

# Target Operating Model – selected AVANTALION project references

## Initial Situation

In 2018, Volvo Car Group launched its direct, online-only, subscription model, Care by Volvo, nationwide in Germany – at that time, a world first & AVANTALION set up the launch program

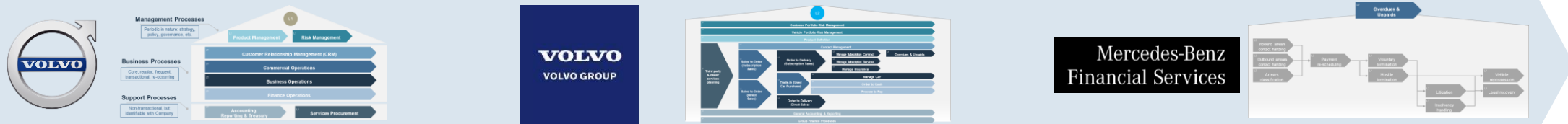
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Previous project from another vendor was launched as primarily IT-driven, rather than business-led. Operational processes as well as IT understanding within local business were in inadequate state

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A major German Captive financier was reviewing its Central & Eastern European (CEE) business strategy. Current business models by country were to be analysed, decisions on the necessity of banking licenses were to be taken and possible CEE clusters were to be established

### Target Operating Model services provided by AVANTALION:



## Outcome

- Defining the critical path to a launch in the second half of 2018, including amongst others, legal, financial, product and digital dependencies
- Target Operating Model set-up

## Outcome

- Target Operating Model established and to-be process documentation finalised and implemented
- Common structure and language between business and IT established and local business entity standardised

## Outcome

- Under the leadership and moderation of AVANTALION, several strategy workshops were held with local & regional management
- A comprehensive CEE business strategy was developed and presented to the BoM
- A regional IT platform strategy was developed, and the vendor selected