



PROJECT MANAGEMENT

Spotswood Consulting is a leading business and technology consulting firm that is 100% focused on improving your business. We are committed to helping customers identify and manage projects that will elevate their business to the next level whether that is addressing internal or external business issues. The issues could be regarding slow delivery of solutions, issues with employee morale or needed improvement with their customer's total experience. Spotswood Consulting realizes that when it comes to helping companies improve and optimize their businesses, there are no more critical goals for increasing the bottom line and reducing expenses.

Aimed exclusively toward the real-world business and technology requirements of small, midmarket and divisions of Global 1000 companies, Spotswood Consulting provides key consulting services and expertise in business assessments/ optimization, project management, business analysis and operational initiatives.

An overview of each area is detailed below:

Business Assessments/Optimization - Our assessments will be very specific and focused for your business. We will include insightful people, process and technology reviews and recommendations. These assessments can be used to develop strategic plans and roadmaps to get your business back on track or to create efficiencies in specific areas. Our assessments will include areas of risk, how to mitigate those risks, gap analysis based on your current state versus your goals and objectives, short and long term roadmap along with a proposed budget.

Spotswood Consulting will also offer Best Practices and Industry Standards so you can understand what other companies are offering in your industry. Additionally, we can review your contracts to ensure you are receiving what has been committed with regards to service, materials and pricing along with recommendations as to contract improvement terms and conditions including pricing and service level agreements.

Project Management – can begin at the strategic plan development or recommendation stage or after the selection process has been completed. We pay attention to detail, build strong relationships with vendors and installation teams on the vendor and customer side and understand the goals and objectives of the project so that every aspect is met and documented. Our philosophy is that there isn't a perfect vendor and/or offering so it is our goal to understand your business to ensure the vendor and technology offering is implemented to best meet your needs. If we understand the vendor's weaknesses and/or offering specifications then we can anticipate where the issues might arise and work solutions into the plan so the weaknesses or issues are no longer a constraint.

Additionally, Spotswood Consulting has detailed, extensive experience and knowledge with documentation for policies and procedure manuals, training materials, technical writing, knowledge base, project and government documentation.

Business Analysis – many times this area is overlooked by businesses, however it is a critical process that can determine the success of a project. If you don't understand the intricacies of the business needs/end user requirements, then it is possible that once the project is completed you won't have an end user that is completely delighted with the results.



PROJECT MANAGEMENT (CONT.)

You can deliver twenty new improvements however if these improvements do not address a couple of the pain points that the end user is experiencing then the project will not be viewed as successful. By completing the due diligence up front in understanding and documenting the business requirements based on the end users viewpoint the probability of project success and thus project acceptance just improved tremendously.

If you then take this process to the next level and include the pain point areas in the requirements document, design specification and the test plan for the project, once again the success of the project has been elevated.

Operational Initiatives – sometimes a company requires the unique, unbiased skills of a consultant who can jointly represent IT and the business groups within an organization. These skills are required during times when there is strife between the multiple business and IT groups and/or technology is being rolled out due to technology reasons rather than business reasons, such as: end of life requirements or technology improvements. This can cost the company tremendous amounts of money and disruption. Many times an unbiased consultant can represent IT and the various business groups so that the technology is effectively and successfully rolled out to meet the technology requirements while also improving the business organizations so that the project is viewed as a win/win for all groups rather than an inconvenience due to IT.

Spotswood Consulting is staffed with subject matter experts who have between 15 and 25 years' experience to their credit. They have supported customers on a national and global basis.

Spotswood Consulting's team emphasizes the transfer of knowledge during each engagement. Spotswood Consulting welcomes your staff to work collaboratively with us while we define your business goals and objectives and uncover your pain points and areas of required improvement. At the completion of the project, Spotswood Consulting will provide you with complete project documentation.

LOCATIONS:

CORPORATE HEADQUARTERS
92 Corporate Park, #812
Irvine, CA 92606

NEVADA
Las Vegas, NV

COLORADO
Fort Collins, CO

CALIFORNIA
San Jose, CA
Santa Monica, CA
Huntington Beach, CA
San Diego, CA

NEBRASKA
IOWA

LOUISIANA
New Orleans, LA

VIRGINIA
Reston, VA

FLORIDA
Miami, FL

WASHINGTON D.C.