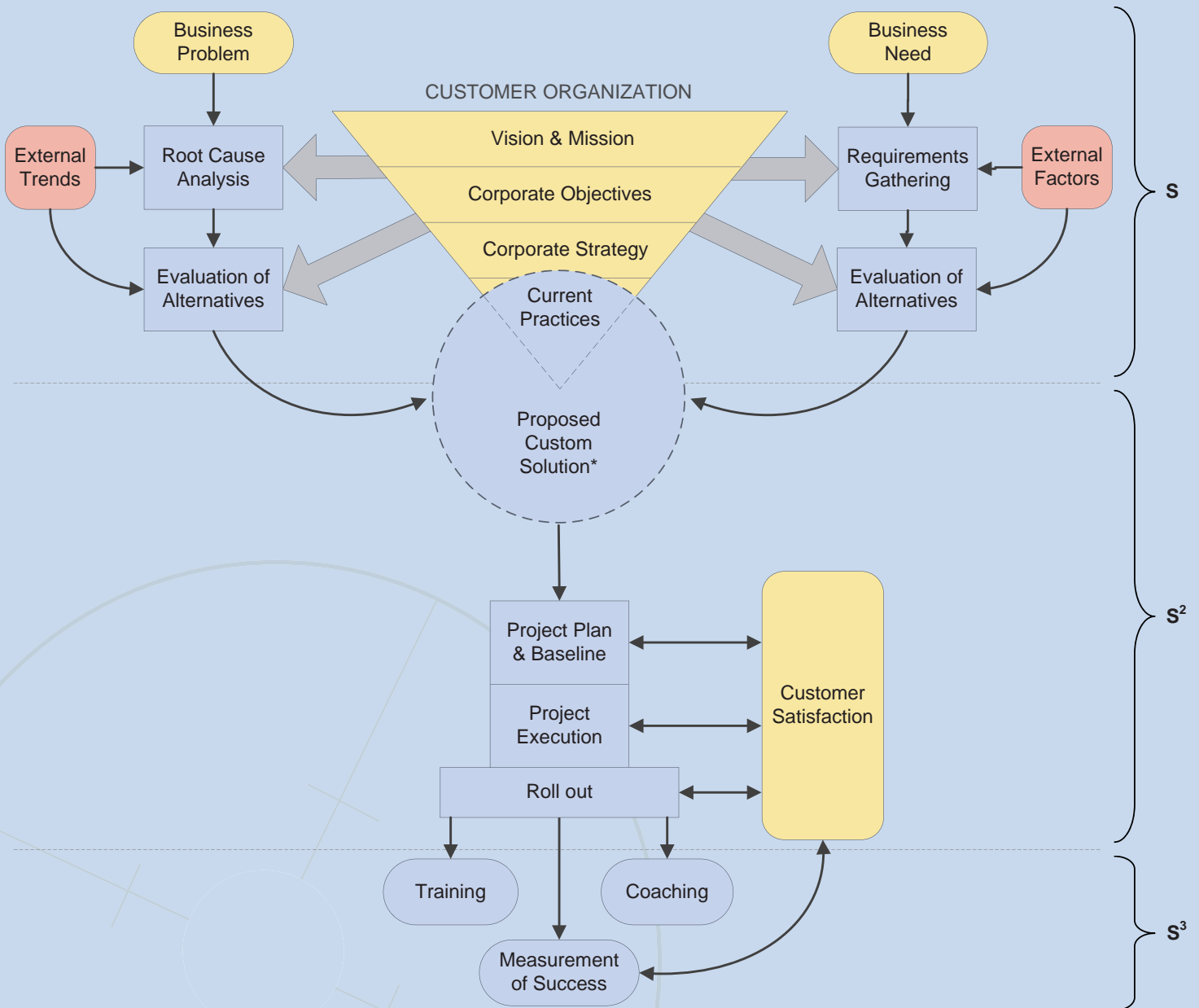




S³ Custom Solution Consulting Model

An organization may consult Procept for a solution for either an identified strategic business need or a more immediate business problem.



STAGE 1 - PRE-PROJECT PHASE (S)

Business Need – Procept consultants conduct a requirements gathering exercise around the identified strategic business need. The business need is verified with a holistic approach with inputs from internal (Vision & Mission, Corporate Objectives, Corporate Strategy, and current practices) and external factors. As a second step, Procept's consultants evaluate various possible alternatives based on our years of experience and industry best practices.

Business Problem – A business problem often seems simple but has a deep underlying factor. Our consultants will carry out a root cause analysis of the problem; investigating not only the internal factors (Vision & Mission, Corporate Objectives, Corporate Strategy, and current practices) but also the relationship & influence of the external trends on the organization. An evaluation of alternatives based on our years of experience, helps in formulating the simplest solution for the right business cause.

A proposed solution to a client, based on the evaluation of alternatives, either for the business need or the problem, is more than just a solution – it is a custom solution crafted specifically for your organization. The solution is integrated with the corporate strategy and provides a direct imperative to better performance.

We recognize that a solution should be sustainable in the long run and not just a quick fix. Often times, we offer our clients, whose organizations are weak in the current practices, a complete packaged solution for long-term sustainability. We first help the organization in improving their current practices with our world class and proprietary tools and techniques, before implementing the actual custom solution.

STAGE 2 - PROJECT EXECUTION PHASE (S²)

Once we have made sure that the current practices of the organization are mature enough to sustain the custom solution in the long run, we start the actual Project Execution Phase. We provide the customer with a Project Plan that details the scope of the project, a baseline for cost and time, and the risk management plan. This is followed by the actual project execution. Both of these stages are highly iterative with a constant feedback loop from the customer in order to ensure complete customer satisfaction. The final step in this stage is the Roll Out with feedback from the customer.

STAGE 3 - POST-PROJECT PHASE (S³)

Continuing our promise for custom solution with long-term sustainability, the Rollout is supported by training and coaching. With a periodic review of the project results, Procept consultants help the customer in keeping pace with the competition and the constantly changing organizational dynamics.

A few examples of custom solutions that we have delivered to major corporations across Canada are:

- Benchmarking (National Electric Utility)
- Project Management Maturity Audit (National Energy Board)
- Methodology Consulting (Williams Mine)
 - a. Process Maps
 - b. Process Guide
- Facilitation of Planning Meetings (Region of York)
- Project Portfolio Management (PPM)

FOR MORE INFORMATION

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