



ALTICO ADVISORS



Proven Methods. Real Results.

Overview-Our proven implementation methodology (“**Altico Advantage**”) was developed over the course of hundreds of implementations and ensures consistent, quality processes that deliver effective tailored business solutions for your business. Our methodology is a collaborative process leveraging your in-depth knowledge of your business, our understanding of the application, and industry best practices to yield a solution which produces real results. The Altico methodology was formed around our philosophy that values long-term, value-added relationships with our clients; it begins from the moment of first contact with you and extends well beyond the completion of the initial engagement.

ALTICO ADVANTAGE

Invest

Plan

Design

Develop

Deploy

Optimize

Invest-From the first day we meet a potential client it is Altico's goal to invest our group's resources to ensure we can offer you a viable solution and assess the partnership between our groups. We will "invest" upfront in our relationship to make sure it is a "win-win" for both organizations. We will make sure that the time both organizations invest prior to formally executing a partnership will be beneficial for both groups and ensure that the on-going relationship starts off on the right foot.

Plan-Proper planning is critical to the success of any implementation. Together, we will establish a clearly defined plan to meet your business objectives while ensuring optimal utilization of your resources. We will prepare your internal implementation team for the design sessions that lie ahead by enhancing their knowledge of the application through what we call *concept classes*. These “classes” are designed to provide the information you need to make better decisions as to how your organization can best utilize the functionality of the application. Our extensive experience has proven that these classes are the key to the “Altico Advantage.”

Design-Well designed solutions are the result of the collaboration of your in-depth knowledge of your business, our understanding of the application, and industry best practices. Working together, we will design a solution that best utilizes the applications' functionality to address your business needs. Your involvement in the design phase provides you the opportunity to make certain that the solution will fit your people and processes.

Develop-During this phase we will configure the application(s) to the exact specifications of our mutually agreed upon design. You will be provided ample opportunity to test the effectiveness of the solution using real life examples. We will jointly evaluate the results of this testing and will make any necessary revisions prior to moving the solution into production. This provides you with the assurance that the solution will effectively operate in your business environment.

Deploy-In order for your organization to efficiently operate and ultimately reap the full rewards of your solution, we must effectively transfer sufficient application knowledge to your team. We will accomplish this through user training that is tailored to your business processes. Together we will perform a readiness assessment to guarantee a smooth transition.

Optimize-During the planning stages, we will establish a set of both short-term and long-term objectives for your organization. At the conclusion of this project we will compare the actual results of the implementation with stated project objectives. Additionally, we will develop a plan to not only maintain the "health" of your solution but to continually optimize it and ensure that you have access to the information critical to your business. We do not see this phase as the end of an engagement but as the beginning of where our relationship will provide the most value to you.



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