



# Wiesbaden: the state capital of Hesse

## Public Private Partnership

In January 2005 the city of Wiesbaden – the capital of the German state of Hesse – shifted its IT department over to Siemens Business Services, now Siemens IT Solutions and Services, in a joint venture. The newly formed company, WIVERTIS GmbH, has taken over the operation of the entire information and communications technology of the city of Wiesbaden. Through its alliance with Siemens IT Solutions and Services, the Wiesbaden municipality is increasing its reliability, economic efficiency, and innovation security. This partnership is of great importance to the future of both Siemens IT Solutions and Services and the city of Wiesbaden.

### The project

Wiesbaden, Hesse's state capital, has shifted its IT department over to a joint venture with Siemens IT Solutions and Services. WIVERTIS, the name of the newly founded company, provides information and communications services. Partners Siemens IT Solutions and Services

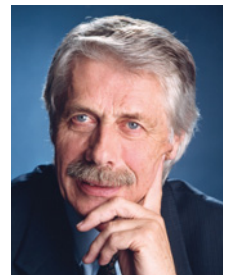
and the city of Wiesbaden own 50.1% and 49.9%, respectively. Sixty-four former employees of the Wiesbaden IT-department have been integrated into the new company. The capital city placed an 82 million Euro order for the completion of this business venture. WIVERTIS will operate Wiesbaden's entire information and communications infrastructure for the next ten years. Siemens sees in the city of Wiesbaden a promising partner for the future. This partnership aims to establish itself in the long-term provision of municipal services.

### The challenge

Both partners share the same two main goals: absolute reliability in performing excellent services and the economical operation of the information and communications infrastructure.

The following are further goals that the Public Private Partnership (PPP) set out for itself:

- Making expenses transparent and defining quality standards



Klaus C. Plönzke,  
CEO of IMPAQ  
PLURALIS AG,  
acted as independent  
consultant for both  
partners of the joint  
venture

"Two strong partners combined their capabilities, thus decisively contributing to the city of Wiesbaden future security. It is also a union that points other municipalities in the right direction."

- Providing innovative technology and services for the city of Wiesbaden
- Optimizing expenses in the IT environment within the city of Wiesbaden
- Optimizing the service of the Wiesbaden IT department's former employees at WIVERTIS GmbH as well as to ensure long-term job security

The process of outlining the conditions for the transfer of the public sector employees – all within the context of the project – played an integral role in meeting the above-mentioned.

#### The benefits

- Its Public Private Partnership with Siemens IT Solutions and Services enables the administrative body of the city of Wiesbaden to significantly lower its IT expenses.
- The city of Wiesbaden gains planning security and cost transparency through firmly defined Service Level Agreements.

#### The state capital Wiesbaden

- Secures the economical operation of the information and communications infrastructure in the long term, while increasing quality and availability.
- Uses the improved cross-sectional processes as its basis for transparency, monitoring, participation, information security, and data protection.
- Profits from the modernization and harmonization of the information and communications infrastructure.
- Gains access to its economic partner's – the Siemens AG's – expertise in the field of innovation.

#### Our solution: innovative partnership

The collaboration between the city of Wiesbaden and Siemens IT Solutions and Services has created a model for a sustainable and mutually beneficial partnership. This project implements a thorough approach, one that accounts for all critical factors for success:

- With the exception of the already invested capital, there is no additional financial risk for the city of Wiesbaden. Siemens IT Solutions and Services bears the entire entrepreneurial and economic risk.
- The conditions for the transfer of the public sector employees were designed and then implemented. The procedures regarding human resources development were drawn up and then adopted.
- To facilitate the development of an enduring city administration, precise conditions that adhere to the state of Hesse's E-Government Masterplan will be formulated for the upcoming municipal budgets.
- In order to give both partners incentives, markets inside and outside of the Wiesbaden city administration will be opened up.

#### An exemplary Public Private Partnership

In Germany, the collaboration between a regional political authority and a private firm is of exceptional importance because it represents a model to be followed.

This unique collaboration guarantees the partner in the public sector a secure future, in the sense that, at all times, a modern administration, run at fixed costs, is assured. The partner in the private sector gains valuable know-how, knowledge it can make available to other interested parties. Thus WIVERTIS GmbH, the company that was created within the scope of the joint venture between Siemens IT Solutions and Services and the city of Wiesbaden, will serve as a competence center for German municipalities. Siemens IT Solutions and Services will be able to provide other municipalities interested in the service with an all-encompassing consultation, one that implements a sourcing survey with reference to possible business models, transfer of knowledge, human resource assistance, and project financing.



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