



Compaq Services

Always Thinking Ahead

Business Exploration Services

Explore the business landscape before
you architect your business solutions



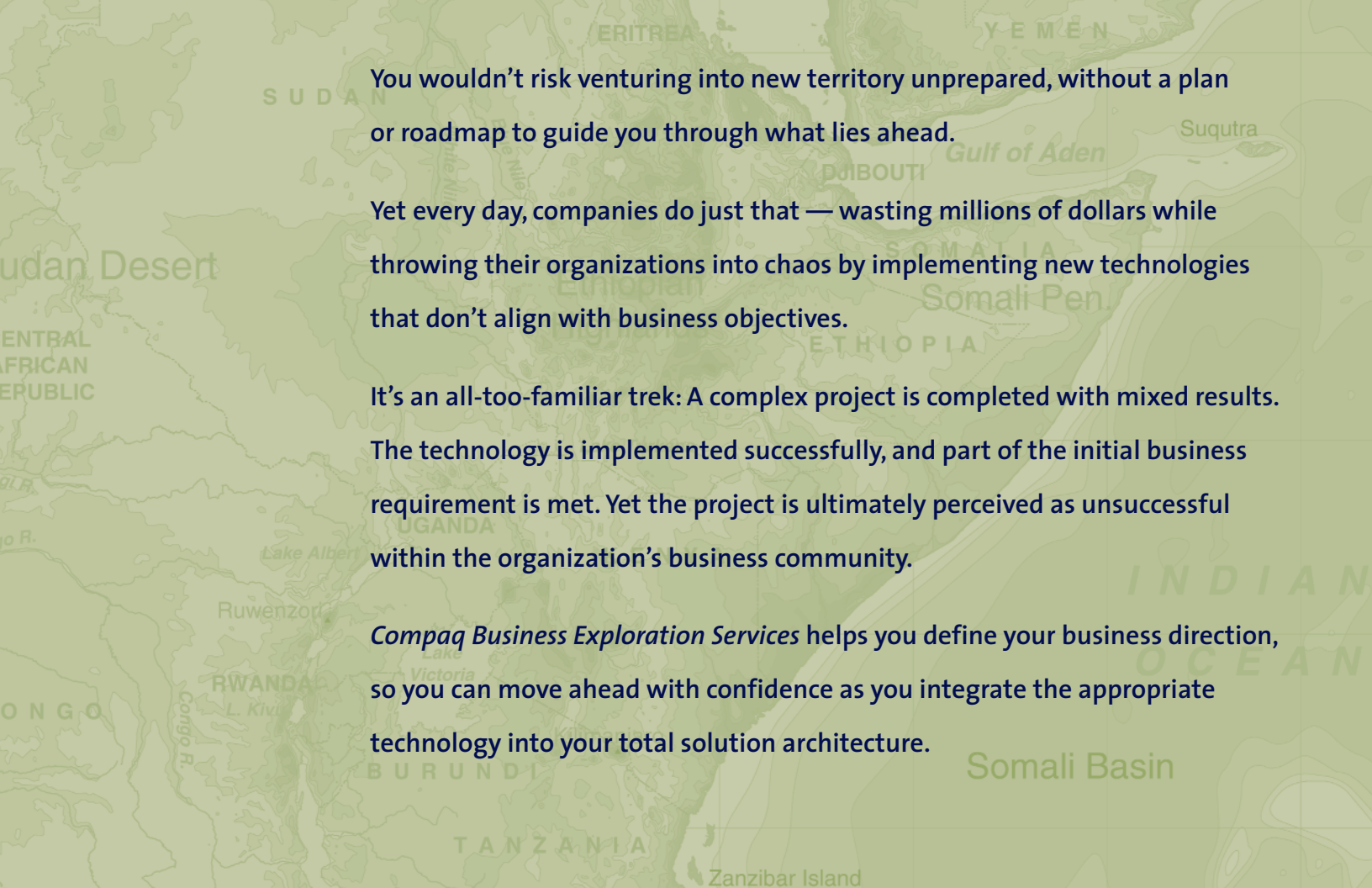
COMPAQ

Better answers



Look before you leap

New challenges and complexities are always just around the corner



You wouldn't risk venturing into new territory unprepared, without a plan or roadmap to guide you through what lies ahead.

Yet every day, companies do just that — wasting millions of dollars while throwing their organizations into chaos by implementing new technologies that don't align with business objectives.

It's an all-too-familiar trek: A complex project is completed with mixed results. The technology is implemented successfully, and part of the initial business requirement is met. Yet the project is ultimately perceived as unsuccessful within the organization's business community.

Compaq Business Exploration Services helps you define your business direction, so you can move ahead with confidence as you integrate the appropriate technology into your total solution architecture.

Watch for changing business drivers

New services. New channels. Global competition. Increasing customer demands. Many ongoing projects are affected by market dynamics that reshape the business environment before the projects are completed. As a result, months of effort are wasted, precious resources squandered, and business opportunities missed.

To stay ahead, you must move fast and react quickly. You need to align your infrastructure with these changing business drivers — while making sure the business decision makers and technology providers are working together toward a common goal.

Proceed with clear vision

Let *Compaq Business Exploration Services* guide you through a carefully thought-out and well-designed business exploration process. Our approach incorporates an iterative lifecycle methodology for guiding a smooth transition into the technology implementation stages of a project.

The traditional approach for scoping and launching a project relies on an oftentimes difficult hand-over between two different organizations — usually a management consultant to systems integrator. We work top-down, with executive management sponsoring the initiative to provide an accurate users' view of solution requirements that ties into the strategic business direction.

Our goal is to ensure that your solution matches the business drivers, principles, and established model. As a result, your firm can save significant time and money as you lay the groundwork for technology projects designed to generate positive results. What's more, you'll be able to identify problems and risks early on, as you achieve a quantum leap in effectiveness, productivity, and process improvement.



Follow a proven business exploration roadmap

Compaq Services has developed a structured business exploration methodology that sorts through the complexity of a business environment and determines the fundamentals that can be transformed into solution building blocks.

Understanding the needs of all involved “stakeholders” is key to success. To accomplish this, we first clearly define the purpose of the business exploration and inform all participants of their role. Next, we conduct one-on-one interviews to gain a more detailed understanding of your business and technology objectives. We then run a Directional Working Session, where all participants are brought together to build a consensus on how to best approach an achievable project.



Business Direction Exploration

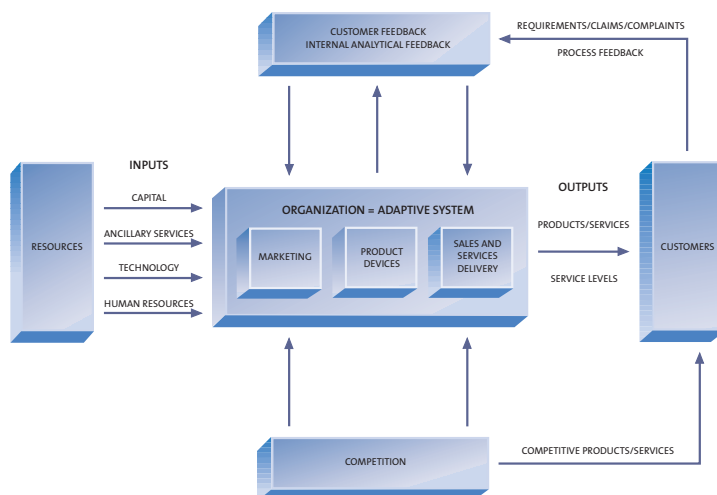
Where is your company going and where does it want to be?
As you explore your organization’s goals and direction, you’ll be able to identify the business drivers impacting the organization and to agree upon the strategic intent of the business. Next, a set of core business initiatives is determined to underpin your direction, with business value and justifications assigned to each initiative.

Business Initiative Exploration

How can a business solution help your organization?
Focus on one of the identified business initiatives to develop a current and goal-oriented business model that drives the creation of a set of core business solutions.

Business Solution Exploration

What are the costs and benefits of a business solution?
Hone in on one or more of the identified business solutions to determine the business rationale, viability, and value of each. Assessing the value and the availability of current applications, along with supporting data regarding information requirements and organizational impact, enables you to develop a solution phase prioritization.



Plot your course with the big picture in mind

By exploring how external and internal business drivers impact different areas of your organization, you’ll be better able to clarify your business direction and build cross-functional consensus as you align business and technology goals.



Directional Working Sessions

Set joint expectations now, reduce risk later

The Directional Working Session is a peer-to-peer meeting where all issues and concerns are open to discussion. This four-part forum provides a single recorded view of business requirements, issues, initiatives, solutions, and systems integration projects for the organization.

Business units, departments, and individuals work together to define the approach that has mutual organizational benefit. This in turn fosters collective agreement on what should be done and generates a consensus for prioritization.



Business Focus

What is the main focus of the business?

Business Operations Focus

How is the business delivered?

Change Focus

What changes are currently impacting the business?

Future Focus

What is the impact of these changes likely to be?

Work with trusted advisors who know the terrain

To support your business exploration, Compaq Services assembles a diverse team of knowledgeable, experienced experts:

- *The project manager, who acts as your primary contact, managing the customer relationship at all levels, and ensuring that the service conforms to the statement of work*
- *The industry consultant, armed with insights and experience relating to your unique industry needs and ready to develop business and process models*
- *Business exploration consultants, responsible for driving the overall process, from developing business models and justifying business decisions to coordinating deliverables*
- *The solution architect, a master problem solver who offers solution-specific expertise and guides the transition to the architecture phase*

Our experience reaches all around the world

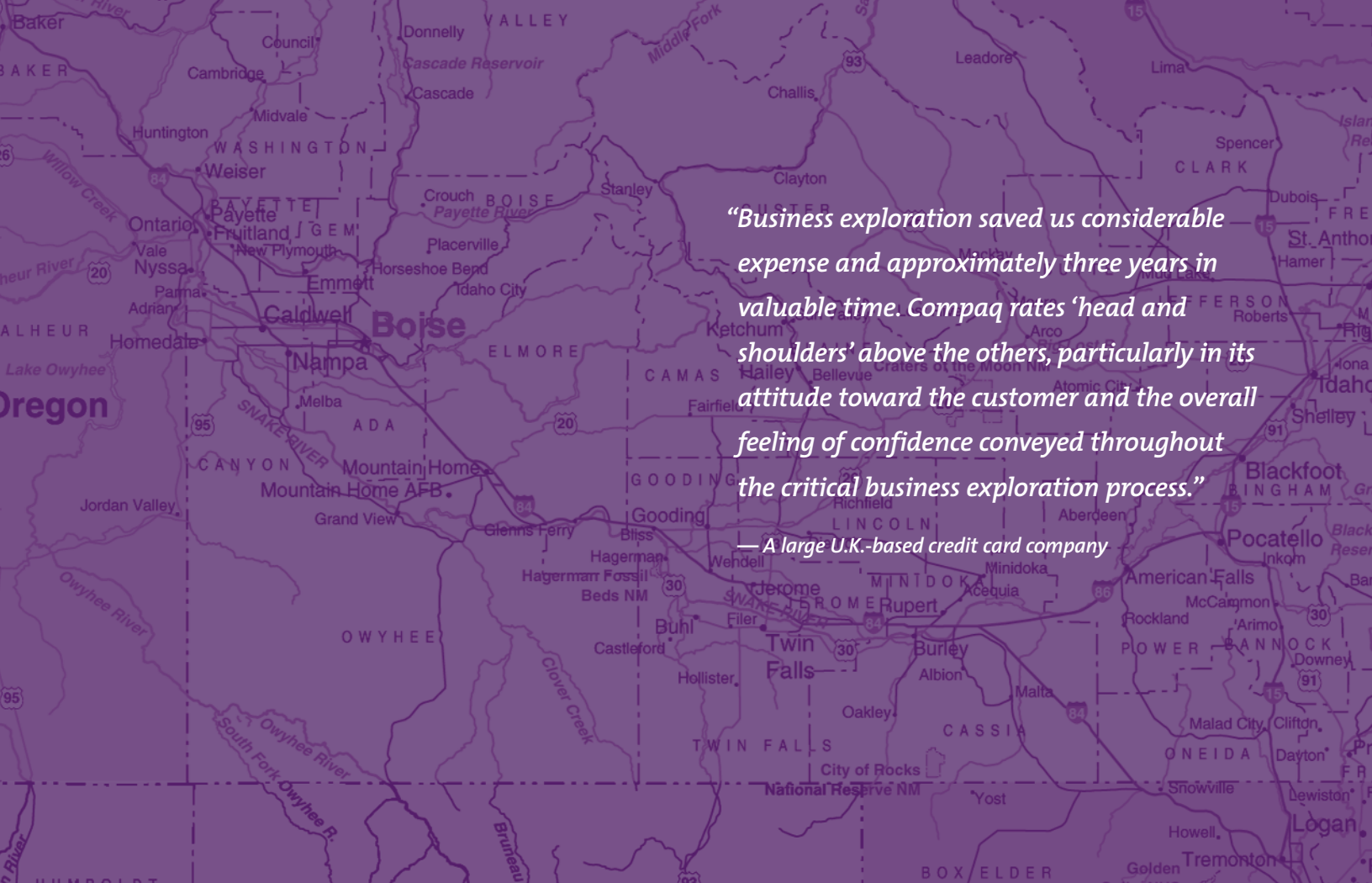
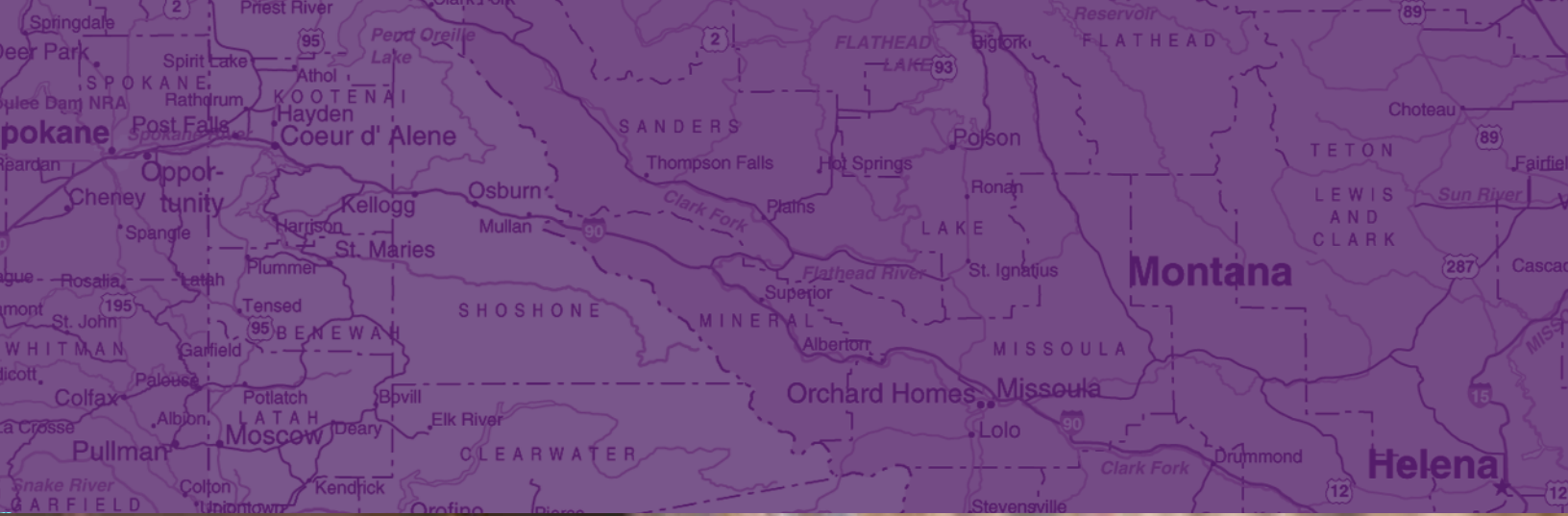
With 550 locations in 114 countries, Compaq Services provides a single point of accountability for the design, development, and deployment of integrated, best-in-breed business solutions and lifecycle support for enterprise projects worldwide.

We draw on decades of experience in business and systems integration, and we know how to clarify the complexities your business is facing today — and tomorrow. As you concentrate on core business goals, we can help you better leverage new business applications and technologies to keep pace with the demands of the global marketplace.



Compaq Business Exploration Services are based on:

- *A strong track record, with solutions validated in the marketplace*
- *Peer-to-peer rather than customer-to-vendor relationships*
- *A carefully structured and customer-proven methodology based on stakeholder participation and defined business drivers*
- *A depth and breadth of expertise that has earned us rankings among the top five systems integrators and the top four Internet service providers worldwide*



“Business exploration saved us considerable expense and approximately three years in valuable time. Compaq rates ‘head and shoulders’ above the others, particularly in its attitude toward the customer and the overall feeling of confidence conveyed throughout the critical business exploration process.”

— A large U.K.-based credit card company

Start here, go far

Visit the Web today to find our more about *Compaq Business Exploration Services* and the complete set of *Compaq Solution Architecture Services* at:

www.compaq.com/services

The Compaq logo is rendered in a bold, italicized, red sans-serif font. The letters are closely spaced, and the 'Q' has a distinctive tail that loops back under the letter.

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Printed in the U.S.A. EA-C9975-94 Rel. #89/99 05 72 10.0

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