

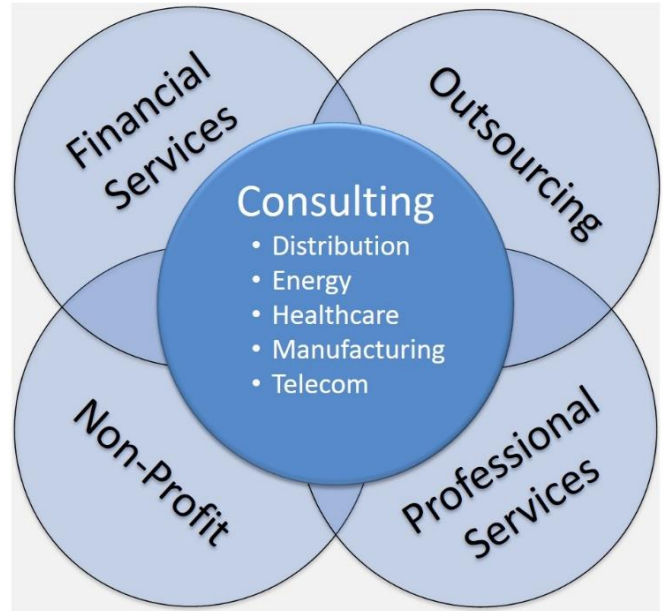
How We Add Value

Our Clients trust us to save time and money by helping them think differently about selecting and managing their technology solutions. We assess the business situation and provide an independent view of how to **improve value** through the effective use of tools, processes, technology, outsourcing governance and staff.

Successful Engagements

- **IT Assessment** and re-engineering of processes using **Lean IT** principles in the automotive industry, **saving 30%** in waste.
- Clarified requirements and conducted an **Oracle vs. SAP selection** process (RFP) for a logistics company.
- Led an IT Organizational Assessment and developed a manufacturing organization's **IT Strategy**.
- Negotiated a **Microsoft Enterprise Agreement** for a mid-sized manufacturing company achieving **25% cost savings** over three years.
- Led the assessment & renewal of a large scale, multi-year **outsourcing agreement** for an insurance organization, created an IT **Governance Model** for sustainability.
- IT Portfolio Review and creation of a **road map** for achieving **cost savings** in a healthcare organization.
- Clarified requirements and refocused an outsourced systems integration effort for an **Oracle ERP** system implementation in healthcare.
- Refocused the evaluation and selection of outsourced solution for a telecomm **retail website** and resulted in **50% savings**

Industry Experience



Service Offerings

Assessment & Strategy

- IT Assessment/Benchmark
- Strategic Planning
- M&A Due Diligence
- Governance Process & Models

IT Supply Chain Optimization

- Outsourcing Remediation
- Service Level Agreements
- IV&V Metrics and Monitoring
- Select and Negotiate Solutions

Organizational Improvement

- Business Value Alignment
- Team/Leadership Development
- Staff Assessment
- Financial Improvement
- Interim CIO Function