

WHAT VALUE I CAN PROVIDE YOU!

A Business Process Architect is like any good architect. I'm focused on uncovering a design that will be **flexible for years of business growth**. This is accomplished by working with intelligent, focused, business-minded individuals that want to make a difference.

I listen to key business and IT personnel with my unique perspective. I identify if your IT business infrastructure (not technology) is preventing or delaying your company from introducing new products, losing customers, or wasting money. Other times, I'm helping with a known project.

I will work hard with your staff on any path and produce architectural documentation that will validate findings and produce an easy-to-follow roadmap for success. The level of detail varies by your needs. My purpose is to **provide value to your business**.

WHERE COULD OUR RELATIONSHIP LEAD?

Once the architectural plan is completed, you will have the **business intelligence** that will unlock any doors blocking your success. I will transfer the knowledge to your technical staff to implement the approved **business strategy** in your IT systems.

My role could change based upon your needs. If I haven't been hired to perform these functions initially, you can benefit as other clients have. In the past, I've been asked to become the **Program Manager** for the project. Other times I've been asked to remain, on a part-time basis, as the **Coach** to the project manager to teach and facilitate the implementation. Depending on the needs of both the executives and company, executives have asked me to assist in **strategic planning, train staff, process development**, or kick-off another project. More times than not, my consulting relationship continues based upon needs you determine and the value I provide. It will be up to you and your needs.

Whatever the decision, I will always be available for questions via email or telephone.
Once a client, always a client!

ARE YOU COMMITTED TO SUCCESS?

Life is too short to work on projects that will not provide **business value** or where the fit is not right. Based on my years of experience as both a business owner and an IT consultant, I know that certain realities must be in place for my skills to be of value. Even if this is a "search for opportunity" type project, these **key success factors** must be in place for me to provide value to your company. These include:

- **Business Buy-In:** Does the potential project have a motivated business sponsor? Will his/her career be enhanced by the success of this project? Does the goal of this project directly tie to one of the corporation's current short-term goals.
- **Access to the Knowledgeworkers:** Will I have the ability to talk (virtually or in person) with those that know the different aspects of the business?
- **Assigned Trainee:** Will I be working with someone that can learn from my example? Does this person understand the organization well enough to identify the right knowledgeworkers? Are they eager to learn the many aspects of Business Process Architecture? Will this project be their top priority? I believe in leaving long-term value with every client!

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The Internet!

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- LinkedIn.com / ZoomInfo.com / Facebook
- www.SBDi-Consulting.com
- Blogs: <http://sbditipsblog.wordpress.com> & <http://communicatewithgeeks.wordpress.com>

BUSINESS AREA EXPERIENCE:

My clients and successful projects have exposed me to many of the following business application categories:

Financial: Banking, Brokerage, Reinsurance, Trading/Clearing, Foreign Exchange, Medial Claim Processing, Life Insurance

New Business: Product Development & Deployment, Discounting, International Tarriff

Electronic Search: Documentation Management, Selection, Reading, Distribution, Royalty/Copyright Processing

Auction: Sales, Process and Warehouse Control

Executive Analysis: Business Intelligence, Decision Support, Organizational Effectiveness, Data Warehousing

Customer Services: Contract Management, Marketing Effectiveness, Customer Relationship Management

Transportation: Logistics (government and private), distribution

Criminal: Tracking & Maintenance

METHODOLOGIES & BEST PRACTICES:

I have experience with many of the top and most commonly used methodologies and techniques. I will work with any standard your company currently promotes or teach your staff in what would be the best fit for the project. Categories include:

Strategic Planning	<i>Includes: Organizational, Task Deployment</i>
Business Process Architecture	<i>Includes: Business Re-Engineering, Model Driven Development, Service-Oriented Architecture, Data Warehouse, Business Intelligence</i>
Requirements Engineering & Management	<i>Includes: Analysis (Object, Data & Process, Network)</i>
Project Management & Oversight	<i>Includes: Plan Development & Leadership of local, domestic, and global teams</i>
Process Improvement	<i>Includes: CMMi (Capability Maturity Model)</i>

TOOLS OF THE TRADE:

I have used many of the top and most commonly used tools. I will work with any software products your company currently promotes in the area of:

- Project Management & Tracking
- Requirements Engineering & Management
- Business Intelligence
- Graphic Modeling & Design
- Office Products

ROLES I CAN PERFORM FOR YOUR SUCCESS:

Business Process Architect (25 years experience)

AKA: Requirements Engineer, Business Intelligence Specialist, Requirements Architect, Business Re-Engineering Specialist, Service-Oriented Architect (SOA), Data Warehousing Specialist, Business-IT Liason, Requirements Developer, Requirements Manager, Business Analyst, Data Analyst, Security and other Quality of Service Impact Analyst

Project Management (20 years experience)

AKA: Program Management, Project Leader, Project Coordinator, CIO Assistant, Coach

Process Improvement Specialist (14 years experience)

AKA: Project Management Office, Software Process Development & Improvement, Mentor

Product/Business Development Assistant (6 years experience)

AKA: Small Business Assistance, eCommerce Guidance, Product Development

CLIENT EXPERIENCE TIMELINE:

(overlaps are due to supporting multiple clients on a part-time basis)

Need Specific Accomplishments: www.SBDi-Consulting.com/PLFResumeCHRN.pdf for a standard chronological version resume (Warning: 8 pages of repetitive information; I've done it often and I've been a repeatable success).

2008 – 1998		1998 – 1977	
02/94-12/08	Strategic Business Decisions, inc.: <i>Speaking, Writing, Mentoring, Training, & Consulting</i> Link to eZine Articles: http://www.SBDi-Consulting.com/Archives.shtml Link to Blogs: http://sbditipsblog.wordpress.com or http://communicatewithgeeks.wordpress.com		
07/08-10/08	NYC Dept of Education		
01/06-07/07	BurrellesLuce Media Clipping Company	09/97-02/98	Prudential Insurance
08/05-11/05	Christie's Auction House	06/97-08/97	Sherwood
01-05-06/05	JP Morgan Chase	02/97-06/97	Jaguar (a.k.a. Ford)
01/02-04/08	Scarlet's Feathers Greetings	06/95-10/97	Bank of New York
03/04-07/05	To The Point Consulting for Small Business	06/94-12/95	American Insurance Group
11/98-06/04	Bank of New York	01/94-06/94	Chemical Bank (a.k.a. JP Morgan Chase)
06/02-02/04	Neighborhood Connect	03/91-01/94	United Parcel Service
01/02-02/02	X-Change Technologies	04/89-01/91	Teradata (a.k.a. NCR)
09/98-10/98	EG Consulting	10/87-04/89	Manufacturers Hanover Trust (a.k.a. JP Morgan Chase)
03/98-08/98	New York Life	02/87-10/87	Paine Webber (a.k.a. UBS)
03/98-05/98	Dept of Corrections	06/77-02/87	International Business Machines

CURRENT ACTIVITY:

- Mentoring specific clients on improving the business relationship and business intelligence.
- Speaking to Information Technology groups (company and associations) on Engaging Business.
- Speaking to business organizations on how to get more from Information Technology groups.
- Interviewing executives responsible for company/division application development areas for new book.

CURRENT SEMINAR OFFERINGS:

- Communication With Geeks (targeted to the business community)
- Rules of Engagement (targeted to the Information Technology Community)

VERBAL COMMUNICATION SUCCESS:

- Toastmaster Humorous Competition Finalist at the top level, August 2006.
- Spoke for multiple Top Industry Conferences, Local Chapters & Vendor Sponsored Teleseminars between 1995-2000 on Requirements, Team Communication, and Process Management.
- Presented to Top Executives on every project.
- Prepared presentations for Government Oversight Committees and Board Meetings for executive management.

WRITTEN COMMUNICATION SUCCESS:

- Sole Author of published books (AMACOM, Addison-Wesley, self) on Requirements, Data Warehousing, and Business Plan Development.
- Contributed to other leading published works (McGraw-Hill, Dorset-House) on Team Communication, Project Management, Quality Assurance & Control.
- Articles written for leading magazines (IEEE Software, Software Testing & Quality) on Requirements and Team Building.
- Monthly valuable Web-Tips for SBDi-Consulting on Requirements and Project Management.
- Rules of Engagement eZine issued every other week to a wide, global audience.
- Update 2 blogs weekly (sbditipsblog.wordpress.com & communicatewithgeeks.wordpress.com).

QUESTIONS YOU WANT TO ASK TO GET THE BEST CONSULTANT:

Start with these 5 questions to interview any executive-level management consultant. Add your own to this list. You will quickly identify those that will provide value to your organization and your career:

1. What can you tell me about my company?

If they didn't prep for the interview, what makes you think they will prepare for your most important business contact?

2. What 3 areas are the most overlooked when capturing requirements?

If the list doesn't provide some new insight, what added-value is this consultant providing you?

3. What was the biggest problem with projects you were on?

Hint: If they say scope creep, why didn't they control the creep if they were part of the requirements team?

4. What will we have at the end of your assignment?

Listen for both short-term and long-term tangible and intangible goals. Project deliverables-- short-term and short-lived. Long-term value is reusable!

5. What questions do you have?

No questions, no added-value. This is the opportunity to start the information capturing effort and show off their questioning ability.

Add your additional **value-determination** questions here:
