

Why should you pay attention to this guy?

Who is Ales Stempihar?

A left- and right-brained thinker

With telescope strategic logic & microscope analytic view

Graduate in IT & Economics

Certified Digital Business Transformer

25+ years in Business

2+ years working as Digital42 Team Leader (www.digital42.biz)

10+ years working in Askit as Strategic Management Consultant (www.askit.si)

10+ years working as IIBA Slovenia Chapter President (www.iiba.si)

15+ years working as business value oriented IT Leader



Co-author of *Future-Proof Business Approaches / How to Achieve Sustainable Competitiveness in Your Organization* (<http://www.competitiveness.si/>)

Keynote conference speaker on Strategic Business Analysis, Digital Business Transformation and Agile

Conference organizer: Advanced Business Approaches, Project Management in Practice, Balkan BA Conference

Member of: IIBA, Agile Alliance, Customer Experience Professionals Association (CXPA), Project Management Institute (PMI), Business Architecture Guild

His favourite quote: "Culture eats strategy for breakfast." (Peter Drucker)

His own favourite quote: "Leadership is like friendship."

What business roles might Ales Stempihar play?

Strategic Management Consultant / Advisor

Strategic Analyst

Digital Business Transformer

Business Model Innovator

Change Manager

Benefit Realization Manager

Enterprise Architect

Business Integrator

Business Explorer

Business Facilitator



What knowledge does Ales Stempihar have and what has influenced it?

Classical Management Theories, Models and Methods (Porter, Kaplan / Norton, Drucker, Deming)

Strategic Management & Competitive Advantage (Porter, Jim Collins)

Change Management (Kotter, Adises)

Business Model Innovation (Osterwalder)

Management 3.0 (Jurgen Appelo, Jeff Bezos)

Benefit Realization (APM, PMI)

Agile (Scott Ambler, Jeff Sutherland, Roman Pichler)

Lean (Eric Ries)

Business Analysis (IIBA)

What models and techniques does he use?

The Balanced Scorecard (BSC)
The 8-Step Process for Leading Change (Kotter)
Business Model Generation (Osterwalder)
Sustainable Competitive Advantage Model (Porter, Ales Stempihar & Franc Bracun)
Design Thinking (ITEO)
Lateral Thinking (Edward de Bono)
Business Analysis Core Concept Model & BABOK (IIBA)
Business Process Management (BPM)
Capability Model
Culture Mapping
Value Driven Project Management
Scrum, Kanban

Some references & fields of work:

Mlekarna Celeia	New (BSC based) Business Strategy
Turna	New Business Strategy
Petrol Group	Digital Business Transformation, IT Strategy
Salus Group	Business Process Management, Digital Transformation, Reorganization
KD Group	Customer Segmentation & Group Reorganization
Telekom Slovenia	Program Manager of TOP 5 Strategic Projects
NLB Group	Business Analysis Reorganization
Droga Kolinska d.d. (now Atlantic Group)	ABC Costing
HIT d.d.	Business Process Management (BPM)
Sauberbacher	Business Process Management (BPM), Agile
ArcelorMittal	Project Management training
Danfoss	Project Management coaching, Agile workshops

The value of Ales Stempihar, delivered:

Strategy & Business Model Innovations -> Look to the future.
Manage Business Complexity in the global digital economy -> Simplify your business.
Structuring Business -> Manage & Measure.
Define customer needs and help to find solutions -> Customer problem-solving & engagement.
Strategic operations -> Guide businesses and the workforce towards strategic goals.
Accelerate (digital) transformation -> All of the above.

And his competitive advantage:

Effective system thinking & problem-solving solutions!
Generalist & specialist (in Business Development, Digital, IT, PM and Agile).
Effective with Business and Technology synchronization.
Multi area competencies.
Multi-discipline references.

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