

Project Management

Marketware Technologies has developed Method^M to provide a structured, consistent, quality approach to IT Project Management and implementations. We have found that the key reasons that projects either fail or are only partially successful are:

- Initial estimates of time and costs are found to be unreasonably low resulting in cost overruns and/or project diminution.
- The adopted plan is not followed and/or updated as project progresses.
- Project managers are not adequately trained resulting in mistakes repetition.
- The theory of project management is not fully put into practice.

Marketware Technologies has concluded that a successful project consistently has the following characteristics:

- Quality deliverable.
- Excellent communication.
- Low impact.
- Consistent documentation.
- Low risk.
- Adherence to Budget Constraints.
- Adherence to Timeline Constraints.

To reliably deliver quality IT projects, Marketware Technologies' Method^M is specifically tailored to reliably deliver quality IT projects, on time and on budget. Method^M results in a detailed project design and project deliverables, an associated project timeline and a full disclosure of project costs. Each Method^M project manager provides regularly scheduled written project status updates and meets with his client's key contact on a scheduled basis to convey project status, project issues and make an recommendations that may modify any of the key elements of a projects definition. Read more about Marketware Technologies' Method^M.

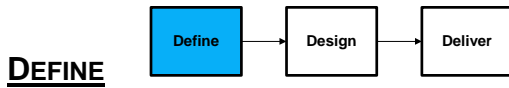
Link for Method^M

Method^M Summary

Method^M is comprised of a series of proven, pre-defined processes that ensure a successfully managed project. These predefined processes support Marketware's Define, Design, Deliver, or D³ methodology.



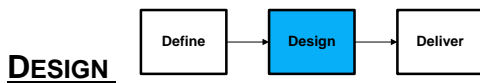
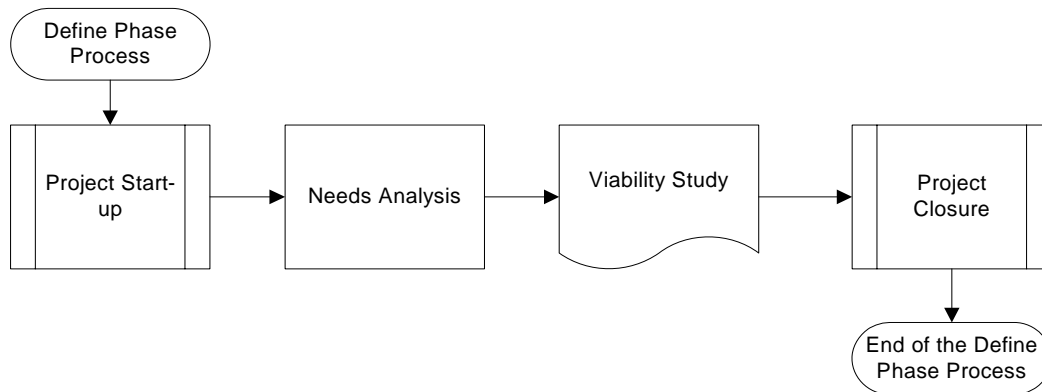
D³ can either be a complete three-phased client engagement or each phase can be its own individual engagement with its own unique deliverable. With this scalability built into the Method^M, Marketware Technologies' clients have the option to make informed, timely, and cost-effective IT decisions.



Define is the first phase of a complete engagement or, as noted, it can be a separate project unto itself. In the Define phase, Marketware Technologies consultants first meet with the client to determine the nature of the strategic business and operational objectives, assemble existing network documentation and diagrams, understand existing business flows and processes, and gain insight into anticipated project budgeting.

Within the context of these parameters, our consultants prepare a Project Viability Study that offers a menu of IT solutions, presented at a concept level, that meet some or all of those requirements and is scalable to accommodate growth objectives.

Define Phase Flow



Once a project concept is defined, Marketware Solution Architects will design complete solution in full component detail. Because of the partnerships forged with Cisco, Microsoft, Novell and others, Marketware Technologies has a complete toolkit of solution design tools to use to design comprehensive and detailed network architectures. It is during the Proof of Concept stage, in this lab, where the preliminary designs are tested and proven. These design tools ensure that the detailed design satisfies the chosen vendor's established proof of concept policies.

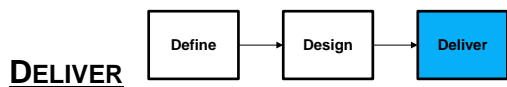
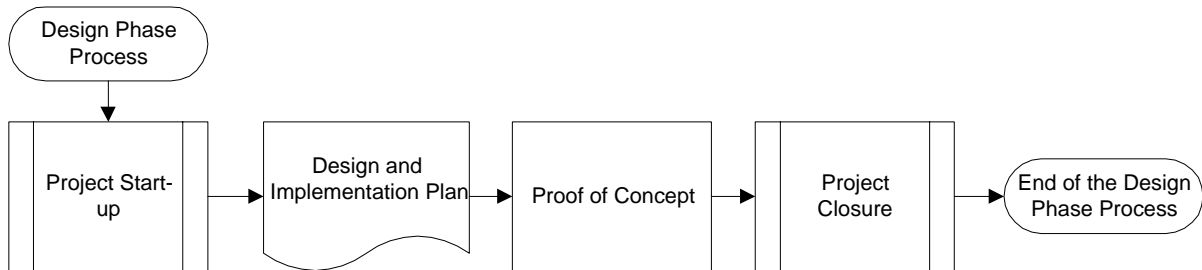
The deliverable for the Design phase will include:

- Detailed design narrative.
- Logical designs.
- Physical designs.
- Proof of Concept Documentation.
- Site plans.
- Risk plan.
- Budget plan.

Design (cont.)

- Phased implementation plan.
- Implementation timeline.

Design Phase Flow



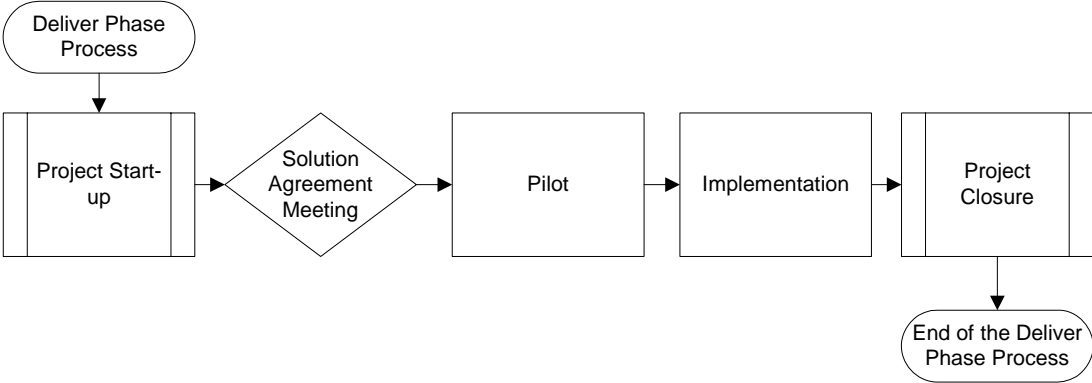
In this final phase, Marketware Technologies focuses on delivering the approved recommended solution developed during the design phase. The structured Deliver Phase is followed to ensure successful project management and implementation. The Deliver Phase begins with a Solution Agreement Meeting (SAM). This meeting is a tightly structured and moderated meeting that is attended by the core client and Marketware Technologies implementation team members. During the SAM, the moderator:

- Leads the participants through a full discussion of the agreed upon solution design and the procedural steps and management decisions made to arrive at that solution.
- Discusses and resolves any design issues raised finalizing any design details.
- Leads participants in a thorough discussion of the implementation plan.
- Discusses and resolves any implementation plan issues raised thereby finalizing the project implementation plan.
- Leads participants through a full discussion of projected project costs and anticipated timelines and milestones.
- Discusses and resolves any cost and timeline issues raised thereby finalizing project costs, timelines and milestones.

The full impact of SAM can not be underestimated. The final result of the SAM is a concise, detailed set of documents that will guide the project team through the complete project implementation. A successful SAM, therefore, results in a successful solution implementation in a manner that meets client expectations regarding both delivery schedule and cost.

Deliver (cont.)

Deliver Phase Flow



Marketware Technologies has been serving the IT community for almost a quarter of a century. We hope that you found this information useful and look forward to interacting with you in the near future. If you have any questions, please contact us at 800-925-3337 option 2

Marketware Technologies
 3840 Rosin Court, Ste 100
 Sacramento, CA 95834
Phone: 916-925-3337
Toll-free: 800-870-3337 option 2
Fax: 916-925-4877
Email: info@marketwareinc.com