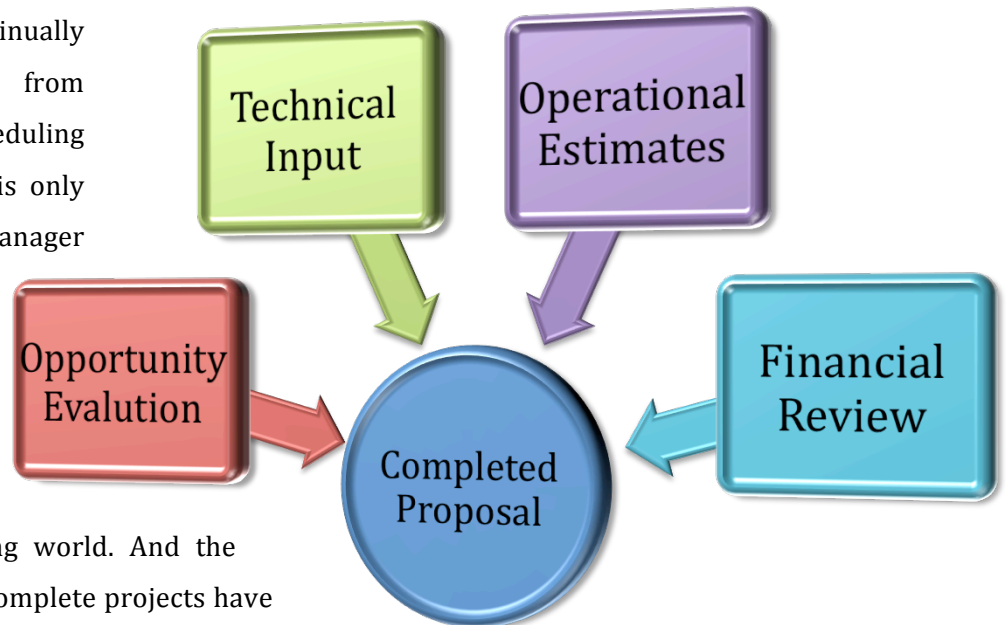




Webinar: Systems Integration Survival Kit

The integration industry is continually faced with new challenges from shrinking margins to scheduling nightmares. In many cases there is only tradition to guide the business manager in dealing with these issues. Unfortunately, the business model assumptions of many companies have not been updated to address this changing world. And the roles and processes we apply to complete projects have not taken full advantage of the latest trends in information sharing. The result is that integrators are leaving a lot of profit on the table as they apply out of date business assumptions to today's faster-paced business.



In this two-hour course we will examine real issues shared by many integration companies including proposal development, job costs, commissions, and working inventory.

Better outcomes and higher profits are achievable if we set aside a few old assumptions. Understanding how to update business systems starts with an examination of the traditional proposal development process and its shortcomings. From there we can learn about the many benefits that come from maximizing concurrent processes through smarter job task allocations.

Fee Structure:

The base fee for this event is \$2500.00 for the first ten attendees, plus \$150.00 for each additional attendee. For more information or to learn about in-person options, contact Tom Stimson: tom@trstimson.com 214-553-7077