



## E-BUSINESS STRATEGY

The forecast for today's eBusiness climate is change. And lots of it. Because if anything is for certain, it's uncertainty.

New standards, technologies, and strategies are being unveiled and adopted all the time. Change is so rapid that just the task of keeping up has taken on daunting proportions.

At Comspec, we understand the demands that this volatility places on you. And we understand the challenges that it presents.

We can help you succeed by sharing our insight into the difficulties you are facing. Leveraging over 25 years of industry experience, we have developed a focused and highly integrated series of services designed specifically to address real life technology challenges.

Our trusted service professionals can help put your eBusiness projects back on track – by introducing a business-driven approach to development.

## Analysis and Design

There's no such thing as a successful IT-driven project. Repeat. There's no such thing as a successful IT-driven project.

Most executives are already well aware of the grief associated with getting major eBusiness initiatives off the ground. Where do you start? What can you do to make the project lifecycle more bearable?

The answer: eBusiness projects driven by the *business*.

For some time now, eBusiness initiatives have been run and controlled by the IT side of a firm. This creates a fundamental problem, because development initiatives should be driven by a company's overall business strategy and its customers' needs – requirements that originate from business teams, not IT departments.

We can help put your eBusiness projects back on track by introducing a business-driven approach to development.

We will work with you to develop a high-level process picture that ensures your fundamental business requirements are fully understood before your project moves any further.

After all, what's the point of expending time and resource on a development effort if its functionality doesn't reflect your actual business requirements?

## Process Modeling

Every company has their own methods of doing things. And somewhere along the line these methods tie into systems.

Sometimes these systems run using elaborate spreadsheets with beautiful color displays. In other cases, they operate on mainframe dinosaurs with black and green terminals that haven't changed in 20 years.

Regardless of the systems employed, one thing is certain: when it comes to doing business, you're getting it done.

But as the number of activities going on in your business increases, the impact of small inefficiencies can magnify – which can result in definite bottom line loss. Coupled with lowered customer satisfaction, this can, if left unresolved, seriously hamper your long-term survival.

Be it the handling of incoming orders to a call center or outgoing orders from a shipping department, better processes save time, cut costs, and help ensure survival as workload ramps up.

We can help you develop and implement those better processes. It's what we do.

Our experienced professionals will work with you to understand your current methods, then identify areas that can benefit from the simplification and streamlining of operational workflow. All while keeping your overall eBusiness strategy firmly in mind.

We have over 25 years of experience helping organizations of all kinds tackle the challenge of architecting the right technology solutions to improve efficiency and productivity. We can help you too.

## Project Management

We understand the challenges that you face in trying to find quality project managers. You need people with strong eBusiness backgrounds. People who are flexible enough to accommodate the cyclical nature of your ongoing development lifecycles. People who can balance the demands of this volatile industry.

Look no more. At Comspec, we provide companies like yours with seasoned point people who have proven experience ensuring that eBusiness projects run on budget and on time.

Throughout the entire lifecycle of your development project, we apply our proven flexibility matrix to ensure that:

- expectations are accurately set with all key stakeholders
- goals are ambitious but not unreasonable
- budget and timeline concerns are respected

The secret to our success isn't a new and improved Gantt chart or the latest spin on the weighted factor scoring model.

We are consistently successful because we employ a rigorous and proven end-to-end methodology that starts in the early phases of your eBusiness project – with processes and requirements – and ends in quality assurance testing, documentation, and support.

Each phase is critical, from pre-planning to deployment, and each phase must be effectively managed for success. We realize this – and that's why our solutions work.

*For more information about Comspec and the services that we provide, visit [comspec.com](http://comspec.com) or call us toll-free at 866-785-3553.*

## Highlights

A focused and highly integrated series of services designed specifically to address the real life eBusiness challenges of today.

A team of experienced consultants with strong eBusiness backgrounds and refreshing business insight that will quickly deliver dramatic results.

High quality, yet surprisingly cost-effective methods that are guaranteed to enhance efficiency and productivity.

Processes and people that are backed by over 25 years in the communications and high technology industries.

A flexible approach that builds and improves upon current processes to maximize both quality and productivity.



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