

## ULTIMATELY DIGITAL INC.

Ultimately Digital is an independent consultancy that has provided consulting services for information technology projects since 1998. We take a straight forward approach to working with our clients to maximize their successes. We strive to be “The Painless Consultant”™.

Principal Consultant Todd Howard has over 18 years of professional experience with application development, systems integration and infrastructure. Todd’s capabilities have been repeatedly demonstrated through his track record of successfully delivered solutions to some of Canada’s leading institutions and industries.

As a small business, Ultimately Digital has focused on building an understanding of the needs of clients in the province of Ontario. The lessons learned consulting with a wide range of organizations in Ontario are of benefit to all our clients. Our body of knowledge and best practices are applied to help our clients maximize their successes. In particular, we strive to ensure that our solutions deliver the following benefits:

### Reduce Costs

- ◆ Through process reengineering and automation
- ◆ By utilizing technology to manage projects more efficiently
- ◆ Through vendor procurement, negotiations and management

### Save Time

- ◆ By replacing labour intensive, error-prone manual processes
- ◆ By making information available to those who can use it to create value

### Improve Quality

- ◆ By applying formal requirements engineering and quality assurance processes

### Generate Income

- ◆ By building revenue generating commercial software products.

## OUR CLIENTS

We have successfully delivered solutions within the Government, Mutual Funds, Healthcare, Retail, Property Management, Transportation, Call Centre, Electronics Manufacturing, and Commercial Software Development sectors. Our clients are companies who:

- ◆ Either have had information technology projects fail, or currently have projects that are behind schedule and at risk of failing
- ◆ Are concerned about delivering the right product on time and on budget
- ◆ Have production systems that are either experiencing failures, or that can no longer cost effectively meet their needs
- ◆ Wish to staff their projects with highly skilled resources and run them in a formal way to maximize their successes.

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Ultimately Digital consultants are typically engaged on projects that:

- ◆ Have a dedicated team of 10 to 25 people plus external vendors
- ◆ Have project budgets ranging from \$1 Million to \$30 Million
- ◆ Require 5 to 30 person years of effort.

The following table provides a summary of our projects.

<b>CLIENT</b> (alphabetical)	<b>BUSINESS NEED</b>	<b>THE SERVICES SOLUTION</b>
Alutron Modules	Migrate legacy inventory system to new MRP solution	<ul style="list-style-type: none"> <li>◆ Project management</li> <li>◆ Technology evaluation</li> <li>◆ Data migration</li> <li>◆ Testing / deployment</li> </ul>
Canadian Tire Financial Services	Ensure applications and infrastructure operate correctly after Y2K rollover	<ul style="list-style-type: none"> <li>◆ Project management</li> <li>◆ Testing</li> <li>◆ Systems analysis</li> </ul>
Careers Development Institute	Build capability to test software developed in-house	<ul style="list-style-type: none"> <li>◆ Test mentoring</li> </ul>
Cebra	Ensure user requirements are clearly stated	<ul style="list-style-type: none"> <li>◆ Ambiguity review</li> </ul>
C.I. Funds	Implement FileNet solution for document management and workflow and streamline mutual fund pricing process	<ul style="list-style-type: none"> <li>◆ User requirements</li> <li>◆ Functional specifications</li> <li>◆ Ambiguity review</li> <li>◆ Systems analysis</li> <li>◆ Testing / deployment</li> </ul>
CP Rail	Implement a FileNet solution to provide automated fax capture and workflow	<ul style="list-style-type: none"> <li>◆ Project management</li> <li>◆ Testing / deployment</li> </ul>
Dofasco	Ensure user requirements are clearly stated	<ul style="list-style-type: none"> <li>◆ Ambiguity review</li> </ul>
Dynamic Mutual Funds	Remediate a failed Keyfile Imaging installation	<ul style="list-style-type: none"> <li>◆ Development</li> <li>◆ Testing / deployment</li> </ul>
EK3 Technologies	Commercial release of an internet based intelligent content distribution system	<ul style="list-style-type: none"> <li>◆ Development management and methodologies</li> <li>◆ Project management</li> </ul>
FPEX	Commercial release of an internet-to-intranet advertising delivery system	<ul style="list-style-type: none"> <li>◆ Project management</li> <li>◆ Functional requirements</li> <li>◆ Testing / deployment</li> </ul>
Government of Ontario (Ministry of Community & Social Services - Family Responsibility Office)	Define requirements for and procure an enterprise wide case management solution	<ul style="list-style-type: none"> <li>◆ Project management</li> <li>◆ Management consulting</li> <li>◆ Procurement management</li> <li>◆ Business analysis</li> </ul>

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Housing Services Inc	Manage upgrade of key telephony components in mission critical call centre	<ul style="list-style-type: none"> <li>◆ Project management</li> <li>◆ Vendor management</li> </ul>
ING Direct	Implement Watermark Imaging solution to provide document capture, indexing, storage and retrieval	<ul style="list-style-type: none"> <li>◆ Functional requirements</li> <li>◆ Application development</li> <li>◆ Testing / deployment</li> </ul>
Investors Group	Remediate a failed FileNet installation project	<ul style="list-style-type: none"> <li>◆ Testing / deployment</li> </ul>
LAVA Systems	Commercial release of middleware that integrated with JD Edwards / SAP	<ul style="list-style-type: none"> <li>◆ Development</li> <li>◆ Code inspections</li> <li>◆ Testing</li> </ul>
Leitch Technology	Implement information technology and services infrastructure to support rapid corporate growth	<ul style="list-style-type: none"> <li>◆ Built an Information Systems department</li> <li>◆ Implement infrastructure and applications</li> </ul>
Mackenzie Financial	Implement a FileNet solution to provide document management and workflow	<ul style="list-style-type: none"> <li>◆ Project management</li> <li>◆ Testing / deployment</li> </ul>
National Research Council of Canada	Translate crystallographic databases from NIST format and create search utilities	<ul style="list-style-type: none"> <li>◆ Functional requirements</li> <li>◆ Development</li> <li>◆ Testing / deployment</li> </ul>
Shoppers Drug Mart	Create business case and initiate program to develop and deploy major release of 15,000+ user national pharmacy dispensing system	<ul style="list-style-type: none"> <li>◆ Management consulting</li> <li>◆ Program management</li> <li>◆ Development methodology</li> </ul>
Talvest Mutual Funds	Implement a Watermark Imaging solution to provide document capture, indexing, storage and retrieval	<ul style="list-style-type: none"> <li>◆ Functional requirements</li> <li>◆ Application development</li> <li>◆ Testing / deployment</li> </ul>
TD Bank	Replace a failing legacy application that managed thousands of artworks in TD's collection	<ul style="list-style-type: none"> <li>◆ Reverse engineer IBM S36 app to create func. spec.</li> <li>◆ Development</li> <li>◆ Data migration</li> <li>◆ Testing / deployment</li> </ul>
Toronto Community Housing Corporation	Replace an integrated legacy system with enterprise level property management (VisualHOMES) and financial (Oracle EnterpriseOne v8.12) systems	<ul style="list-style-type: none"> <li>◆ Project management</li> <li>◆ Procurement management</li> <li>◆ Business analysis</li> <li>◆ Requirements gathering</li> <li>◆ Data migration</li> <li>◆ Testing / deployment</li> </ul>

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CLIENT (alphabetical)	BUSINESS NEED	THE SERVICES SOLUTION
Toronto Lands Corporation / Toronto District School Board	Create a multi-year I.T. Strategy for TLC within the umbrella of the TDSB	<ul style="list-style-type: none"> <li>◆ Management consulting</li> <li>◆ Enterprise architecture assessment</li> </ul>
Toshiba Canada	Extend AS/400 dealer order entry system to internet via secure extranet middleware	<ul style="list-style-type: none"> <li>◆ Project management</li> <li>◆ Development</li> <li>◆ Testing / deployment</li> </ul>

## OUR CONSULTANTS

Although we do partner with other firms, we are an independent consultancy and are primarily represented by our Principal Consultant, Todd Howard. Awarded, published and interviewed, Todd has consistently been recognized as a leader who builds team cohesiveness through directing, coaching, supporting and delegating.

"If a guy has a really good success pattern, I'll go along with him if he says he can go to the moon on Scotch tape."

- RAYMOND HERZOG, CEO 3M COMPANY

Todd is a fast learner and a respectful listener who quickly assimilates knowledge and builds an effective understanding of client business needs. He is an excellent technical manager, an extraordinary communicator, and a creative problem solver. He acts as bridge between business and technical communities, working across client organizations with a minimum of disruption. Unlike some of our competition, Todd checks the attitude at the door, and strives to work effectively with all parties. Todd Howard is "The Painless Consultant"<sup>TM</sup>.

Working with large, specialized medium size, and small consultancies has afforded a well stocked toolkit of best practices and methodologies which are applied to the specific needs of our projects. As well, many lessons have been learned on what NOT to do.

Too often, we have seen other consultant's work scrapped and redone. And frequently, Todd is called on to turn around projects at risk of failing. Todd is a consultant who consistently manages projects to their successful completion and who consistently produces high quality deliverables. He has the references and portfolio to back up the claim!

One of our fundamental commitments is to maintain and improve our competence as we firmly believe that we are obligated to undertake only projects for which we are qualified by training or by experience. We will never substitute junior consultants to complete our engagements. Ultimately Digital only provides the services of seasoned consultants, and only for projects where we can deliver value to our clients.

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## THE VALUE WE OFFER

We believe that to repeatedly succeed in delivering information technology projects, you must strive for excellence in: Technical Management, Quality Assurance, Discovery, Design, Development, and Deployment. To supplement our client's capabilities we offer the following professional services:

"In business, words are words, explanations are explanations, promises are promises, but only performance is reality."

- HAROLD GENEEN, CHAIRMAN ITT

- ◆ Project Management
- ◆ Procurement Management
- ◆ Business & Systems Analysis, Requirements Engineering, Ambiguity Reviews
- ◆ Functional & Technical Design Specifications
- ◆ Quality Assurance Processes, Testing Methodology & Management
- ◆ Development Methodology & Management
- ◆ Implementation Planning, Data Migration, Operational Support Model, Knowledge Transfer & End-user Training.

As an independent consultancy, we feel we can provide the greatest accountability to our clients. Ultimately, we are answerable only to you, our clients. Not to the CEO of a large consultancy, nor to their managers, nor to their shareholders - but to you. Your needs are our primary interest.

We are focused on meeting and exceeding the expectations of our clients because:

- ◆ We want repeat business
- ◆ We want referrals
- ◆ And frankly, because happy clients sign cheques!

We use a simple approach to ensure our clients realize returns far in excess of our fees:

- ◆ Charge less than larger firms
- ◆ Apply our skills and knowledge to help our clients conduct their projects in such a way as to save time, save money, and minimize risk of failure
- ◆ Consistently produce high quality deliverables.

Putting it all together, Ultimately Digital represents an extremely strong value proposition! Please contact us today and tell us about your project.

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