

## Comprehensive Solutions®

Not just a logo or tag line — it's our way of doing business.

Maybe golf's not your thing. Maybe it's tennis, or having more relaxed time to spend with your family.

Whatever.

It all comes down to having enough confidence in a team that gives you back a piece of your life. And, at a cost that will not break the bank.

That's because you know that you are getting the absolute most value out of each and every IT dollar you spend. Not only that, you see immediate and ongoing results.

Needs assessment. Due diligence. Independent verification and validation. Disaster Recovery. The important, high-visibility projects that have to be right.

Let the team that has a track record of success instill confidence in you.

## I N C L O S I N G

### When a team with this much experience gathers, only one thing can happen: Results.

Working with Comprehensive Solutions is not about how big of a firm you've selected. It's all about how good.

We're large enough, with the resources at hand to advance your project quickly. Yet we're small enough to provide the attention and follow-through that is often lost with larger firms.



**A world where business and technology coexist peacefully? Managing expectations from both a business and IT perspective fosters common goals and a unified vision.**

Our unique blend of diverse skill-sets and backgrounds gives us the ability to address issues from all sides.

We take a business approach to IT, looking both at what is fiscally prudent and what makes sense from a technical perspective. It's blue-sky thinking tempered by real-world sense. Adding value is how we sleep at night.

Give us a call. You'll sleep well, too. It's that confidence thing. It really works.



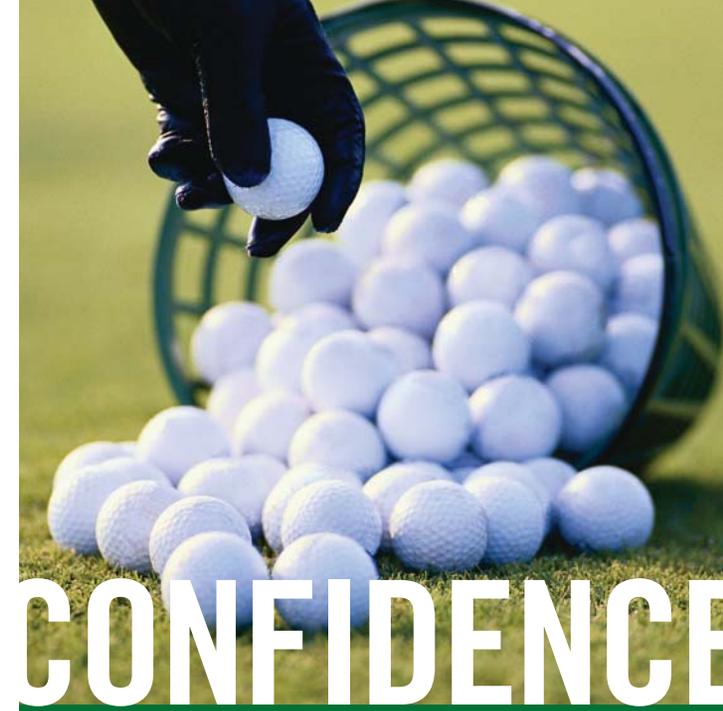
**Comprehensive Solutions®**

"Business Savvy. IT Smart."™

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# CONFIDENCE

Selecting the right  
**IT consulting team**  
should give you  
the confidence you need  
to attend to more  
pressing issues.

Like, your golf game?



Methodology. Professional practices.  
Fully documented procedures.  
**Comprehensive Solutions** inspires  
confidence and always delivers value.

## Realist View® Project Planning without the Sugar Coating.

Project plans. They're either overly simplified or too complex. And all too often they fail to address the particular needs of your projects. Countless project managers point to project plans for answers, lacking the intimate knowledge needed to provide solutions.

It's easy to have answers. Our difference is that we'll take the time to ensure that they're right for you.

At Comprehensive Solutions, we know that being a project manager involves much more than navigating project planning software. We fully understand what it takes to build the ship. And that's the difference between a project's failure or success: knowing *how* to build the ship and then executing the *comprehensive* planning required to do so. Success never just happens — it's always carefully orchestrated.

At the planning stage we address the issues (and yes, the pitfalls) so often overlooked. We've been there too many times not to do so. Experience and this realist point of view add real value to our services.

Our Realist View® planning method begins with a comprehensive criteria and check list, fully documented so that all parties have a clear road map to follow. From the onset, performance is measurable. Goals are quantifiable. Costs are controlled.

The thoroughness up front of our Realist View® planning keeps projects on time, in budget, and exceeding expectations *in the end*.

## The reasons a project fails are many. The reasons for success are few.

Not everything is within the control of a project manager. But a good project manager can identify opportunities and mitigate risk. At Comprehensive Solutions we keep people informed, work to maintain management support, control project scope, preserve harmony within various groups, and manage expectations relative to their stated goals and scope. We orchestrate the process and keep everyone on the same page.

Our clearly defined objectives and fully documented processes are what keep the project train on track.

There are countless reasons for failure. But success always boils down to just a few: knowledge, professional practices and experience.

## The Due Diligence Report Pak<sup>SM</sup>

The IT Due Diligence Report Pak<sup>SM</sup> encompasses all of the steps necessary to produce a thorough assessment of your company's IT department. We begin with a broad, high-level overview of the goals of the project relative to the role of IT. We then list and organize the type of information that is pertinent to this project. We gather the data, speak with the appropriate management and staff, and do final information gathering and analysis. The report is then the result of the following seven specific activities:

1. Overview assessment and fact-finding
2. Identifying and gathering pertinent IT documents
3. Organizing and reviewing IT documents
4. Conducting interviews and on-site review
5. Reviewing non-IT business documents
6. Analysis and clarifications
7. Report preparation



Orchestrating the process keeps  
everyone on the same page.  
It's the ultimate foil for unmet  
expectations — and the perfect  
way to meet and exceed them.

## Accountability Plus<sup>SM</sup>

When selecting a consulting firm most companies are looking for three things:

1. Results
2. Value
3. Justification for the selection decision

Many organizations regard "Big Five" type consulting firms as a safe choice. But recent times have shown that often the "safe choice" is not really so safe. And experience proves that the use of a large consulting firm does not guarantee results — nor does it achieve these goals.

Our system of Accountability Plus<sup>SM</sup> means that we will provide you with specific information about the business, management and IT consulting services that we perform — *every* step of the way. You will know the plan, understand the deliverables and be kept current on the status of your project at all times. Put simply: No last minute surprises.

If and when issues arise:

1. We ensure that you fully understand the issues.
2. We provide you with one or more options.
3. We provide as much additional information (pros vs. cons, cost / benefit, etc.) as is feasible. Detailed information and documentation provides the preparation necessary to be accountable to your management team. It's a win-win scenario for everyone involved.

The Plus is that we are not aligned with any major software vendor. Thus, no hidden agenda or ulterior motives for our recommendations. We do not have an idle team of 200 people waiting to perform an unnecessary upgrade or migration. We only recommend what is best for your business and stake our reputation on integrity, experience, knowledge, and the ability to deliver what we promise. It really is that simple.