



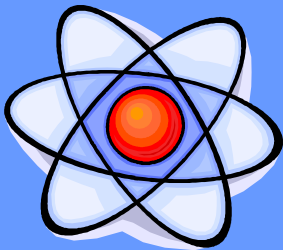
Dawson Consulting Group

TEKNOS

Managing Technology Risk

OVERVIEW

Implementing new technology to keep pace with today's changing business environment requires a major expenditure of resources and affords significant risk. **DAWSON CONSULTING GROUP** has the expertise and proven methods to help you minimize and manage risk, while building sustainable internal capability.



Reasons to consider these services:

- Little or no prior internal expertise in setting up and executing large projects
- A current project is floundering or at a standstill – burn-rate is high
- Concern about the bias of recommendations from system integrator/‘big houses’
- Failure to fully realize the capability promised by the technology

APPROACH AND FRAMEWORK

The **DAWSON CONSULTING GROUP** approach is a proven process for putting key elements and components in place to help ensure project success by focusing on the following key success factors:

Ensuring a sound business case and sponsorship

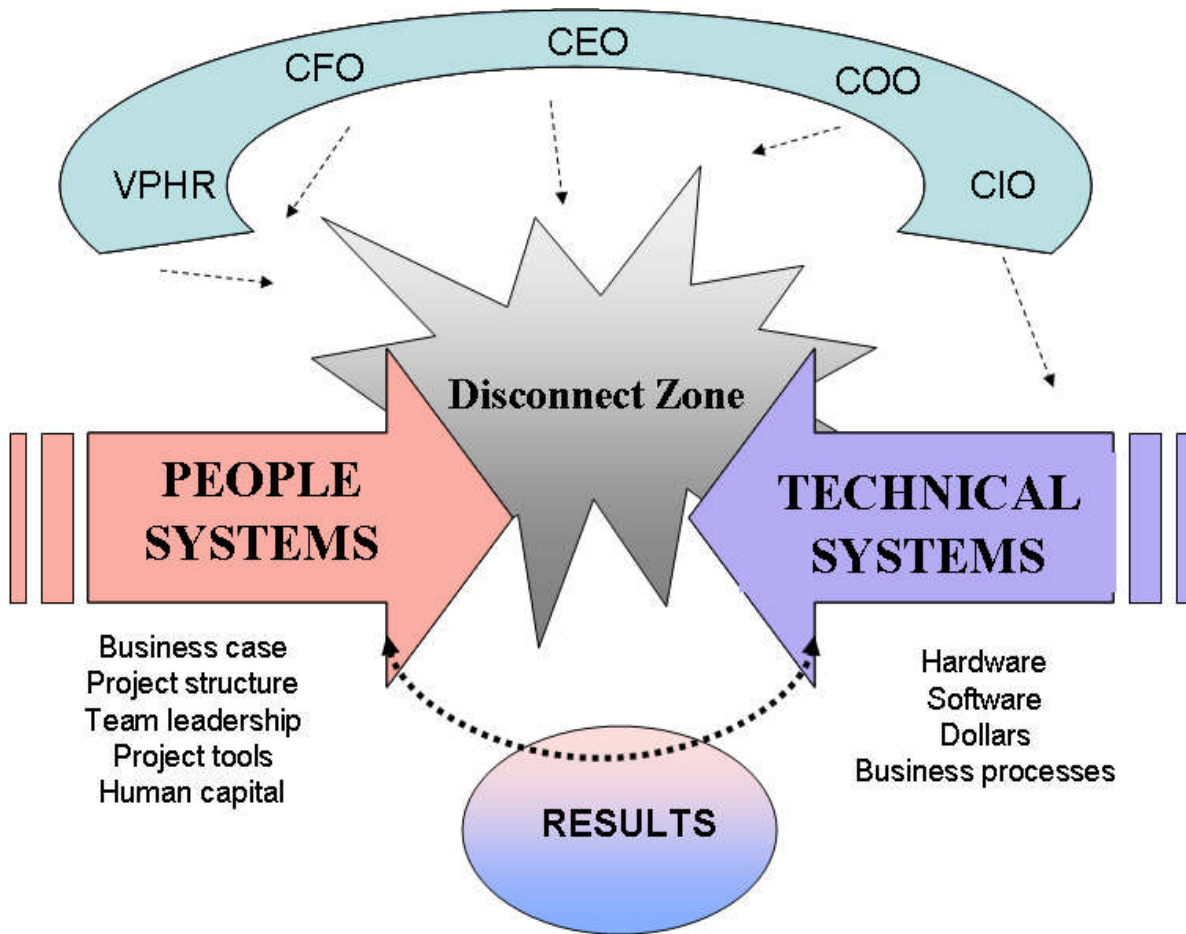
- Properly aligning and connecting people with technology
- Balancing the use of internal resources with external resources (if any required)
- Organizing and structuring the project properly from the outset
- Communicating roles, responsibilities, expectations and timing
- Applying proven guidelines and techniques for execution
- Achieving long lasting and self-sustained capability

METHOD

DAWSON CONSULTING GROUP employs a five step methodology to help you with your project:

1. Confirm the business case and conduct initial interviews.
2. Conduct a full diagnostic, evaluate results and make recommendations.
3. Select an approach to address each challenge using Sapience experience and guidance.
4. Put in place the elements for successful project execution.
5. Provide periodic and predetermined QA checkpoints for follow-up.

Our approach, illustrated in the chart below, is to create the structures that connect all the major organization and process elements needed to gain adequate participation and contribution by all project stakeholders.



OUTCOMES AND RESULTS

1. A written situation analysis based on interviews and recommended approach, timing and costs.
2. A detailed diagnostic report including overall project evaluation and recommendations.
3. A prescription of recommended items that need to be implemented in priority sequence.
4. Written QA checkpoint reviews with updated guidelines and recommendations.

NEXT STEPS

1. Fill out an initial Assessment Checklist and evaluate your own position.
2. Define core execution problems or issues and discuss with a Sapience expert advisor.
3. Consider taking a partial or full diagnostic.