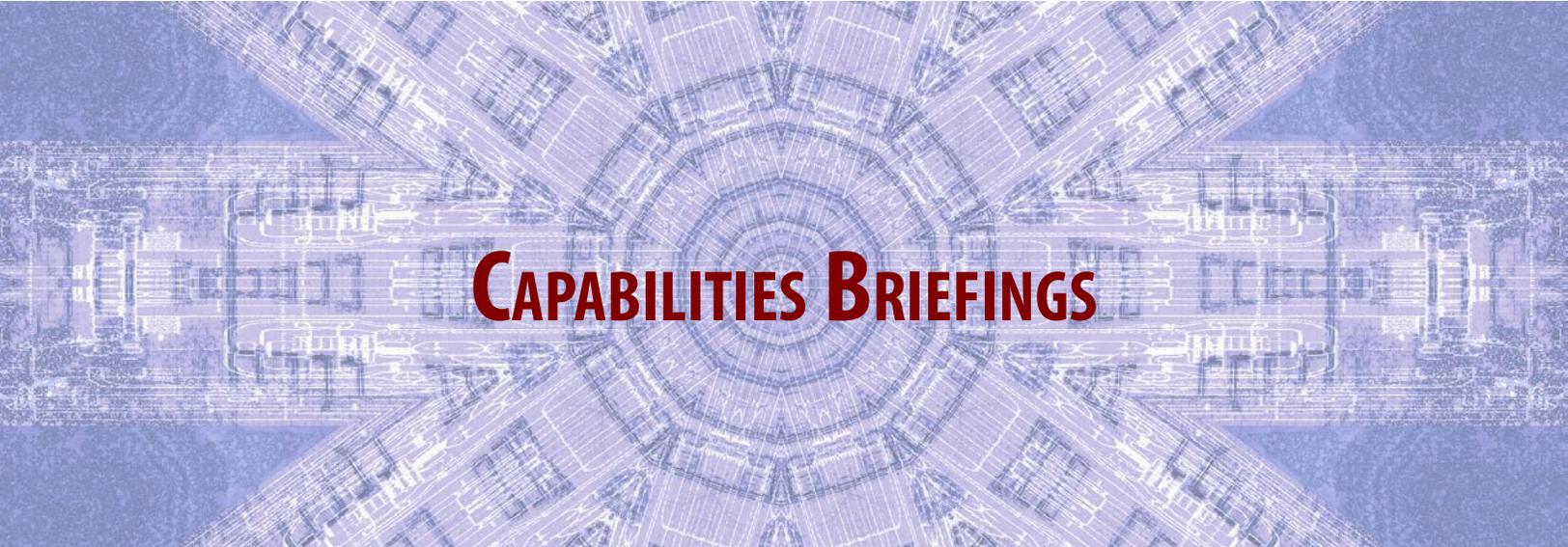




SoltecOne
INCORPORATED

BUSINESS, ENTERPRISE, SOLUTION & TECHNOLOGY (BEST) ARCHITECTS



CAPABILITIES BRIEFINGS

We align strategic goals to day-to-day operations ...

... and build blueprints for your business success

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PURPOSE

BENEFIT

RESULT

VALUE

OUTPUT



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ABOUT SOLTECONE

We are Business, Enterprise, Solution & Technology (BEST) architects.

Our mission is to deliver the BEST blueprints of our clients' mission for their success.

Who is SoltecOne?

SoltecOne, classified as a small business, is a boutique innovations firm based out of Vienna, Virginia. For thirteen years SoltecOne has been providing its customers with value-driven and effective cost savings with advanced business & technology solutions. We align strategic goals to day-to-day operations, and enable rapid change to information systems to reflect changing conditions in the operating environment. Our solutions are far in advance of our competitors.

We build capabilities & solutions to meet today's market demands for service, delivery, and full value. We strive hard to fully realize our clients' existing investments, leverage them with our solutions and extend their life beyond the norm, while adding to our clients' competitive edge.

This briefing of SoltecOne capabilities and value-added services is intended to provide a snapshot of our services and the savings our clients realize when employed.

Clients are Our Main Focus

We treat each client as our most important one. This dedication to each customer is reflected in the satisfaction and repeat business that we enjoy.

Formed in 1997, SoltecOne maintains its rigorous technological edge by taking leadership positions in research and development. The company is a contributing member of the Northern Virginia Technology Council. Our founder, Dr. Hundal, advises Fortune 500 firms and government departments in technology development and security related issues.

SoltecOne was founded due to the marketplace need for fresh, open-minded technology development within the constraints of complex architectures. The company serves a number of clients providing comprehensive innovative solutions that remain in use presently and continue to be considered advanced in their capabilities and design.

SoltecOne focuses on enterprise capabilities to enable alignment, agility, governance, performance and security that create accountability with transparency...and we connect four major dots: Strategy to Execution, to Results, and then to Benefits, in order to deliver a blueprint that creates an organization focus which yields measurable results with predictable benefits.



SOLTECONE'S CAPABILITIES: VALUE PROPOSITIONS

The odds of success for our clients shoot up to 100% when they engage us to create the blueprints of their strategic initiatives. SoltecOne has worked with Fortune 500 companies to solve complex business issues regarding their key business processes...

SoltecOne offers its clients five consulting services which are depicted below and described on the following pages:



Core Benefits

- Save up to 90% of upgrade and maintenance costs
- Increased productivity
- Improved opportunity cost
- Up to 30% in reduced operational costs
- 25% - 90% lowered maintenance costs
- Up to 50% reduction in security incident costs

Differentiators

- Business modernization blueprints and road map that establish the "as-is" and plan to reach the "to-be"
- IT Modernization blueprints and road map to maturity models and Increase systems longevity by building capabilities based solutions
- Governance and Transparency (metrics, 360° view, set up accountabilities)
- Manage risk in accordance with business goals
- Performance management from strategy-execution to day-to-day operations

SoltecOne focuses on business modernization to achieve high agility, speed and accuracy that creates IT accountability with transparency...and we enable enterprise capabilities to bring together complex, disparate business silos into one simple knowledge framework that delivers value to your clients.

BLUEPRINTS FOR BUSINESS SUCCESS

Would you drive blindfolded? Would you drive over a bridge that is built without a blueprint? Even if built properly, would you take a bridge if it does not lead to your desired destination? While these questions may seem silly, unfortunately most business transformations create similar situations...

You may already know that

- 80-90% of projects and programs fail to achieve their stated goals
- 9 out of 10 businesses fail within the first 5 years

The symptoms of failure include a lack of: focus, accountability, responsibility, reliability, productivity and stakeholder relationship

Causes of failure

- Lack of alignment of strategy to execution
- No agility of structure and behavior
- Governance without correct metrics
- Risk management is an afterthought
- Fragmented security of enterprise assets

How the problems start & get worse

- Piecemeal approach for business foundation
- Overbuilding the infrastructure
- Nonexistent or ineffective performance metrics
- Inadequate framework to model a systemic view of the organization
- No unification of the objectives at different levels of the organization

Succeed with A Business Blueprint

SoltecOne provides enterprise innovations and engineering services to its clients to achieve the strategic goals of their organization. We help our clients in building a blueprint of their business success. We connect four major dots: Strategy to Execution, to Results, and then to Benefits, and deliver a final business model that creates an organization focus which yields measurable results with predictable benefits. Our modeling framework can deal with the massive complexity of strategic planning, implementation, execution, transparency, governance, control and security ... all in a simple uniform architecture.

The major benefit of our approach is that it eliminates the waste caused by intricate business processes. Our model is scalable so that it can be applied to any aspect of a business, whether it is a department, business function, business unit, organization or even the entire enterprise. It is a start-anywhere-and-extend model.

Different maturity models can occasionally come to the rescue but fall short of being a total solution. The root cause of the problem is lacking a business and enterprise architecture model based on a formal theory. Keeping information technology aligned with business strategy is a continuous challenge...and we have an innovative approach for creating a unified enterprise architecture model based on a formal theory of planning, which increases the probability of success by up to tenfold.

BUSINESS MODERNIZATION SUCCESS MAPS

Does your business strategy align with your day-to-day operations? Are you worried about your business system's ability to handle ever-changing market forces? Having a Business Modernization Success Map enables both rapid changes and transparency of business systems...

Major Benefits

1. Business focus

- Rapid new product and service rollout
- Increased customer focus
- Smooth introduction of new products
- Transparent change management
- Controlled risk management

2. Operational cost reduction

- Business unit consolidation
- Consolidate suppliers
- Outsource a business function
- Assure success of cloud computing and virtualization

3. Business realignment

- Merger and acquisition planning and deployment
- Divesting a line of business
- Information technology modernization

4. Transparency

- Regulatory compliance
- Performance metrics

Let Your Business Succeed with

Modernization Map: Based on BEAM (Business & Enterprise Aligned Model), this gives you a clear understanding of how to achieve the desired state of your business modernization. BEAM lowers the unit cost by systematically connecting the output to value, results, benefits and purpose of the business.

Blueprint of your business modernization: Our BEST (Business, Enterprise, Solution and Technology) framework models the strategic intent of your business to understand the reality, then designs and documents the components, their relationships and interactions for realization.

Road map for execution: Provides a systemic actionable plan, which establishes accountabilities, responsibilities, roles and goals for the stakeholders. It also provides the capability for monitoring, measuring and controlling the performance. To assure success of the initiative, the risk management is built into the process rather than as an afterthought.

The Business Modernization Success Maps (BMSM) communicates your strategy and operating model to those responsible for implementation. The BMSM illustrates how the organization delivers value to its customers, deploys resources to strategic objectives and aligns strategy with day-to-day operation...which provides agility of structure & behavior to reduce opportunity cost by 30%-80%.



PERFORMANCE MANAGEMENT PLAN

Do you connect the performance of your resources to strategic goals? Developing a performance management plan will help you create an organization focus which yields measured results with predictable benefits...

Major Benefits

- 1. Enable accountability**
 - Clear line of sight from results to benefits
 - Effective program planning & execution
 - Earned value management
- 2. Establish roles and responsibilities**
 - Meet deadlines and commitments
 - Increase quality and reduce cost
 - Early problem detection
- 3. Measure, monitor and control performance**
 - Meaningful performance indicators
 - Increase control without scarifying agility
 - Reduce waste and rework
- 4. Increase stakeholder satisfaction**
 - Transparency
 - Reduce aggravation
 - Better relations
 - Effective stakeholder communication

Value-Chain Performance Model

Activities Map: based on our SEAT (Systemic Enterprise Architecture Theory) framework, this gives you a clear understanding of how the day-to-day activities are aligned with your strategic goals.

Performance Management Blueprint: provides decision support to executives and stakeholders regarding programs at the enterprise and business unit level. It gives a clear line of sight through all levels of the organization.

Governance and Control: Our BEST (Business, Enterprise, Solution & Technology) framework draws clear boundaries of governance and control that enables high performance under measured risks.

The Performance Management Plan (PMP) focuses on both the delivery of benefits and the achievement of results. The PMP communicates your governance and control strategy to the stakeholders. The PMP helps in tying the business performance to the business activities. The PMP puts the spotlight on achieving the strategic objectives of the organization...establishing accountability that reduces waste by 25%-90%.

TRANSFORM IT INTO A BUSINESS ENABLER

Does your Information Technology (IT) give you a competitive advantage? Having an IT modernization map helps you view the alignment, agility, governance, performance and security of your business systems. With it, your IT won't turn into a business liability...

Major Benefits

1. Program/project assurance

- Reduce the overall cost and pain associated with a new product and/or service rollout
- Easy integration of a new line of business
- Efficient change management
- Better security
- Effective stakeholder communication

2. Operational cost reduction

- Secure and efficient service delivery
- Consolidate resources
- Eliminate redundancies

3. Keep processes and infrastructure aligned

- Smoother technology refresh and upgrade
- Support infrastructure outsourcing decision
- Assure success of Cloud Computing and Virtualization

4. Transparency

- Regulatory compliance
- Performance metrics

Unleash Your IT Advantage with

Enterprise Architecture: Based on our SEAT (Systemic Enterprise Architecture Theory) framework, this provides you a clear picture of how your IT is aligned with your strategic and operating goals.

Capabilities Architecture: Our BEST (Business, Enterprise, Solution & Technology) framework creates a vendor agnostic blueprint for business capabilities. This approach decouples the business processes from the underlying technology infrastructure. Similarly the technology blueprint is designed to make it vendor independent. The solution requirements are mapped to technology specifications.

Program, Project & Service Delivery management Plan: This is a blueprint for program management, project execution and service delivery. For success of the program, the performance of deliverables is connected to the program goals and the stakeholders benefits.

The Information Technology Modernization Map (ITMM) communicates your IT strategy and operating model to those responsible for implementing it. The ITMM shows how IT assets are deployed, operated and managed in building the capabilities and core competencies of your business. The ITMM creates capabilities-based IT solutions...which reduce the total cost of ownership by 10%-90%.



RISK MANAGEMENT PLAN

Do you have a FUD (Fear, Uncertainty and Doubt) factor in your risk management? Do you know what value is at risk at any given point? Assure the success of your program/project by building risk management into the blueprint!

Major Benefits

- 1. Manage risk in accordance with business goals**
 - Establish an effective governance structure
 - Define roles & responsibilities with separation of duties
- 2. Effective audit and control**
 - Higher agility and accountability
 - Efficient use of enterprise resources
 - Transparency at all levels
- 3. Provide enabling and responsible control**
 - Mitigate collaboration risks
 - Offer an alternative analysis, contingency planning and what-if analysis
- 4. Avoid budget overrun and time delay**
 - Deliver on time and within budget
 - Avoid unintended results and control the ramifications of change

Risk Management Done Right

Risk Strategy: FUD free strategy. The risk management strategy describes how risks will be mitigated throughout the life of a program/project. The goal is to address risks before they become problems.

Risk Management Process: The risk management process is comprised of four phases: identification, assessment, handling, and monitoring.

Risk Detection and Prevention: Assign risk management roles, responsibility and accountability to appropriate stakeholders – along with measures and analysis tools to affect the cause/effect relationships across the organization. Establish the communication process. Provide tools and methodology.

This Risk Management Plan (RMP) sets up the process for implementing proactive risk management as a part of the blueprint. The risk management plan creates a methodology for discovering risk events and their corresponding impacts on multiple levels of the program. The purpose of risk management is to identify potential events before they occur. The RMP builds responsibilities that increase the customer value by 20%-70%.

“It is impossible to prove the integrity of an Enterprise Architecture that is based on a model lacking a formal theory.”

- Dr. Sal Hundal, Founder of SoltecOne

