Growth Advisory Services That Help Your Business *Thrive*!

*Company Overview*

Dominic L. Boffa, Owner / Principal
Topics

• Business Growth Advisory Services
• About Us…
• Our Value To You
• Our Structured Process
• Pricing and Professional Fees
• Summary
• Our Clients and Affiliations
Business Growth Advisory Services

• Business and Digital Transformation
  – We Examine All Your Elements of Growth Incorporating Your Business Goals, Our Insights and Industry Best Practices
  – We Design Balanced Solutions Including People, Process and Relevant Technology Enablers
  – We Provide an Effective Path Forward to Implementation Success

• Technology Solutions and CIO-to-Grow™ Program
  – Interim / Project-based Services for Businesses that Cannot Afford a Full-time Chief Information Officer
  – Day-to-day Operations, Staff & Organization Development, Systems, Projects and IT Staff Augmentation

• Project Mgt. Solutions and ProjectDoctor™ Program
  – Proven Project Management Tools and Unique ‘Quick-Start’ Techniques
  – Program / Project Management Consulting, Training and Audits
About Us

• **Dom Boffa, Owner & Principal**
  - Dom’s passion is in assisting enterprises to fully use innovative people, process design and enabling digital technologies to drive growth, productivity and sustained competitive advantage in a responsible and sustainable way. He has BS degree in System Engineering and MS degree in Industrial Engineering.
  - KPMG Consulting Senior Manager in the Consumer and Industrial Markets consulting practice, specializing in large-scale enterprise systems process design, integration and implementations for a variety of global manufacturing and service-management clients.
  - General Electric Company / Lockheed Martin - Various key Program Management, line manufacturing and information technology management positions in commercial and aerospace markets.
  - Technology and Entrepreneurial Advisory Boards and industry mentor/ lecturer at Penn State, University of Delaware, and Delaware Valley University; Program Coordinator of the *Entrepreneurial Advisory* Program for the Central Bucks, PA Chamber of Commerce; Adjunct Professor at Delaware Valley University.

• **Infocept Systems, Inc.**
  - A business growth advisory company that works with you to help your business grow and keep you ahead of the competition. We passionately believe that the *balance* of the right *people, processes and innovative technologies* in your business or institution are essential to improving margins and ensuring mission success.
  - We examine all the relevant elements of growth and help define your strategy, integrate industry best practices and assist with process engineering, organization design, enabling technology, ERP and project management.
  - We have extensive industry and advisory experience with Fortune 50 companies. We partner with you to rapidly assess, design and implement the right journey to *make your business thrive*. We focus on the unique and impactful ideas that can unlock the unrealized potential in your business in a responsible and sustainable way.
  - Our services include a process focused on business assessments, strategy creation, solution design, and defining a path forward for your company using effective project management techniques to ensure success. We also provide affordable and comprehensive interim CIO / CTO services through our *CIO-to-Grow™ Program*. 
Our Value To You

• Revenue Improvements
  – Improve Consumer Through-put = Increased Revenue
  – Increase Average Check

• Customer Engagement & Service Improvements
  – Improve Quality, Consistency and Speed of Service
  – Competitive Advantage – Adding Value To Your Clients & Customers

• Cost Reductions, Cash-Flow and Profit Improvements
  – Optimize / Reallocate Labor
  – Reduce Product, Supply Chain, Logistics and Overhead Costs

• Staff Augmentation & Outsourced IT Services
  – Our CIO-to-Grow™ Program - When You Can’t Afford a Full-time CIO
  – Staff Training & Mentoring
Our Structured Process

Helping Your Business Thrive!

Perform a Business Area Assessment
- Define Business Goals
- Review Market Demographics
- Competitive Differentiation
- Inspect Barriers to Growth

Define & Prioritize Opportunities
- Define Opportunities
- Prioritize Against Goals
- Define High-Level Plan
- Define Critical Success Factors

Perform Solution Design and Plan
- Design the Solution (PPT)
- Develop the Project Plan
- Define Governance
- Define Success Measures

Execute and Measure Success
- Execute the Plan
- Conduct Education & Training
- Conduct Project Reviews
- Measure Success

Tasks
- Define Business Goals
- Review Market Demographics
- Competitive Differentiation
- Inspect Barriers to Growth
- Define Opportunities
- Prioritize Against Goals
- Define High-Level Plan
- Define Critical Success Factors
- Design the Solution (PPT)
- Develop the Project Plan
- Define Governance
- Define Success Measures
- Execute the Plan
- Conduct Education & Training
- Conduct Project Reviews
- Measure Success

Deliverables
- Program Charter
- SWOT* Analysis
- Gap Analysis (Current>Future)
- Opportunities for Efficiencies
- Opportunities for Growth
- Organizational Issues
- Key Success Metrics
- Prioritized Opportunities
- High-Level Approach
- Value / Benefit & Cost
- Critical Success Factors
- Solution Design
- Project Charter / Plan
- Governance Structure
- Deployment Playbook
- Success Measures
- Deployment
- Audit
- Stop OLD Processes!
- **Success!**

* A process of looking at your business and assessing your **Strengths, Weaknesses, Opportunities, and Threats**

People, Process, Technology

Go / No-Go Checkpoints

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Pricing and Professional Fees

• Our Pricing Is Negotiable Based on Client Needs
• We Offer Network Pricing Discounts
• Project Management On-Site Courses Available
• We Can Explore Shared Risk / Incentive-based Plans
Summary

• We Are *Passionate* About Helping You Identify Areas of Sustained Business Growth

• By Utilizing A Combination Of Our *Experience, Insights, Balanced* Approach And *Structured* Project Management...

• Giving You The Ultimate Competitive Advantage To *Help Your Business Thrive*!

Visit us at: [www.infocept.net](http://www.infocept.net)
Our Clients and Affiliations

[Logos of various companies and organizations, including GE, Lockheed Martin, University of Delaware, KPMG, canam steel corporation, Central Bucks Chamber of Commerce Inc., Philadelphia Gear Corporation, Panasonic, LEHIGH Portland Cement Company, ARCO Chemical, PENNSTATE, Morgan Mills, American Bible Society, and others.]

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Representative Engagements

• **CIO-to-Grow™ Program / Advisory Services**
  - CIO-Consultant with Daily Operational Responsibility
  - IT Business Alignment, Vision, Strategy Creation, KSMs
  - IT Organization Design, Roles, and Responsibilities
  - Business Process Reengineering
  - Cybersecurity, Audit & Remediation Programs
  - Project Inventory & Priorities
  - Staffing & Onboarding Assistance
  - ERP Planning, RFP Development, Software Selection

• **Business Growth & Advisory Services**
  - DVU SBEC* Strategic Planning & Operations
  - CBCC Entrepreneurial Advisory Program Manager
  - Business Growth Consulting / Advisory Boards
  - Business Consultant 2019 ‘Shark Tank’ Competition
  - Business Alignment, Vision, Strategy Creation, KSMs
  - Organization Design, Roles, and Responsibilities

* Small Business Entrepreneurial Center
Representative Engagements

• Retail, E-Commerce & Supply Chain Solutions
  – Client: $15 Billion Revenue; Dining & Facility Services
  – IT Strategy, IT Infrastructure Deployment, ERP/Supply Chain, Food Production Systems, Process Re-engineering
  – Global POS / Stored Value Card / E-Commerce Web Solutions For a Number of Business Lines & Markets

• Program Management: Manufacturing Systems
  – Client: $20 Billion Revenue; Aerospace/Defense Mfg.
  – $60 Million Multi-year Supply Chain/ERP/QA Improvements
  – Savings: $190 million annually – Supply Chain Improvements

• ERP System Evaluation & Selection
  – Client: $500 Million Revenue; Structural Steel Systems
  – IT Strategy, Business Re-engineering, Business Case
  – ERP System Assessment / Selection
Representative Engagements

- **Program Management: IT Improvements**
  - Client: $15 Billion Revenue; Global Food and Managed Services
  - $120 Million Multi-year IT/Process Improvement Program
  - CIO; IT Strategy, IT Infrastructure Deployment, ERP/Supply Chain, Food Production Systems, Process Re-engineering

- **BPR / ERP System Evaluation & Selection**
  - Client: $750 Million Revenue; Textile Manufacturing
  - IT Strategy, Business Re-engineering, Business Case
  - Savings: $10 million annually – Supply Chain Improvements

- **ERP System Evaluation & Selection**
  - Client: $3 Billion Revenue; Structural Steel Systems
  - ERP System Assessment / Selection
  - $5 Million Annual Supply Chain/ERP/QA Improvements
Representative Engagements

- Manufacturing / Manufacturing Systems / IT
  - Client: $130 Billion Revenue; Manufacturing and Services
  - Power Systems Sector; Motors & Industrial Products; CIO-Aerospace Business Group; MMP Program
  - Customer Service, Manufacturing and Program Management

- BPR: Manufacturing & Engineering
  - Client: $100 Million Revenue; Industrial Drive Systems
  - Business Assessment – Customer Service, Engineering and Manufacturing Processes
  - Best Practices, Process Improvements, IT Strategy

- Program Management: Capital Projects
  - Client: City of New York / Mayor’s Office - OMB
  - Water Supply / Pollution Control Projects
  - Program Planning & Capital Budget Preparation
Representative Engagements

• **Strategic Planning: Product Development**
  – Client: $900 Million Revenue; Broadcast Television Systems
  – Business Strategic Planning and New Product Development
  – Engineering and New Supply Chain Logistics

• **BPR: Manufacturing & Engineering**
  – Client: $900 Million Revenue; Construction Materials
  – Best Practices and Process Improvements
  – Multi-National SAP Implementation
  – Project Management Support

• **ERP System Selection & Project Management**
  – Client: $75 Million Revenue; Consumer Electronics
  – IT Strategy, ERP System Assessment / Selection
  – Implementation Project Management & Oversight
Representative Engagements

• Supply Chain & Large Program Management
  – Multiple Global Clients – Mid-Atlantic Supply Chain Practice
  – Business Process Re-engineering
  – ERP Evaluation & Selection
  – Bids & Proposals; Large Program Management

• School of Hospitality Mgt. - Technology Board
  – Industry Advisor – Technology Programs
  – Student Curriculum Development
  – Guest Lecturer on Project Management & IT innovations

• School of Hospitality Mgt. – Technology Board
  – Industry Advisor – Entrepreneurial & Innovation (ENTI) Program
  – Student Technology Curriculum Development
  – Guest Lecturer on Project Management & IT innovations