

**GlobalSolve™**  
**Consulting Network**

***"How To Minimize The I.T. Capital  
& Operating Expense Budget"***

# Investment Climate

- ⇒ Credible, focused business plan
- ⇒ Emphasis on near-term, credible plan to positive cash flow
  - Drive revenue ↑
  - Lower burn rate ↓
- ⇒ Focus on core competencies
- ⇒ Shared risk / exposure
  - Capital expenditures
  - Operating expenses

# Technology As Revenue Driver

- ⇒ **JET Delivery™**: “Just enough technology & appropriate technology (technology triage) that works” to enable the business plan
- ⇒ Technology driven “add-on” revenue stream projects with near-term positive cash flow
- ⇒ Technology solutions that provide the competitive advantage

# GlobalSolve™ Value Add

- ➔ Guaranteed on-time delivery with full functionality
  - “Risk sharing” pricing options
- ➔ Fixed price, T&M or hybrid approach locks down
  - Pricing and delivery dates
  - Delivery dates and functionality
  - Pricing, delivery dates and functionality
- ➔ Proven methodology with full lifecycle support
  - **RAD Delivery™** (rapid application development) shortens development cycles and validates requirements definition
  - Interim deliveries demonstrate progress, providing early functionality

# Full Phase Support

## ➔ Problem Assessment

- Fully understand the business model and the revenue drivers
- Determine how much and which technologies can advance and empower the business model

## ➔ Solution Validation

- Develop a series of technology recommendations that map to the business plan and demonstrate incremental value
- Ensure that the technology solutions are in place prior to the business need

## ➔ Full Scale Development

- Build a system that is flexible, scalable, extensible and secure
- Ensure that the *business drives the technology*, and not visa-versa

## ➔ Training and Support

- Provide “pre-launch” and beta support
- Integrate and train the client staff so that consulting personnel are phased out as the business needs dictate
- Software, telecommunications, network, data center support

# Risk Mitigation

Networking Risk

Management Risk

Business Model Risk

Financial Risk

Security Risk

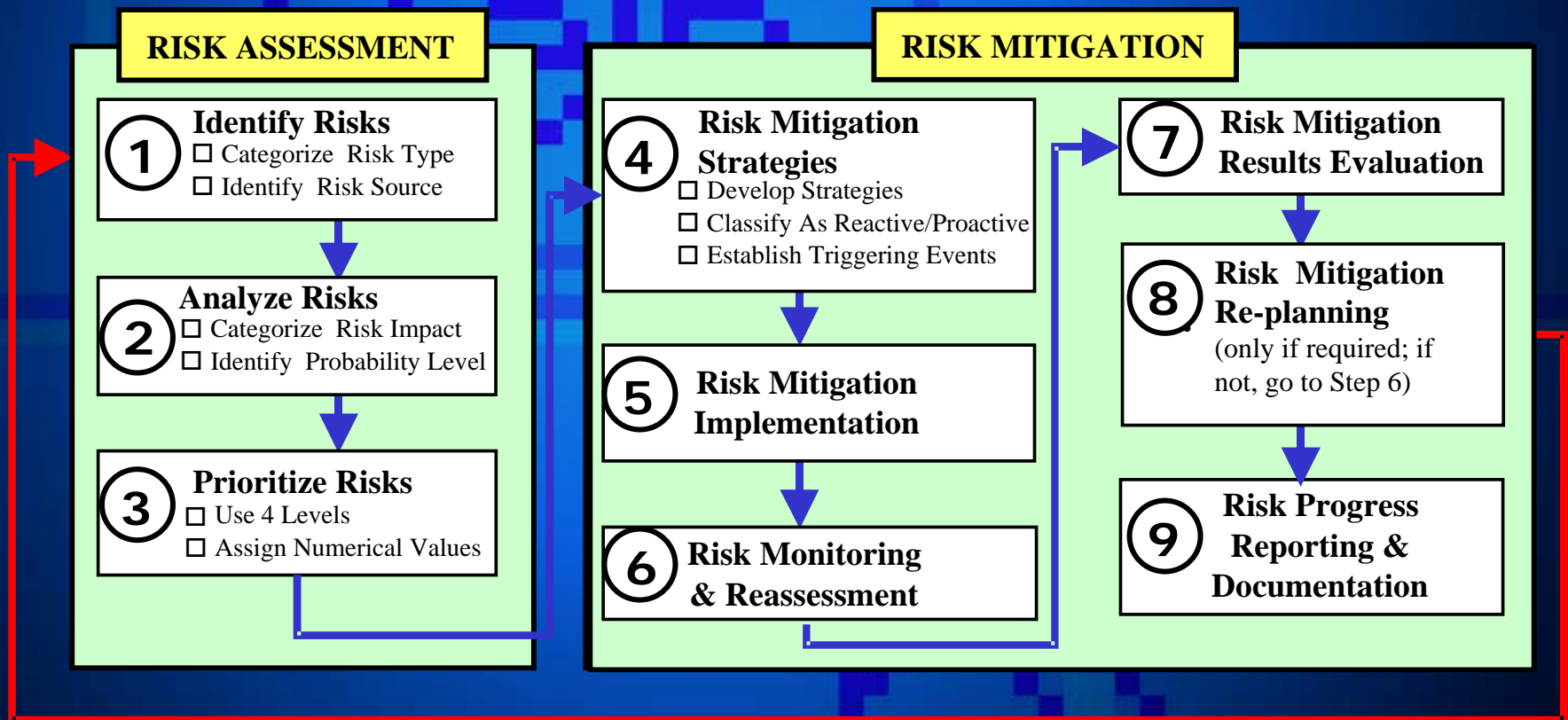
Scalability Risk

Development Risk

Competitive Risk

Marketing Risk

# GlobalSolve™ Risk Management Process



*GlobalSolve's risk mitigation approach allows for the efficient development of mitigation procedures for each specific IT project.*

# GlobalSolve™ Support

## ⇒ Before

- Due diligence
- Problem assessment
- Architecture
- Design & engineering

## ⇒ During

- Custom designed software
- Customisation of “off the shelf” software
- Integration of “off the shelf” software
- Integration of acquisitions / roll-ups

## ⇒ After

- Transition / transfer of I.P.
- Training; ongoing support
- Help desk

# Technology Partnership

