

# RETHINKING IT, INC.

Providing Value to Our Clients

Our Clients Trust us to save time and money by thinking differently about selecting and managing their technology solutions



THINKING DIFFERENTLY HELPS  
MOVE OUR CLIENTS FROM  
STRATEGY TO VALUE

▶ **Assessment & Strategy**

- IT Assessment/Benchmarking
- Strategic Planning
- M&A Due Diligence and Right Sizing

▶ **IT Supply Chain Optimization**

- Select and Negotiate Solutions
- Outsourcing Remediation & SLAs
- IV&V Governance, Metrics and Monitoring

▶ **Organizational Improvement**

- Business Value Alignment
- Leadership & Team Development
- Interim CIO Function

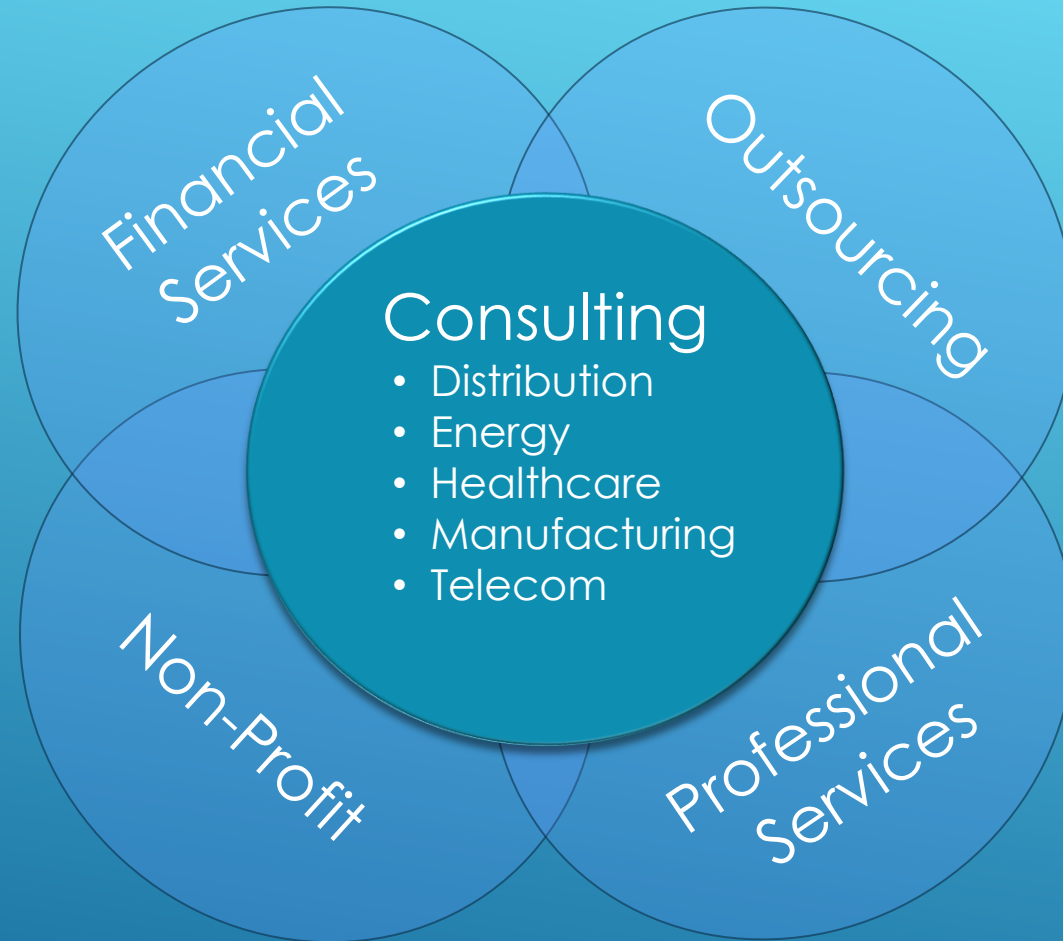
# SERVICES AND SOLUTIONS

- Through M&A, a distribution company had four different **accounting packages**.
  - Clarified requirements, evaluated solutions and selected the best cloud-based package solution
- Company in the automotive sector was taking too long to provide updates to their core systems
  - Using Lean IT principles, revised outdated processes **saving 30%** in wasted time and effort.
- Healthcare organization had an MSP provider with high risk and low value
  - Validated infrastructure strategy, clarified requirements and conducted selection process resulting in **35% annual savings** with minimized risk

## SUCCESS STORIES

- A telecom company was considering two different outsourcers to rebuild their retail website
  - Recommended different approach and evaluation of additional suppliers which resulted in over 50% savings for the right solution
- Microsoft was offering a manufacturing company a different licensing structure for SharePoint
  - Evaluated the various licensing options and provided recommendations that allowed the company to understand the value of each option
- International bank was considering outsourcing their IT infrastructure function
  - Helped the selection team evaluate MSP and Co-Location options, and select the best value solution

## SUCCESS STORIES



# INDUSTRY EXPERIENCE

Global Experience

30 Years Experience  
in IT & Business

### Engagements:

- IT Strategy and Assessment
- Benchmarking and Best Practices
- Lean IT Assessment
- RFP Process for ERP, CRM, Infrastructure
- Negotiations and SLAs
- Outsourcing Remediation
- Department Turnaround

10 Years CIO  
7 Years Consulting

Computerworld  
Premier 100 IT Leader

COMPUTERWORLD  
**100**  
PREMIER  
IT LEADERS  
CONFERENCE

# PROVEN SUCCESS FACTORS

- ▶ Package Selection and Negotiation
- ▶ Benchmarking
- ▶ When there is a need for direction and alignment
- ▶ IT Department Assessment and Refocusing
- ▶ Outsourcing Remediation
- ▶ Strategic Supplier Relationships and Metrics
- ▶ IV&V – Independent Verification and Validation
- ▶ Team and Individual Training and Mentoring

## EXPERTISE AREAS

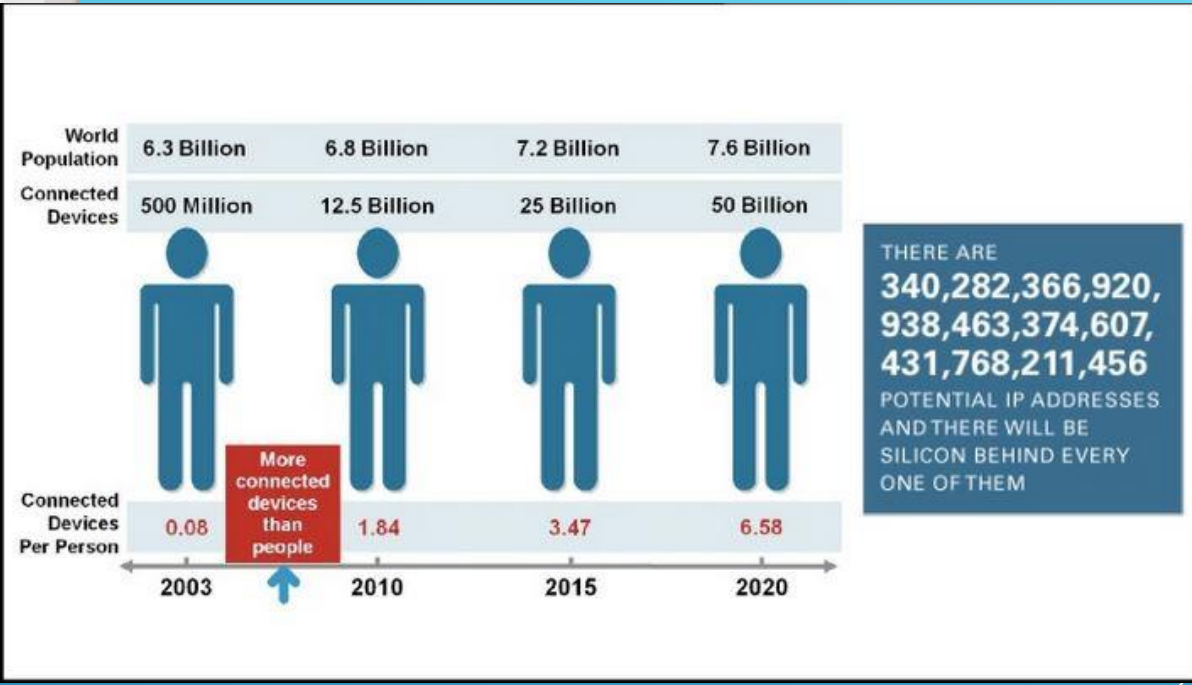




# PARTNERS AND AFFILIATIONS



Tablets before they can talk



SMS was created in 1994  
 (24 years ago)

More Connected Devices than People  
 Since 2007 and More Mobile Devices  
 than People at the end of 2013

# SOME THINGS TO THINK ABOUT



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# Thank You