



Introduction to Services



*Enabling productivity through
people & technology*

Introducing AdvanTech ~

AdvanTech, Inc. provides integrated systems to guide management and operating decisions. We are a leader in providing technology solutions, systems integration and developing strong strategic alliances. As an information technology and management consulting company, AdvanTech provides support to clients in both government and private sectors improving their efficiency, productivity, and competitiveness through the innovative use of automation in support of enhanced decision-making.

AdvanTech specializes in developing state-of-the-art systems solutions and integrating them into client site operations to achieve measurable quality, financial and productivity improvements. Specifically, the company was created to meet industry needs through:

- Designing and developing information systems to meet customer needs based on use of state-of-the-art advanced technology;
- Providing information technology and related services to meet customer requirements; and,
- Assisting customers with general management consulting and engineering services including needs analysis, selection and implementation for information systems.

AdvanTech's focus is on enabling productivity through people and technology in order to achieve maximum performance and provide a competitive advantage. To that end we are dedicated to assisting our clients in selecting, developing and implementing state-of-the art capabilities and systems.

AdvanTech's staff is experienced in assisting clients with evaluating options, designing and developing integrated software and hardware solutions, and implementing the systems and processes selected. Our experience has provided our clients with significant benefits and a demonstrated return on their investment in our services. We would welcome the opportunity to discuss your needs and how our services and products could provide you with enhanced performance and productivity.

Our Company ~

AdvanTech provides advanced technology and information solutions and consulting support to clients in both government and private sectors. Formed in 1996, our objective is to provide “advanced technology for competitive performance.”

Thus, ***AdvanTech's focus*** is on meeting industry needs through designing and developing information systems to meet customer needs based upon the use of state-of-the-art technology. This is coupled with providing value-added information technology and related services to customers through relationships with industry-leading technology partners. In addition to systems development, AdvanTech also provides management consulting and systems implementation support to a wide variety of industry-leading firms and state and federal government agencies.

Selection and implementation of new work flow processes using information systems and automated technologies frequently requires ***specialized expertise*** to minimize the expense to the organization. Services and support provided to our clients include:

- Strategic & Tactical Planning
- Systems & Process Design
- Information Systems Implementation

AdvanTech's core philosophies are to establish, improve and promote best processes and practices; to recruit, develop and provide information technology practitioners; and to provide innovative solutions for our clients needs through the effective use of state-of-the-art technologies to meet individual business needs. Our key selection parameters in reviewing and developing software include: product functionality; ease of installation and on-going support; reliability and quality of technical support; documentation and training; expertise and financial stability of the developer; integration of the product line; and the price—specifically relating price to performance.

AdvanTech's efforts are directed towards three areas: 1) Product development; 2) Marketing and providing implementation support for products developed by our technology partners; and, 3) Provide management consulting and engineering services related to efficient and effective use of information systems and related advanced technology. Our focus is on assisting our clients to achieve maximum benefits from the use of advanced products and systems. We believe advanced technologies coupled with integrated information systems — for example, Internet/Intranet, auto-ID (RFID and bar-coding), video conferencing capabilities, voice data input — are keys to achieving enhanced productivity and financial performance.

Why We Are Different ~

We've been there, and we know what works. Every member of the AdvanTech team is an experienced professional who has worked in a management position, with individual responsibility and accountability for program success. We know what it takes to create new cost-reduction programs and services. And we know from experience what it takes to make them successful. This means AdvanTech can offer its clients value for their consulting dollar that is unsurpassed in the industry.

We are privately owned and owe our allegiance only to our clients. Unlike some other consulting firms, AdvanTech is owned by its principal management staff. As such, we have no outside “revenue targets” that must be met. In addition, because we do not derive a significant portion of our revenues from any single client, we are not unduly influenced by these relationships and have no “sensitive corporate issues” upon which we must tread lightly. AdvanTech is therefore able to provide cost-effective support to its clients based solely upon what we believe is best for you, unconstrained by the financial or strategic interests of a corporate owner or financially dominant client.

AdvanTech's support is ongoing. Even beyond project completion, our responsibility is to provide an objective, impartial "sounding board" available to you whenever the need might arise. There is no additional charge for this service.

What You Can Expect From AdvanTech ~

- People who listen to what the client wants;
- Innovative and cost-effective programs to meet these needs;
- The latest ideas, techniques, and approaches in the field – new solutions to old problems;
- Honest, independent opinions and our best thoughts;
- Service of uncompromising quality; and,
- The highest level of ethics and integrity!

AdvanTech's Key Concepts & Approach ~

Many issues influence the effective and productive use of systems in different enterprises. AdvanTech—following Covey's premise—"seeks first to understand, and then to be understood." We do not approach projects with predetermined solutions. Rather, our approach is to first review and thoroughly understand the strategic and operational requirements of our clients, and then to develop sound, viable solutions that will work based upon our knowledge and past experiences.

Our process is designed to select and develop approaches that can work within the unique constraints of a client's particular situation. Consideration includes service requirements, personnel and capital resources, government regulations, and the mission and objectives of the organization.

Viable alternatives and recommendations consider strategic planning needs. Our project support is typically divided into phases. These are structured based upon client needs and include phases providing support for evaluation, analysis, design/redesign, recommendations, implementation and post-implementation benefits analysis and fine tuning. Key activities typically include the following:

- **System Objectives & Evaluation of Existing Systems ~** Based on our understanding of the objectives of the organization, we evaluate existing systems and capabilities against those objectives to determine the key areas of opportunity for improved systems.
- **Selection of Alternatives ~** Following identification of key users and volumes anticipated, and related requirements for future efficiencies, we select and develop alternatives that can provide optimal benefits to the organization.
- **Evaluation of Alternatives ~** AdvanTech uses life cycle management approaches and the benefits that can be derived from this review process to evaluate alternatives and develop recommendations.
- **Selection and Implementation of the Best Systems ~** Based upon our structured review and evaluation process, one alternative often presents the most favorable solution for the enterprise. Implementing this recommendation is a critical step in achieving maximum benefit from using advanced technology for competitive performance. Implementing new systems frequently impacts existing work flow, procedures and staffing. AdvanTech is recognized for its ability to facilitate changes necessary to achieve desired outcomes.

Our Services ~

AdvanTech provides technical and operational support in the following areas:

- Small business systems integration and operations based on Microsoft systems architecture including Windows 2000/2003/XP, Back Office applications, MS-SQL, MS dot.net and similar applications;
- Electronic Data Interchange/xml and Internet/Intranet/VPN communications;
- Integrated Wireless Networking and Voice Recognition software;
- Auto-ID/Rfid/Bar code applications in conjunction with handheld terminals for data acquisition, asset tracking and performance monitoring; and,
- System development and implementation support.

In addition to our systems development capabilities, AdvanTech also provides management consulting and systems implementation support to a wide variety of industry-leading firms, including manufacturers and distributors, medical centers, community hospitals, group purchasing organizations, and integrated delivery networks. We also provide systems development and implementation support to several entities within the federal government. AdvanTech's Quality Logistics Management system and Integrated Retail Management Systems and other modules are installed at various sites within the Department of Defense.

AdvanTech has highly qualified and experienced training personnel. Several of our instructors and trainers have taught both graduate and undergraduate classes at leading universities and numerous government facilities. AdvanTech offers a wide range of information systems and computer based training including:

- Curriculum Development;
- Instructional System Development (Courseware); and,
- Training Materials Development (e.g., Student and Instructor Guides, User Manuals, System Administrator Manuals, Audio-visual aide, etc.)

Specific Courses have been developed for Requirements Analysis, Contracting and Negotiations, Procurement Management and Accounts Payable functions.

Selecting & Implementing Information Systems ~

The challenges of today's environment require sound automated information systems. The selection of a computer system cannot be based solely on data processing related costs. AdvanTech can provide support in identification of all impacts, costs and related issues associated with either existing or proposed systems. AdvanTech has the expertise to assist small and large organizations in upgrading or replacing existing systems as well as providing implementation and training support to first-time users of Automated Information Systems. The AdvanTech team specializes in providing:

- **Requirements Definitions & Proposal Development** ~ Based on the requirements of your organization, we will assist you in developing a request for proposal to evaluate available systems. When appropriate, we assist in developing customized solutions using available hardware and software. In determining the best solution, AdvanTech evaluates functional user needs, and subsequently uses cost/benefit analysis and internal rate-of-return methodologies to clearly present the financial implications from the various choices. By assisting you in your evaluation, we ensure that the best systems may be selected to meet your requirements.
- **Pre-Implementation and Conversion** ~ Our experience with installation of system upgrades or new systems will ease the impact of these activities on your environment. AdvanTech's project control approach has proven results. We outline the necessary activities for managing a system during its life cycle to ensure documentation is maintained in an adequate manner to minimize difficulties in future upgrades and replacements.
- **Training & Implementation Services** ~ AdvanTech has staff specialists with advanced degrees in the computer sciences. Our teams are selected to support projects based on their knowledge of the specific functional area where the training is to be provided. In addition to in-house training, we provide training materials for use during conversion and continuing education programs for existing and new staff.
- **Post-Implementation Review** ~ AdvanTech provides ongoing support and quality assurance programs in order to maximize the advantages of new systems. We can provide a post-implementation audit to determine system effectiveness and recommend opportunities for future enhancements.

Electronic Commerce, Systems Integration & the Internet ~

Organizations in today's environment recognize the positive financial contribution that occurs from use of Electronic Commerce and Electronic Data Interchange/XML standards between trading partners. AdvanTech has completed several assignments in support of client needs for strategies to improve productivity using E-Commerce. Today, EDI/XML use is seen as a "win-win" strategy where all parties involved can benefit. Use of EDI/XML standards to facilitate computer-to-computer information exchange reduces the cost of business transactions. Typical consulting assignments involving AdvanTech support have included:

- **Operational Audits** ~ AdvanTech will review your current operations and provide recommendations for enabling productivity through the use of ecommerce based upon using EDI/XML standards and enhanced methods and procedures. We will assist you in developing an action plan to maximize the benefits for competitive performance that can be achieved through the use of e-commerce.

- **Functional Requirements** ~ We assist your organization in performing an assessment of current EDI/XML standards use and e-commerce requirements. The costs and benefits of various approaches can then be defined to assist you in formulating your strategic plans—and tactics—to satisfy the needs and objectives of your organization.

- **Installation & Implementation Support** ~ AdvanTech provides installation and implementation support for new systems to reduce operating costs and ensure maximum efficiency. Effective implementation support and training is important due to the complexity of systems being introduced today. Initial program development efforts frequently focus on educational issues to insure all participants understand the objectives and benefits to be gained through the system's use.

Training Methods & Services ~

Successful implementation of any system depends on employee knowledge and understanding achieved through education and training. AdvanTech provides training materials for new and existing staff during implementation of new information systems or conversion from older systems. AdvanTech's programs are customized to meet your needs. Specific Training Programs include the following:

- **Instructional Systems Design (ISD)** ~ AdvanTech training uses needs assessment and sound training design for training development, implementation and program evaluation. Needs assessment identifies required training skills and knowledge and resource limitations. The training design includes objectives, training techniques and evaluation methods. Your staff approves each step of the training design to ensure maximum value for your investment.
- **Computer Based Training (CBT)** ~ The benefits of CBT for adult learners include: use of self-paced learning; opportunities for enhanced learner interaction and mastery assessment; consistent instruction; reduced travel expense; and, automatic training documentation. CBT provides consistent, reliable, realistic, non-threatening interactive training. The feedback is provided in a private, positive manner to all learners.
- **Customized Training** ~ AdvanTech designs and delivers instructor-led courses for specific systems applications including: general information systems; specific software application training; quick reference guides; and, job aids. We develop relevant information system training materials using contemporary learning principles.
- **Competency Based Education (CBE)** ~ AdvanTech is uniquely skilled in preparing and presenting proven competency based education promoting self-development and continued learning to improve the performance. A CBE program enhances learning and documents the student's ability to demonstrate that he or she is certified to perform a given task, activity or role effectively.
- **Benefits Of AdvanTech Services** ~ AdvanTech's education and training programs focus on achieving high levels of employee productivity with new and existing information systems training. Each program is design specifically to meet the unique quality and performance improvement objectives of your organization.