

# HITactics™ Services Brief

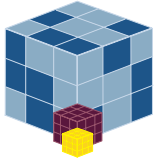
## Integrated Delivery Services

### Our Value Proposition

Domain Knowledge

Process Experience

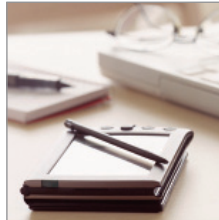
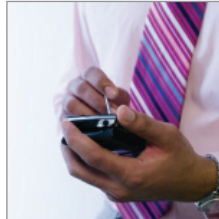
Technology Expertise



**High Impact**  
TECHNOLOGIES  
value chain solutions

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## The Right Resource at the Right Place at the Right Time...

Our team will develop a solution to your business objectives. We understand what people expect from their reporting and analysis tools and how they intend to utilize the insights in their day-to-day operations. With years of experience behind us, we understand what works and how to deploy it - quickly - without wasting your time, resources or money. We match our talents and resources with yours to collaboratively develop a solution that's right for you.

### What has **changed**

In today's climate of economic uncertainty - along with the need to cut costs - many organizations find their resources severely stretched. Often, IT departments are unable to keep up with ever changing business demands. Yet having the right information in the right place at the right time is crucial today - it can mean the difference between success and failure.

That information is becoming more complex, more frequent, more granular and more transparent.

At the same time, major trends now drive many business intelligence initiatives.

- [Cost Management](#) initiatives are driving organizations to consolidate or standardize on a fewer business intelligence technology platforms and vendors.
- [Performance Management](#) initiatives that support management by exception' work-styles are driving the use of dashboards to provide 360 degree, strategic views.
- [Tactical Planning](#) initiatives that involve more predictive analyses and optimization techniques are driving the need for better integration with enterprise systems. These require more domain knowledge as well as technical expertise to deploy successfully.
- [Operational Performance](#) initiatives are driving organizations to deploy business intelligence and more reports to front-line workers using enterprise-strength BI platforms. These deployments are massive and involve thousands of users.

#### INDUSTRY FOCUS:

Consumer Products, Financial Services, Government Agencies, Healthcare, Hospitality, Insurance, Logistics, Media, Non-profits, Pharmaceuticals, Retail, Telecommunication & Utilities

#### DOMAIN INSIGHTS:

CRM, Compliance, Finance, HR, Marketing & Sales, SCM, Logistics, & ERP

#### BEST PRACTICES:

IT Strategy, Architecture, Data Modeling, Blueprinting, Value Analysis, Spiral Development & Performance Tuning

#### TECHNICAL EXPERTISE:

Predictive Analytics, Business Intelligence, Data Warehousing, Enterprise Integration (EII, ETL), Business Process Management, Portal Development & Security

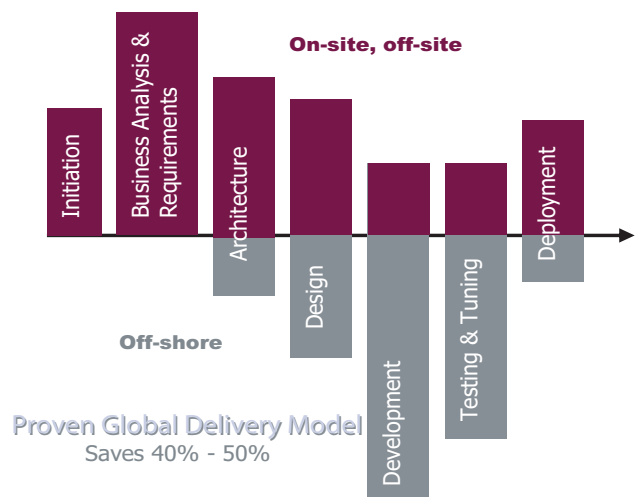
## We can help...

Our associates are committed to helping clients turn their volumes of data into actionable information. We offer experienced resources for the entire development lifecycle of business intelligence including data warehouse development, enterprise reporting, predictive analytics and performance management - ensuring that your organization achieves real benefits.

High Impact Technologies (HIT) has senior consultants with decades years of experience and domain expertise. HIT only employs experienced consultants in its Business Intelligence, Data Warehousing and Enterprise Integration practices.

HIT associates have proven expertise with technologies from leading vendors including Ab Initio, Actuate, Business Objects, Cognos, IBM (Ascential), Informatica, Microsoft, MicroStrategy, Netezza, Oracle (JDE, PeopleSoft, Profitlogic & Retek), SAP, SAS, Siebel, Sybase and Teradata.

### Better... Faster... Cheaper...



## Nationwide Chain of Superstores

### Business Problems

Merchandising lacked insight into item/store sell-thru. Executives digging into cumbersome operational applications & databases to gather corporate performance insight. Stores needed Gift Registry item requirements for better inventory control.

### Solution

Reporting server to distribute reports to over 1,000 users in Merchandising, Store Management & Senior Executives via Intranet portal platform. Enterprise reporting application supporting both pre-built & ad hoc reports. Enterprise data warehouse leveraging existing skill sets in-house in ETL, business knowledge & standardized database technologies.

### Resources

A combination of on-site domain experts, a data architect, and off-site report developers deployed 100s of complex analytical reports within a few months.

### Benefits

Rapid ROI in 3 months using existing platforms, technologies and applications. Insight into day to day store operations & performance throughout all levels of management, resulting in faster response to events. In-house staff trained to reduce need for on-going assistance.

## Major Insurance Company

### Business Issues

Company had separate reporting solutions originally deployed specifically for individual business units while supporting existing users. It wanted a single metadata and integrated software and hardware platform. Management wanted to build and staff a BI Center of Excellence that could support the business transformation and expected growth.

### Solution

Single, integrated business intelligence environment. New, enhanced security model. An enterprise-wide data warehouse design. Scorecards, data marts and reports built on the client's enterprise-wide business intelligence platform, tightened security, ETLs and a custom Web portal.

### Resources

A combination of experienced, on-site DW/BI consultants, offsite & off-shore report developers, and off-shore support.

### Results

Business Intelligence unrivaled in the insurance industry; strategic, and tactical reporting. Benefits include enhanced reporting, a more flexible, standardized BI platform, and increased collaboration among disparate business units.

## Network of Surgery Centers & Specialty Hospitals

### Business Needs

This rapidly growing network of ambulatory surgery centers expects to operate over 40 facilities and reach \$1 billion in five years. Critical to its success is the ability to provide the highest care while controlling costs. Management and owner/physicians need accurate, up-to-date analyses.

### Solution

Individual data marts, Balanced Scorecards and reports for each center along with centralized scorecards and performance reporting for the management company's executives and investors. The solution connects directly to the primary operating systems including the clinical, laboratory, pharmacy, finance and accounting, procurement, inventory, human resources and asset management systems at every location.

### Resources

A combination of on-site domain experts, a data architect and off-site report developers.

### Results

Rapid ROI in three months. Insight into day-to-day procedures, performance, staffing requirements and inventories throughout all levels of management, resulting in increased patient and physician satisfaction, better quality of care and asset utilization.

# World-Class Results

CPG... Retail... Entertainment... Financial Services...  
Health Care... Insurance... Logistics... Manufacturing...  
Pharmaceuticals... Utilities...

## In Good Company...

Alliance Surgery	Anderson News
AT&T	Bank of America
Bed Bath & Beyond	Capital One
Charming Shoppes	CVS/pharmacy
DAP (RPM)	Emory Healthcare
Liz Claiborne	Logan's Roadhouse
MetLife	Pfizer
PAllenSmith.com	Russ Berrie
sanofi aventis	The Home Depot

## Who We Are...

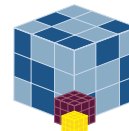
High Impact Technologies (HIT) was formed in 1997 by senior executives and management consultants with twenty years or more experience. Currently, HIT has associates located in the Northeast, Mid-Atlantic area, Midwest, Southeast, Western regions of the U.S. and India.

HIT works with Global 1000, mid-market companies and high velocity start-ups. HIT associates combine in-depth understanding of market trends, industry expertise, and world-class technology -- coupled with a collaborative work ethic to build solutions that deliver measurable results.

In addition, the company works closely with selected partners that have specialized skills or provide advisory services for senior executives.

## Focused on Results:

- Interests aligned with clients'
- Flexible teams: on-site, off-site, off-shore
- Fixed price deliverables
- Performance based compensation
- Undivided attention to partnerships



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