



Microsoft Solutions

BCforward.com

10 West Market Street, Suite 1300, Indianapolis IN, 46204

Ph: 317.423.8980 Fx: 866.881.7769

Practice Areas and Service Offerings

Business Strategy

- RFP/RFI/RFQ strategy and implementation
- Process design and re-engineering
- Executive recruiting and placement
- Business technology integration (ERP implementation)
- Strategic and business planning

Project Management

- Project management staffing
- Project Management Office (PMO) implementation
- Project/Program/Portfolio management
- Critical path, critical chain
- Project management training

Microsoft Solutions

- Information Worker Solutions
 - SharePoint Portals and Collaboration
 - Business Intelligence
 - Data Warehouse/Dashboards
- Unified Communications
- Advanced Infrastructure

Business Intelligence

- SAP Business Objects
- Crystal reports
- SQL server
- Oracle BI EE
- Performance Point
- Report design and integration

Data Management

- E2B, manual and custom built data migration
- ETL and interface development
- Data loading
- Data integration
- Database design and implementation

Application Development

- | | |
|---------------|----------------|
| • SAP (ABAP) | • SQL |
| • Oracle | • Visual Basic |
| • (x) .NET | • Unix |
| • Java | • Siebel |
| • Informatica | • PERL |
| • ColdFusion | • Legacy |

Microsoft Partnership and Authorization Level

- Technology Stack Competencies
 - Unified Communications
 - Business Intelligence
 - Portals and Collaboration
 - Advanced Infrastructure
- Co-delivery with Microsoft Consulting Services
- Client referrals - joint delivery and sales experience
- Partner readiness – technical and sales training
- Strong relationships with Microsoft account teams and technology evangelists

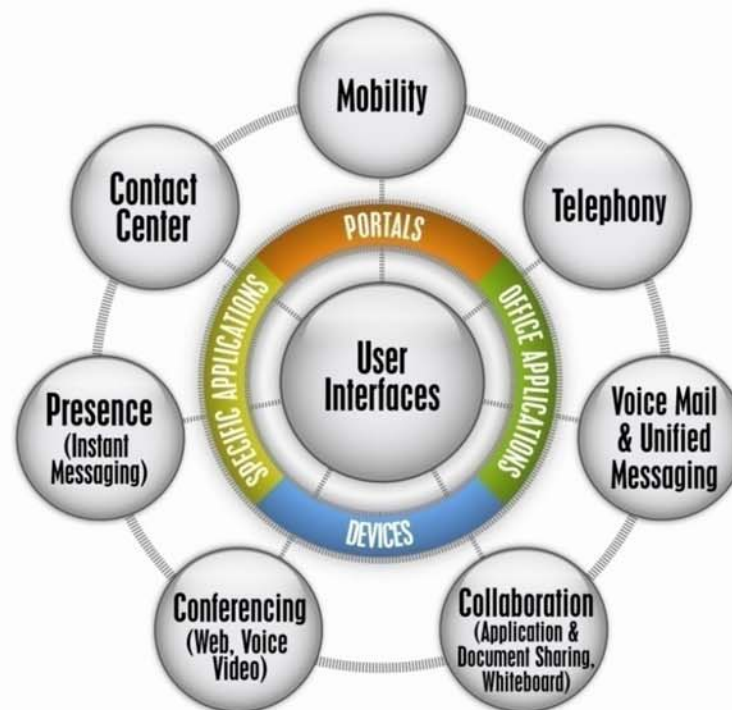
Information Worker Solutions



- ❑ Strong experience maximizing SharePoint functionality
- ❑ Deployed and developed SharePoint since v1.0
- ❑ Customized workflow, enterprise search, document management, portals and content management solutions that support information integration
- ❑ Design and deploy executive and employee dashboards that promote an information culture
- ❑ Deep technical acumen with Performance Point and ProClarity tools
- ❑ Create reliable and scalable data model/data warehousing environments

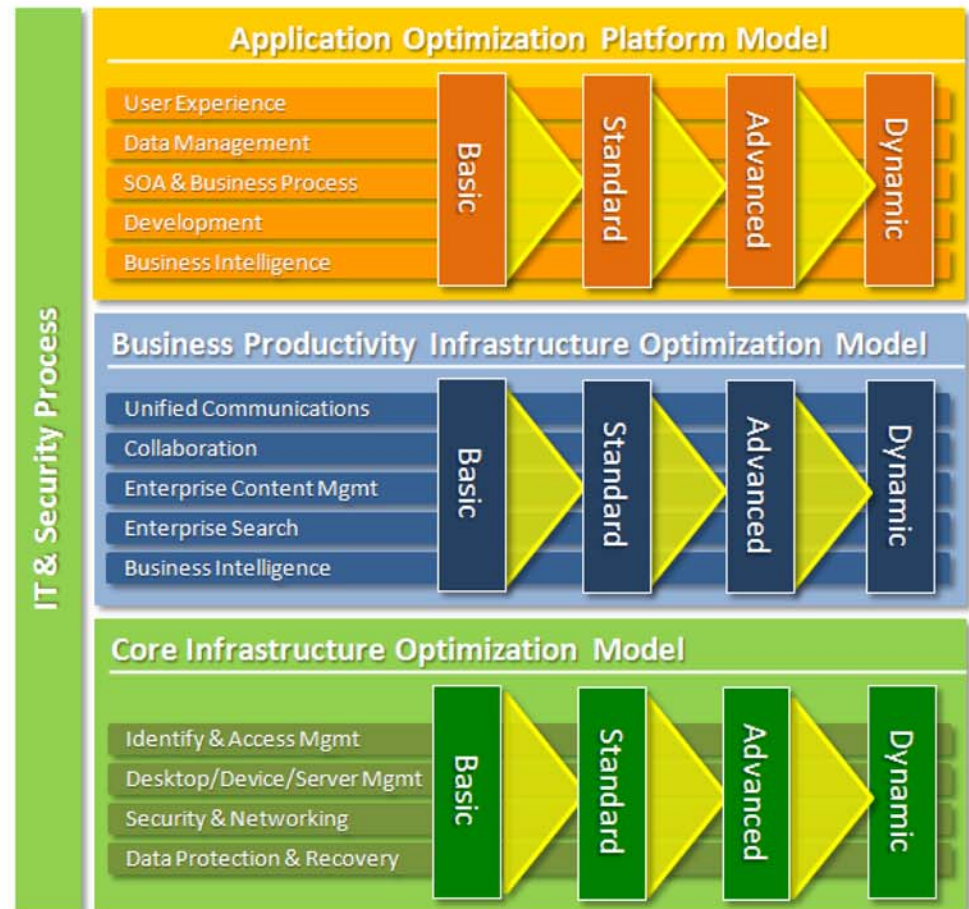
Microsoft Unified Communications Expertise

- ❑ Charter member of the Microsoft Voice Partner Program
- ❑ Strong experience architecting and deploying enterprise voice solutions
- ❑ Worked directly with the Microsoft Voice product team to deploy 2 of the first full unified communications deployments in the nation
- ❑ Help customers maximize their investment in complimentary technologies to make an impact on the business and streamline operations
- ❑ Over 30 Microsoft Office Communications Server Deployments



Advanced Infrastructure Experience

- ❑ Strong experience designing, deploying and supporting complex Windows based environments including:
 - Active Directory
 - System Center solutions (systems and operations management)
 - Desktop image management
 - Security and anti-virus
 - Virtualization with Hyper-V
- ❑ Disaster Recovery Solutions
- ❑ Help desk and tier 1,2& 3 support



Engagement and Service Delivery Approach

❑ Microsoft Solutions Framework

- Our highly trained consultants are well versed in the Microsoft Consulting Services methodology and consistently deliver value-added Microsoft solutions

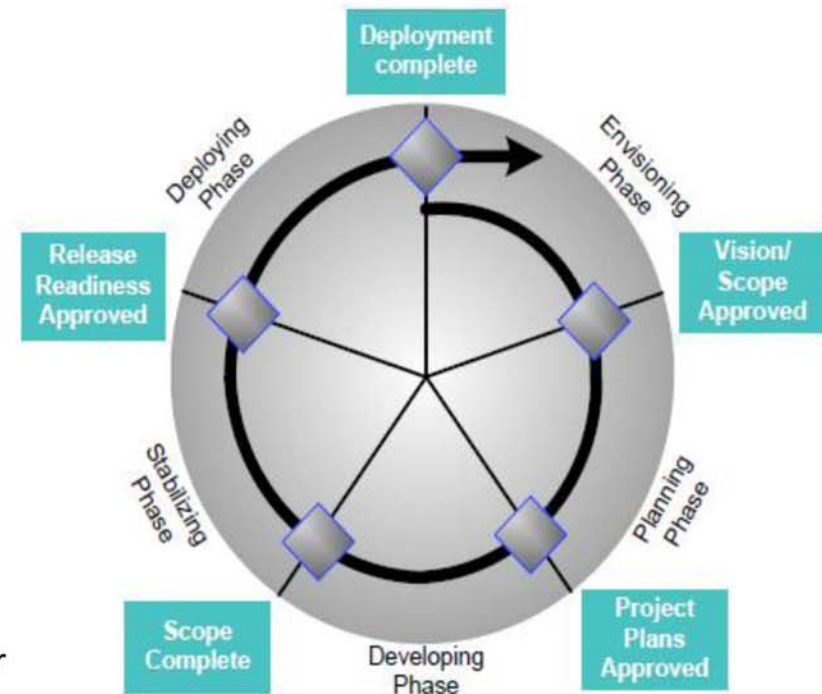
❑ Seasoned Consulting Team Members

- Our senior consulting team has experience working in some of the most complex and sophisticated customer environments
- Average IT consulting experience; 9 + years per consultant
- Strong public sector industry experience
- Our team has been trained and certified and has years of expert field experience in enterprise computing environments

❑ Flexibility to Client Needs

- Deliver solutions from our development center or on client premises
- Project or staffing based solutions

Microsoft Solution Delivery Lifecycle



Consultant Positions and Related Skill Sets

- ❑ **Senior BI Architects**
 - Develop strategies to maximize client’s investment in BI technologies, lead the development of technical roadmap, ensure business impact of technology investments
- ❑ **Application Developers**
 - Design, development, testing of MOSS, .NET, and customized web parts, extensive experience with enterprise level architectures and solutions
- ❑ **Business Intelligence/Data Warehousing Developers**
 - Experience delivering enterprise BI, analytics, dashboard and data warehouse solutions, expert knowledge of data design, data modeling and metadata management
- ❑ **IW Technology Specialists**
 - Specialized skills with specific IW components (MOSS, SQL, Performance Point, SSRS, SSAS, etc.) – can provide ad hoc consulting or staff augmentation services
- ❑ **Senior UC Architects**
 - Design business requirements, architecture, lead infrastructure and systems readiness assessments, strong technical skills with OCS, Exchange, Telephony and PBX integration
- ❑ **UC Technology Specialists**
 - Specialized skills with specific UC components (i.e. security, unified messaging, PBX integration, SIP, etc.) – can provide ad hoc consulting or staff augmentation services
- ❑ **Senior Infrastructure Architects**
 - Develop strategies to maximize client’s investment in server and network based technologies, provide a highly secure network infrastructure, and increase technological efficiency
- ❑ **Infrastructure Technology Specialists**
 - Specialized skills with specific Microsoft server platforms i.e. security, Active Directory, System Center, Desktop Management, Exchange, Virtualization etc.) – can provide ad hoc consulting or staff augmentation services
- ❑ **Support Specialists**
 - User support, trouble ticket resolution, hardware and software upgrades, advanced troubleshooting