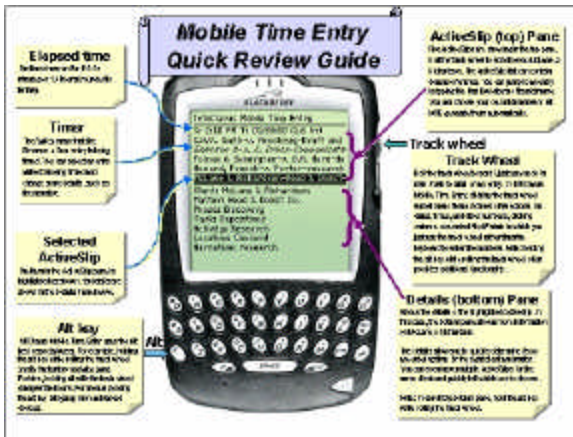


What Are Your Needs?

Make our products valuable to our customers

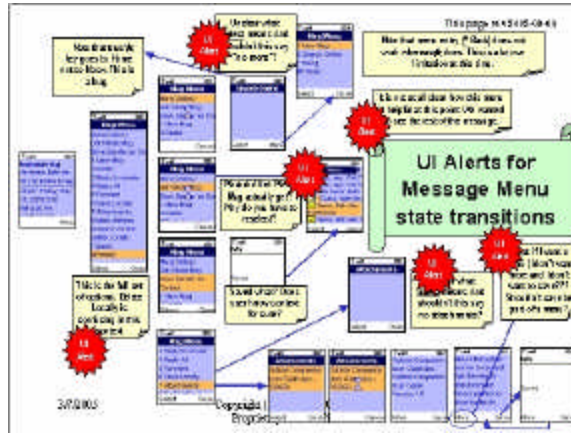
Deliver solutions that our stakeholders really need



Develop a customized Solution Architecture methodology for Professional Services teams

Create and deliver customer-focused Solution Architecture Training

Build a good interface and evaluate its effectiveness



Prepare for emerging and disruptive technologies

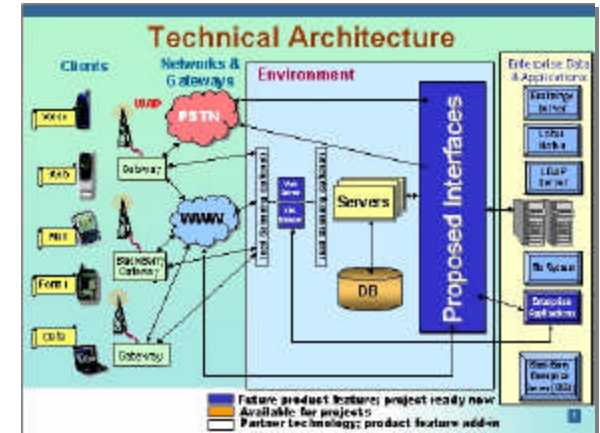
Explain and trade off key quality attributes



Orient solution perspective toward true customer needs, not just product attributes

Create an effective value proposition

Get the most out of our applications using



customization and scripts

Explain and present our technology persuasively

Visualize architectural relationships and opportunities

Define effective policies and procedures

Our Services

Understand...

- ☑ **Research technology** opportunities and best practices
- ☑ **Elicit requirements** from stakeholders
- ☑ **Analyze System Quality Attributes**
- ☑ **Focus on deployment context**

Communicate...

- ☑ **Capture**: decisions, tradeoffs, culture, current practices
- ☑ **Analyze**: contexts and needs
- ☑ **Synthesize**: Documents, architectures, methodologies, highly visual models
- ☑ **Explain**: white papers, positions
- ☑ **Visualize & Innovate**: video & multimedia views of concepts
- ☑ **Teach & Train**: metaphors, scenarios, workshops, case studies
- ☑ **Guide**: manuals and crib sheets

Solve...

- ☑ **Target** the right market or group
- ☑ **Assess & align** technology with usage patterns, workflow
- ☑ **Trade off** system quality attributes for deployment context
- ☑ **Navigate & manage** information
- ☑ **Customize, Configure, Adapt**

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Aligning Technology with Business Needs



*Is your technology focused
on your customers' needs?
Is technology helping you
and your staff?*