



The IncorTech Client Advantage

Peace of Mind with Fixed Fee Engagements
Experience the Power of Choice
Satisfaction Guaranteed*

How is IncorTech different from other Software Consulting firms?
We start with a Client Advantage Discovery Engagement that emphasizes proven steps to project success.

It's a simple formula.

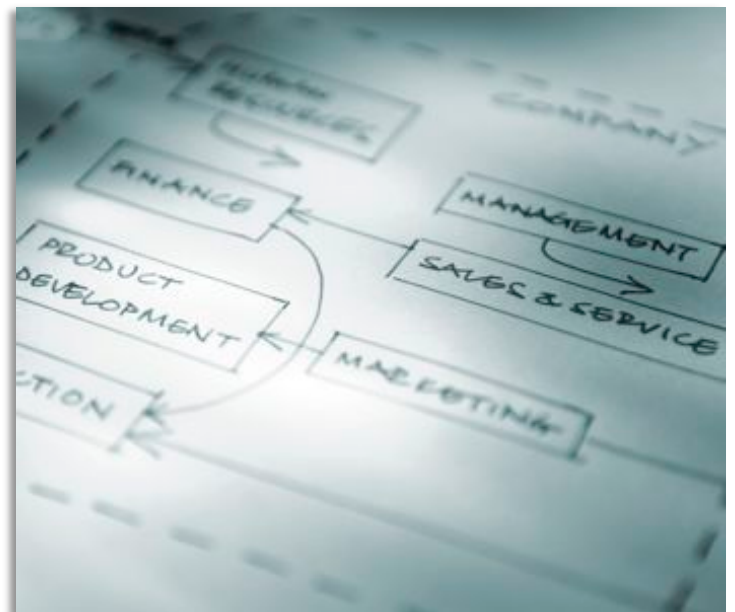
IncorTech is a professional knowledge company that delivers projects using technology and expertise that empowers our Clients to Succeed.

How do we do that? In a nutshell, we use the powerful Client Advantage Discovery Engagement that allows you to:

Save money with fixed-fee engagements that emphasize results and **eliminate implementation cost overruns.**

Get **multiple options** for training and implementation: **experience the power of choice** to fit your needs and budget.

Get the IncorTech Client Advantage **100% money-back services guarantee!*** We stand behind our work. Does your current provider do that?



*Some restrictions do apply, requires a Client Advantage Discovery Engagement.

“During our review of business management software service providers, The IncorTech Client Advantage clearly set IncorTech apart from their competition with a focus on reducing risk and uncovering value for us.”

A project is defined by the Project Management Institute as “a temporary endeavor undertaken to create a *unique* product, service or result. “

IncorTech won't treat your project as a “plain vanilla, same-as-the-other guy, strictly off-the-shelf” implementation of software. Your project is, by definition, unique.

By studying the most common causes of project failure and applying our many years of experience implementing business software for customers both large and small, we've developed a process that starts with two very important questions:

Is there a problem worth solving that creates **significant value** for your business by making a change in your systems?

Our Value-Driven Promise: If we can't help you uncover *three times* the cost to solve in value, you won't get a proposal.

The other important question we'll ask is “What is it that you want to create?” Without understanding your vision, we can't guarantee your satisfaction.

Consider this illustration: If you were to walk into your doctor's office and complain of chest pain, you might be a bit concerned if he immediately asked you to lay down while he prepared his instruments for a triple bypass procedure! If your doctor were to ask you a few simple questions, perhaps even run some blood work – he might quickly learn that all you needed was a few antacids and some rest.

In other words, prescription without diagnosis is *malpractice*.

What does it cost?

You might want to know more about which elements of a Client Advantage Discovery Engagement would incur costs. The following outline of the process provides the details:

- Preliminary contact – NO CHARGE
- Initial Office Meeting and Discovery Engagement Process Introduction – NO CHARGE
- Review of Client Advantage Discovery Engagement Scope of Work and Proposal options – NO CHARGE
- Client Advantage Project Initiation Document Templates – NO CHARGE
- The Client Advantage Discovery Engagement- CHARGEABLE

Discovery engagement may include elements of the following depending on your selection of options provided:

- Facilitation of the Project Initiation Documents
- Business Process Review Diagrams that detail your departments, inputs and outputs and opportunities for improvement in current processes
- Scope of Work document (details on the next page)
- Written proposal with solution recommendations and several options
- Written project plan
- Follow-up review meeting to present findings, reports, proposal and project plan
- Proposal Review / Signing Meeting - NO CHARGE
- Project Kickoff Meeting - CHARGEABLE
- Project - CHARGEABLE
- Change Orders - Usually CHARGEABLE

Here are a few highlights you can expect from the IncorTech Client Advantage Discovery Engagement Process:



Discovery Engagement Process Introduction

IncorTech will provide a presentation covering the chief causes of project failure and how your company can mitigate them all. We'll also provide you with three complimentary project initiation document templates that are part of the solutions to the causes of project failure. Whether you choose to work with IncorTech or not, these tools can significantly improve your chances of project success!



Business Process Review

Our Business Process Review will be one of the most significant components of the services we will provide to our Client over the entire relationship. During this deep dive into your current business processes, we'll focus in on the inputs and outputs for each department, responsible roles and people, and we'll share our observations on opportunities for improvement. The formation of our understanding of your business and the establishment of written process documentation is a critical step to project success.



Proposed Project Scope of Work

In order to define objectives and methods to attain them with maximum clarity, IncorTech will provide a Project Scope of Work that is, in a word, comprehensive. Key elements of our Scope of Work include: Scope Statement, Objectives, Constraints, Project Structure, Roles Definition, Project Team Definition, Assumptions, Deliverables, Functional Requirements, Project Change Control, Future Projects List and Approval.



Project Proposal

Your Project Proposal puts you in control of your engagement structure and costs because we provide you with several options based upon our recommended solution and a fixed price for each. If you've ever experienced a project that overran its estimate, then you'll know what a fixed price approach can mean for your business. We'll show you how this approach focuses our resources on effectiveness and not just efficiency, a key distinction that an emphasis on billable hours misses completely.



The IncorTech Client Advantage

IncorTech set out to be a different kind of software consulting firm. We could be like every other software company that tells you our great customer service is what sets us apart. But after you've checked our competitors and notice they all say that, you might start wondering what *really* makes a difference. With the IncorTech Client Advantage process, you'll feel the difference because it all starts with an emphasis on