



REAL CONSULTING

# REAL CONSULTING

Company Profile / Approach

2021



# Real Consulting at a Glance

Real Consulting is one of the leading Greek companies in the field of consulting and implementation of integrated IT projects with a significant presence in clients of almost all industries and sectors of the economy.

RC is an SAP Platinum Partner, Partner Center of Expertise (PCoE), the Greek member of SAP United Vars, a Gold Certified Partner of Microsoft and Member of Microsoft President's Club.

We deliver improved operational effectiveness and efficiencies through technology driven, innovative solutions and client service excellence



**19**  
YEARS OF SERVICES  
EXCELLENCE



**230+**  
HIGH SKILLED  
PROFESSIONALS



PROJECTS IN  
**15**  
COUNTRIES



**250+**  
CUSTOMERS

# Our Partners

Real Consulting has achieved long term, strategic partnerships with world's leaders in IT.

## Strategic Partnerships



## Technology Partnerships





# RC is the Greek Member of SAP United VARs

United VARs is the largest global alliance of leading certified in-country SAP partners. The alliance provides a high level of «cultural fit with SAP solutions, services and local support delivered in the local language, together with a deep understanding of the local business rules, regulations and laws. Members of United VARs are deeply committed to providing innovative solutions for clients and helping them maximize the value of their investments in SAP software.



50

SAP Certified leading - in country partners

100

Countries Around the Globe

10.000

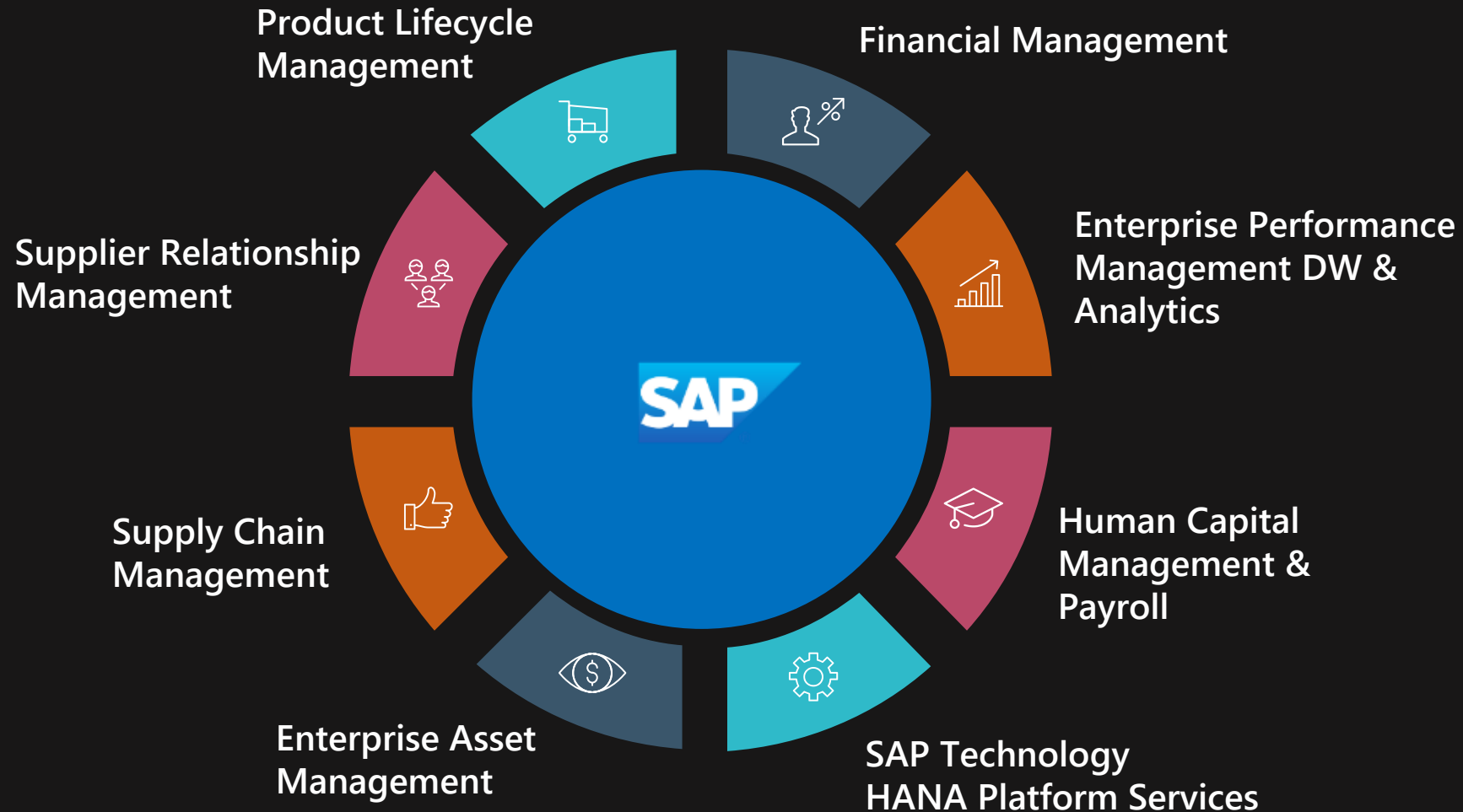
SAP Consultants

8.000

Customer Base

# SAP Solutions Portfolio

We provide a well-balanced portfolio of solutions designed to transform IT and enterprise business processes

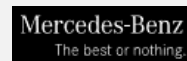


# Indicative Clientele

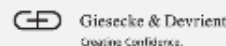
## Financial Services



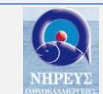
## Professional Services



## Manufacturing



## FMCG

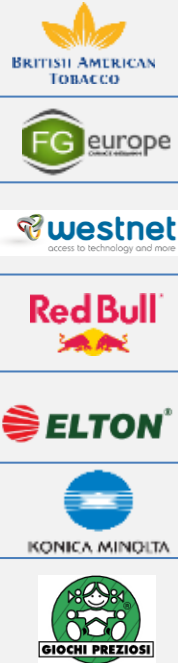


## Retail

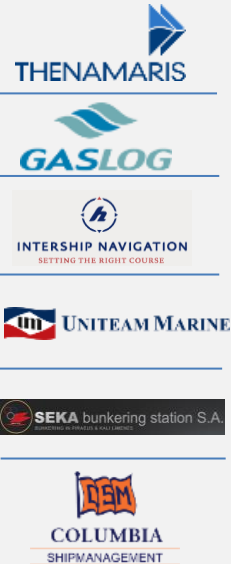


# Indicative Clientele

## Trading



## Shipping



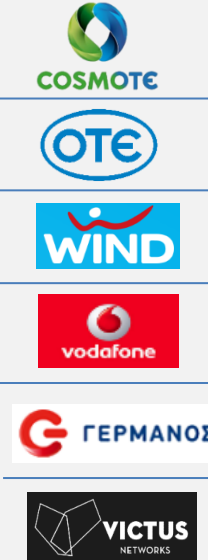
## Energy & Utilities



## Oil & Gas



## Telco



## Pharma & Cosmetics



## Public Sector & Non-Profit



- The **leading SAP Services organization in Greece**, as seen in any aspect: complexity and criticality of projects, number and gravity of customers, revenue generation and innovation of products implemented
- the **biggest permanent team** of specialized SAP Subject Matter Expert Consultants in almost all SAP technologies and products
- **130+ successful implementations** in almost every industry and type of complexity
- More than **20** SAP S/4HANA and SAP HANA based projects implemented and successfully delivered
- An excellent track record of **on time & budget** projects





# Microsoft Partnership



Real Consulting is a Microsoft Dynamics Gold Partner (MPN ID: 3928832) internationally acknowledged partner and awarded as “Microsoft Dynamics Gold Partner”, 5 times “Member of President’s Club Award”, “Cloud Platform Silver Partner” & “Microsoft Azure Partner”. The company has achieved the “Microsoft Lead Partner in Greece for Dynamics solutions” since 2013 status due to its commitment to providing high quality Microsoft solutions. Microsoft awards RC as one of the top-performing partners at Microsoft Worldwide Partner Conference 2014.

Microsoft D365 Gold Partner

Gold ERP partner

CRM Silver Partner

Microsoft Azure Partner



2015  
PRESIDENT'S CLUB  
*for Microsoft Dynamics*



Customers >  
180

Microsoft  
Consultants  
> 30

# Microsoft Practice Facts

Lead localization partner for Microsoft Dynamics NAV

Gold Certified Microsoft Dynamics NAV

Localization Partner for LS Retail

Platinum LS Retail Partner

Gold Certified Small Business

Gold Certified ERP

Silver Certified CRM

Azure Gold Competency

Office 365 Gold Competency

Datacenter (Silver, Gold Status in June's renewal)

Cloud Platform (Silver, Gold status in June's renewal)

Application Development (Silver)

Real Consulting SA is also a CSP Reseller. Services provided include but not limited to SAP on Microsoft Azure, HANA2 on Microsoft Azure, Microsoft Azure Support/Consulting (Infra & PaaS), M365 Support (Exchange, SharePoint, Teams), Power BI & Dynamics 365 implementations & Support, Hyper-V & System Center Deployment & Support, Windows Client OS Deployment Support (Windows 10).

In addition to the above, Real Consulting S.A. has implemented various Microsoft services across our departments, such as but not limited to O365, Dynamics 365, Power BI, Azure IaaS, Hyper-V etc. in a Hybrid (On-Premise/Cloud) Architecture.

# RC Microsoft Practice



**18 years**  
in Microsoft  
Dynamics  
implementatio  
ns

Over **180**  
**customers** in  
Microsoft Dynamics



Microsoft  
**Cloud  
Solutions**  
provider

**Lead Partner** for  
NAV and LS  
**localization** since  
September 2013

**Presidents  
Club** awarded  
5 times



**Platinum  
Certified**  
in LS Retail

**Gold  
Certified**  
in Dynamics NAV

Greek Localization  
Finance and Supply  
Chain Management  
since November 2020


**More  
than 30  
Dynamics  
Professionals**



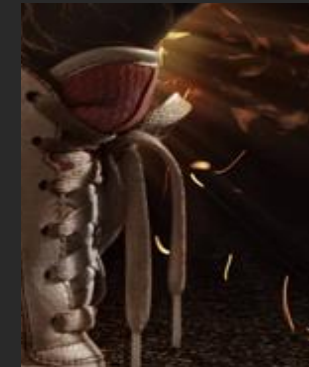
**Most Successful**  
Dynamics partner in Greece



**Silver  
Certified**  
in Dynamics  
CRM



**>90%**  
penetration  
(Est.) in existing  
customer  
maintenance



**10**  
**Partners** in  
Microsoft  
Dynamics NAV

# Indicative Clientele MS Dynamics

## Retail



## Services



## Public Sector & Non Profit



## Manufacturing



## Trading



## Pharmaceuticals & Cosmetics



# Why customers trust Real Consulting

- ✔ The company constantly undertakes the biggest projects for the last years
- ✔ Experience in High End Complexity & Integration Projects
- ✔ Experience in Industry Solutions
- ✔ Experience in Best Practices Solution approach
- ✔ Continuous Investment in Solutions & Technologies
- ✔ Long term trust-based relationships





**THANK YOU**

