

EXPECT SUCCESS

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EXPECT SUCCESS

*Two ordinary words—yet when combined
can mark a new tone for your relationship
with consultants.*

When You Want Your Project Done Right, You Want Advoco

No one goes into a project anticipating failure, of course. All too often, though, questions, doubts, and nagging apprehension linger. Wouldn't you prefer to deal with knowledgeable senior people who inspire confidence? Experts who have experience across industries, who are committed to defining the best solution for your particular situation, and who adhere to disciplined methods designed to ensure on-time and on-budget project completion.

That's exactly the type of experience you can expect from the certified professionals at Advoco. The unique combination of IT expertise and business savvy produces success that goes right to your bottom line.

Tech That Functions in the Real World of Business

You need technology that makes sense for your business as a whole. That's why Advoco specializes in solving business issues by strategically applying IT. And unlike consultants you may have worked with in the past, Advoco develops a custom solution for your particular circumstances. You don't have a standard business; you shouldn't settle for a standard answer.

Not settling for the one-size-fits-all answer means you get a solution that works the way you already do. Your company can adopt the technology rather than adapt to it. That speeds up training, rollout, and ultimately *success*.

"They're competent, they follow through, and they're accountable. They are amazing—you don't find this anymore, at large or small companies." John Papazian – CIO, JMP Securities

A Successful Conclusion—the One Trait Every Advoco Project Shares

Since 2001, Advoco has built a consistent track record aligning IT and business needs for a broad range of organizations. Because it's independent and vendor-agnostic, Advoco has the freedom to custom-fit a solution for each client's needs. Then Advoco's rigorous implementation methodology helps ensure success through internal quality processes, continuity staffing, and standardized documentation and reviews.

Credentialed, Experienced, and Accomplished Across Industries

Advoco doesn't follow the typical formula of a few senior faces supported by platoons of newly minted graduates. Instead, every Advoco consultant qualifies as senior. All professionals have credentials such as MBAs or PMP certifications, along with typically 10 years or more experience managing demanding projects.



Paul Cowley
Chairman, Advoco

From the Chairman

Advoco began with a simple philosophy: When our clients succeed, we succeed. That thinking has driven the way we develop and deliver our IT consulting services. We constantly look for ways to help our customers gain efficiencies, giving them an edge in the marketplace. In the same spirit, our agile force of industry veterans seamlessly integrates with client personnel to smooth the disruptions that accompany change. We focus on the client's core business to ensure progress toward the overall goals of the organization. It's a simple concept, yet one that too many overlook.

A handwritten signature in dark ink that reads "P. Cowley". The signature is written in a cursive style with a long horizontal flourish underneath.

Get inspired solutions that make the most of your budget.

ADVOCO HAS STRUCTURED ITSELF TO DELIVER THE CAPABILITIES OF A BIG 4 FIRM

WITHOUT THE TRADITIONAL COST AND COMPLEXITY. ITS CORE SERVICES COVER

THE UNDERPINNINGS YOU NEED TO SUCCEED IN BUSINESS TODAY.

Strategy Development

From business requirements analysis to information architecture to procurement management, Advoco has the experience and certifications to put the right technology behind your business goals.

Project/Program Management

With solid experience, attention to detail, and quality control, Advoco employs Project Management Institute methodology to manage IT projects from initiation and definition to completion.

Technology Integration

End-to-end integration services enable you to combine operations, systems, and infrastructure into one cohesive IT environment. Such a clear and focused approach has allowed clients to drive efficiencies in their core business.

Understand Your Business Needs, Then Deliver Technology to Fit

Advoco has focused its core capabilities on three distinct yet related areas. Strategy Development, Project/Program Management, and Technology Integration. You'll receive a well-rounded, informed approach to identify opportunities, manage implementations, and integrate the solution throughout your organization.

“Biotechnology is a challenging industry with very specific business needs. There are a lot of balls to juggle, and Advoco didn’t drop any.”

August Moretti – CFO, Alexza Pharmaceuticals

Identify

STRATEGY DEVELOPMENT

IT Strategy

- Business Requirement Analysis
- Business Case Development
- Proposal of Solution
- Procurement Management

Information Security

- Security Strategies
- Security Policies and Procedures
- Technical Requirements and Architecture
- CISSP

Business Continuity and Data Recovery Planning

- Data Center Configuration
- Application Distribution
- Data Protection and Back-up
- Facilities Infrastructure Design

Implement

PROJECT/PROGRAM MANAGEMENT

Project Initiation

- Preparation of Project Initiation Documents
- Establishing Project Board and Implementation Teams
- Defining and Documenting Project Scope

Project/Program Management

- Project Control Documentation
- Quality Plans
- Implementation Plans
- Cost Control
- Contractor and Supplier Management
- Change Control
- Project Reporting and Progressing Procedures
- Quality and Safety Processes

Quality Assurance

- Adherence to All Client Quality Guidelines, Processes, and Methodologies
- Employment of Project Management Institute Methodology

Integrate

TECHNOLOGY INTEGRATION

Integration Strategy

- Business Process Evaluation and Mapping
- Regulatory Compliance
- Third-Party Data Requirements
- Technical Infrastructure

Application Integration

- Technical Design
- Interface Specifications
- Data Mapping

Training

- Customized Solutions
- Variable Scale
- Leverage for Ongoing Success



You'll Find Advoco
Wherever Project
Management Equals
Success

- Education
- Finance/Banking
- Government
- Life Sciences
- Retail
- Transportation

"I've been extremely pleased with the level of dedication, focus, and determination that Advoco staff has brought to this project. They have worked very closely with us to ensure that we have made the correct business decision. I would highly recommend Advoco."

Joe Leturgez – VP of IT, FirstGroup America

Success in the Most Demanding Areas

Complex assignments requiring needs analysis mesh well with Advoco's core capabilities. Specifically, Business Critical Systems (ERP, CRM, Finance, PLM, etc.), Regulated Controls (SOX, cGMP), and Infrastructure are areas of focus. Advoco excels at initiatives involving high-impact projects, turnaround situations, and the alignment of business solutions with corporate processes.

Satisfied Clients—the Best Source of New Business

Advoco works to satisfy its clients, first and foremost. It's a consultancy built on long-term relationships. Every project receives nothing less than the best. Little surprise, then, that enthusiastic referrals have nurtured healthy organic growth.

The name Advoco comes from Latin and means "to call in an advisor." For you, though, Advoco will mean success.

When You Must Be Certain of Success, Choose Advoco

You need technical solutions that make sense for your entire business. That's why partnering with Advoco makes sense. It's independent yet deeply experienced. Staffed with senior professionals who practice a lean and mean approach. And at every step, the focus is on quality.

Contact Advoco today and raise your expectations.

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