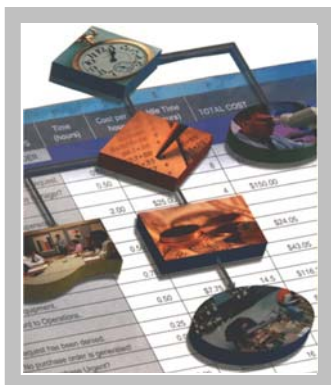




IT Strategy Service Offering



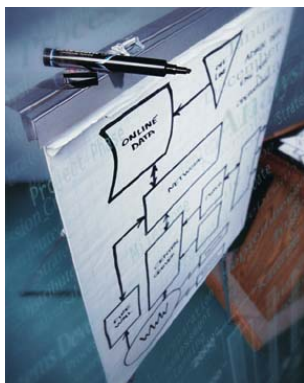
Today, any organization, of whatever size or nature, requires a strategy to harness the enormous potential of Information Technology(IT) to the real Business Purposes of that organization. If there is no explicit IT strategic direction, driven by what the business requires, then not only could inefficient investments be made, but the organization places itself at serious risk with respect to coping with changes in its competitive and working environment. It will also find it almost impossible to carry out its overall business goals.

The role of IT in a corporation has evolved to the point where it is a critical factor to almost all aspects of the business. Correspondingly, IT is now treated like any other line part of the business where there must be a strategic plan that is guiding the unit towards it's vision and goals. As a strategic IT partner and an industry leading IT solutions provider, Decision Interface has developed a service offering to help our clients evaluate their IT needs, develop an IT vision, and generate an IT Strategic Plan.

Why do you need to consider this now?

There are number of factors that are driving organizations to develop or re-evaluate their IT Strategic Plans:

- Many companies have recently completed major application projects (ERP, Supply Chain, HRMS, CRM, etc.) and see the need to determine/validate the strategy for moving forward.
- Business opportunities are expanding, due to factors such as Deregulation, Reregulation, Merger and Acquisitions.
- Market expectations are changing continually. Customers expect increasing quality, time to market and product development cycles are decreasing, and price and margin pressures vary tremendously.
- There are continual adjustments to the value chains and the value systems of organizations. Threats of new entrants to the market, of the power of new suppliers and customers, of new technologies, and of the pressures of existing competition and the ever-changing regulatory environment, all vary.
- There are dramatic changes in IT costs and capabilities to cope with these changes. Prices fall and performances increase, and alternative solutions proliferate. The power of modern IT increases with new technologies able to change the way that businesses compete.
- The challenges of outsourcing and off-shore IT development, place extreme pressure on making the right decision at the right time.
- The power of the information content in a product or service has become a prime source of competitive advantage that only recently became key performance indicators for the utility executive.



Because of these changes and challenges, our clients and their IT frequently find it very hard to achieve the synergy and understanding that is absolutely vital. Do you have an IT Vision for your organization? Is there an IT Strategic Plan that you use to value, prioritize, and document all your potential IT initiatives to make sure you are maximizing your investments and providing the right value/capabilities that your organization needs. Is this a living document? An IT Strategic Plan and planning process can achieve this linkage and provide an execution platform for moving forward.

Decision Interface's Information Technology Strategic Planning Methodology

Decision Interface's consultants who are trained in both information technology and business analysis will work interactively with your organization to develop an IT Strategic Plan (ITSP). Decision Interface is a unique provider of full technology solutions for clients. Decision Interface provides business expertise combined with a spectrum of technology solutions, including applications implementation, custom development solutions and a range of advanced technology services.

The approach includes the following main areas:

- **Review Business Strategy:** Gain an understanding of your business direction, strategic drivers and objectives, and core processes.
- **Assess IT Effectiveness:** Assess the strategic, managerial, operational, and technical capabilities of the current IT infrastructure and organization.
- **Develop an IT Vision of the Future:** Develop a goal model, at a conceptual level, of IT services for the organization in the strategic time-frame, i.e., where does IT need to be in one to five years to support the business?
- **Provide IT initiative Recommendations:** Summarize the business and IT needs into recommended IT initiatives that can be prioritized and benefits can be quantified.
- **Develop an IT Strategic Plan:** Interactively work with your organization to document an IT Strategic Plan that you can maintain and update going forward.

This approach helps ensure that IT meets and continues to fulfill the business needs of the organization. The emphasis is on gaining a clear understanding of those activities that will contribute to business success and deriving the IT strategies and services from those business drivers. The approach is not about forcing business to fit technology. It is the overall management of the benefits that will produce the best return for the business, and the overall approach will include people, process and technology. The end result is a strategic plan interactively developed through interviews, workshops, and surveys to ensure business objectives, emerging technologies, and implementation capabilities are all linked together.

Getting Started

If you take the time to meet with us, you will find that our team is approachable, experienced and passionate about delivery honest, practical and sustainable value. Give us a call at 858.350.6297 to demonstrate for you why our clients work with us, Decision Interface, again and again! Decision Interface will then create a project proposal letter for your review and approval. You may also contact us by emailing g.rinehart@decisioninterface.com. For more information on our IT Strategy Service Offering, you may visit our website at <http://www.decisioninterface.com>.