



The CGN Way

EXECUTIVE SUMMARY

The CGN Way is a comprehensive, five-volume document set that details the methodology of CGN & Associates' (CGN's) Information Technology Consulting Practice.

The CGN Way is a **total lifecycle solution** for technology integration, maximizing customer core competencies with top quality, timely, practical, and value-added solutions. *The CGN Way* provides a cooperative management style defining the path forward: our team works with the client team to provide solutions. *The CGN Way* volumes include executive forecast, project charter, IT assessment methodologies, and implementation, training, and delivery documents.

Executive Forecast (Volume 1) contains presentations that describe CGN, our accomplishments, and our methodologies for Executive Training & Marketing.

Project Charter (Volume II) describes the process for determining the scope and management of projects undertaken by CGN. Volume II also includes complete CGN proprietary project management practices.

Assessment (Volume III) details methodologies for assessing a client's strategic IT needs. The volume contains:

- ❑ **Information Technology Strategic Assessment Process (ITSAP)**
- ❑ **Business Process Information Reengineering (BPIR)**
- ❑ **Software Selection Methodology (SSM)**

ITSAP aligns an organization's IT model and business objectives to create a target technology architecture. CGN performs GAP analysis of current versus target architecture to identify missing components and makes recommendations for resolving the differences.

BPIR aligns the client's corporate strategy, customer values, and business processes to improve business performance. BPIR's step-by-step procedures allow the business manager, the customer team members, and the CGN team to cooperatively identify, flowchart, design, and implement specific processes.

SSM provides evaluation tools to the business manager that identifies functional and system needs to provide a cost-effective, efficient, and best-fit off-the-shelf software solution that accurately meets requirements.

Implementation (Volume IV) provides templates and procedures for a CGN Manager to further direct specific technology solutions identified and agreed upon in the assessment effort. Three hybrid paths, Network & Infrastructure Management, Software Development, and Software Customization & Implementation, help the CGN Manager to integrate technology into business practice, in standard ISO 9001 fashion.

Delivery (Volume V) describes Training, Technology Transfer, and Post-implementation processes for assisting and training customer teams.

The CGN Way, thus, analyzes an organization's technological needs, determines the most appropriate technology, integrates new tools in a timely and economical manner, and trains leaders of the client organization to implement the new tools efficiently while maximizing their value.

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