to life?

Our **Consulting practice** supports our Clients on their route to successful business transformations and operational excellence through:

- Organization analysis, definition of business case, and enterprise model redesign
- Real estate & location strategy
- Business process analysis and design of service blueprint/catalogue
- Implementation of their corporate strategy and accomplishing of business objectives ...
- ... facilitated by programme & project management and ongoing change management

### Technology - Data Analytics

Data, that basic building block of every enterprise, becomes the most valuable business asset an organization has. Through analytics, the value of your data is translated into useful and actionable information that can support fact-driven decision-making of your management and generate an insight-driven advantage to your entity.

**Deloitte Bulgaria data analytics team** can help you uncover and unlock the value buried deep inside vast amounts of data. Our practice addresses the continuum of opportunities in:

- Data governance & data management
- Advanced analytics
- Risk management and regulatory compliance
- Customer analytics
- Information delivery and automation

### Technology - Core Banking Transformation

Business and technology innovation are inextricably linked and the demand for technology-enabled business transformation services is growing rapidly.

**Deloitte Bulgaria T24 Consulting team** is able to provide core – banking services to Clients across the globe. As part of the Core Banking Development Center (in Deloitte CE) we act as both a Certified Temenos Partner and a standalone entity.

In both cases our team is strictly following the Temenos Implementation Methodology and Standard and in case the Client chooses the second approach we are flexible to perform an implementation while adhering to any other known methodology. Main team capabilities are:

- Business analysis
- BRD / IRD Analysis to FSD / TSD Preparation
- Management of Processes and Standards, Security, and Infrastructure
- Software Development in terms of Temenos T24
- Integrations between Temenos T24 and any other 3rd party software
- End-to-end project delivery

Using our deep sector and technical expertise we transform our Clients' core business and operations, helping them achieve tangible, long-term value, prepare for growth, embrace the digital agenda and maximize operational efficiency.

We bring the breadth and depth of Deloitte's capabilities to our Clients, delivering real value by designing and running impactful transformation programs.

#### Adam Kolaczyk

Partner in charge, Consulting  
Deloitte Bulgaria  
Tel: +359 (2) 802 3300  
E-mail: akolaczyk@deloittece.com

#### Dimitar Popov

Director, Consulting  
Deloitte Bulgaria  
Tel: +359 (2) 802 3300  
E-mail: dpopov@deloittece.com