

**General Services Administration  
Federal Supply Service  
Authorized Federal Supply Schedule Price List**

Mission Oriented Business Integrated Services (MOBIS)

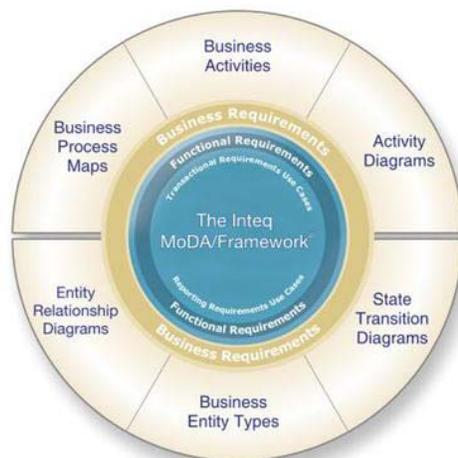
FSC Group 874

Consulting Services: SIN 874-1, 874-2 RC

Training Services: SIN 874-4, 874-4 RC

Contract Number: GS-10F-0127X

The Inteq Group, Inc.  
4425 South Mopac, Building 2, Suite 200,  
Austin, TX 78735  
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MoDA: Model Driven Analysis [www.inteqgroup.com](http://www.inteqgroup.com) Copyright © 2009 The Inteq Group, Inc.

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Business Size/Status: Small / Woman Owned

Prices shown herein are NET (discount deducted).

Pricelist as of February 28<sup>th</sup>, 2011



## TABLE OF CONTENTS

General Contract Information	2
Marketing and Technical Support Point of Contact	3
Labor Category Descriptions SIN 871-1 / 874-1RC Consulting Services	4
Consulting Services Pricing SIN 874-1 / 874-1RC	5
Training Course Pricing SIN 874-4 / 874-4RC	6
Training Course Descriptions SIN 874-4 / 874-4RC Training Services	
• Business Process Management	7
• Business Systems Analysis	9
• Business Data Modeling	11
Inteq's MoDA/Framework™ for Business and Systems Analysis	14

## General Contract Information

1. Awarded Special Item Numbers:  
SIN 871-1 / 874-1RC                      Consulting Services  
SIN 874-4 / 874-4RC                      Training Services
  
- 1b. Schedule Price:  
SIN 871-1 / 874-1RC:                      Please refer to page 5  
SIN 874-4 / 874-4RC:                      Please refer to page 6
  
- 1c. Labor Category Descriptions:                      Please refer to page 4
  
2. Maximum Order:                      \$1,000,000
  
3. Minimum Order:                      \$100
  
4. Geographic Coverage:                      Domestic
  
5. Point (s) of Production:                      Not Applicable
  
6. Discount from List Price:                      All Prices Herein are Net
  
7. Quantity Discounts:                      Not Applicable
  
8. Prompt Payment Terms:                      Net 30 days
  
- 9a. Notification that Government purchase card are accepted or are not accepted at or below the micro-purchase threshold: Yes
  
- 9b. Notification that Government purchase card are accepted or are not accepted above the micro-purchase threshold: Yes, up to \$5.000.
  
10. Foreign Items:                      None
  
- 11a. Time of Delivery:                      As specified on individual task orders
  
- 11b. Expedited Delivery:                      Contact Contractor
  
- 11c. Overnight and 2-Day Delivery                      Contact Contractor
  
- 11d. Urgent Requirements                      Contact Contractor
  
12. .F.O.B. Points(s): Destination
  
- 13a. Ordering Address:    The Inteq Group, Inc.  
   4425 South Mopac, Building 2, Suite 200,  
   Austin, TX 78735  
   Telephone: 512.899.9600  
   Fax: (512) 532-0970  
   Email: erich@inteqgroup.com

### General Contract Information (continued)

- 13b. Ordering Procedures: Ordering procedures, information on Blanket Purchase Agreements (BPAs) and a sample BPA can be found at the GSA/FSS Schedule homepage: [fss.gsa.gov/schedules](http://fss.gsa.gov/schedules).
14. Payment Address: The Inteq Group, Inc.  
4425 South Mopac, Building 2, Suite 200,  
Austin, TX 78735  
Email: [erich@inteqgroup.com](mailto:erich@inteqgroup.com)  
ACH Payments: Contact Contract Administrator
15. Warranty Provision: Inteq warrants that it will perform services under MOBIS services engagements in good faith with qualified personnel in a competent and workmanlike manner in accordance with applicable industry standards
16. Export Packing Changes: Not Applicable
17. Terms & Conditions of Government Purchase Card Acceptance: Contact Contract Administrator
18. Terms and conditions of rental, maintenance and repair: Not Applicable
19. Terms and Conditions of Installation: Not Applicable
20. Terms and Conditions of Repair Parts: Not Applicable
- 20a. Terms and conditions for any other Services: Not Applicable
21. List of Service and Distribution Points: Not Applicable
22. List of Participating Dealers: Not Applicable
23. Preventative Maintenance: Not Applicable
- 24a. Special attributes such as Environmental Attributes (e.g., Recycled Content, Energy Efficiency, and/or Reduced Pollutants): Not Applicable
- 24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. Contractor s website or other location.). The EIT standards can be found at: [www.Section508.gov](http://www.Section508.gov): Not Applicable
25. Data Universal Number System (DUNS) Number: Inteq DUNS Number: 788205610
26. Notification Regarding Registration in Central Contractor Registration (CCR) Database: Inteq is registered in the Central Contractor Registration (CCR) Database

### Marketing and Technical Support Point of Contact

Contact: James Proctor  
Phone 512.899.9600 x810  
Email [jpro@inteqgroup.com](mailto:jpro@inteqgroup.com)

**The Inteq Group, Inc.**  
**SIN 874-1: Consulting Services**  
**Labor Category Descriptions**

Job Title	Minimum Education and Experience	Functional Description
Associate Business Systems Analyst	<ul style="list-style-type: none"> <li>• Bachelors degree (see note 1)</li> <li>• 1-years of hands-on business systems analysis experience</li> <li>• Competency utilizing model driven analysis techniques (see note 2)</li> </ul>	Elicits, organizes, analyzes, and documents business requirements via work sessions in interviews. Works with senior business systems analysis to validate the models, diagrams and other work session deliverables created by senior business systems analysts.
Senior Business Systems Analyst I	<ul style="list-style-type: none"> <li>• Bachelors degree (see note 1)</li> <li>• 5-years of hands-on business systems experience</li> <li>• Competency utilizing model driven analysis techniques for cross functional analysis (see note 2)</li> </ul>	Elicits, organizes, analyzes and documents complex business requirements. Conducts requirements work sessions with subject matter experts. Rapidly develops requirements deliverables such as process maps and activity diagrams from the work sessions.
Senior Business Systems Analyst II	<ul style="list-style-type: none"> <li>• Bachelors degree (see note 1)</li> <li>• 8-years of hands-on business systems analysis experience</li> <li>• Competency utilizing modeling driven analysis techniques at the enterprise level for multiple industries (see note 2)</li> </ul>	Elicits, organizes, analyzes and documents complex business requirements. Conducts requirements work sessions that involve complex subject matter that involve reaching consensus among a large number of stakeholders.
Senior Business Systems Analyst III	<ul style="list-style-type: none"> <li>• Bachelors degree (see note 1)</li> <li>• 8-years of hands-on business systems analysis experience</li> <li>• Competency utilizing modeling driven analysis techniques at the enterprise level for multiple industries</li> <li>• Qualified to teach two of Inteq's business systems training programs (see note 2)</li> </ul>	Elicits, organizes, analyzes and documents complex business requirements across multiple business functions across the enterprise and across multiple projects and teams. Provide insight and innovative ideas for improving business processes. Transforms as-is process to potential future state scenarios.
Director Level Business Systems Analyst	<ul style="list-style-type: none"> <li>• Bachelors degree (see note 1)</li> <li>• 8-years of hands-on business systems analysis experience</li> <li>• Competency utilizing modeling driven analysis techniques at the enterprise level for multiple industries</li> <li>• Qualified to teach Inteq Business Systems Analysis, Business Process Analysis and Business Data Modeling training programs (see note 2)</li> </ul>	Elicits, organizes, analyzes and documents complex business requirements across multiple business functions across the enterprise and across multiple projects and teams. Provides insight and innovation ideas for improving business processes. Coordinates consultants and work across multiple concurrent projects. Validates and integrates the mapping and modeling work products across business functions into an integrated cohesive set of requirements. Works with project sponsors to ensure overall goals and objectives are achieved.

Note 1: Four years of equivalent industry experience is applicable in lieu of a Bachelors degree and six years of equivalent industry experience is applicable in lieu of a Masters degree.

Note 2: All Inteq consultants, regardless of job title, are thoroughly trained and highly proficient in utilizing Inteq's MoDA/Framework™ for business analysis. This ensures rigorous, thorough, consistent high-quality analysis among our consultants and across client projects.

**The Inteq Group, Inc.**  
**Contract Number: GS-10F-0127X**  
**SIN 874-1 Consulting Services Labor Rates**

<b>Service Provided (Job Title)</b>	<b>GSA Schedule Price</b>
Associate Business Systems Analyst	\$125.94
Senior Business Systems Analyst I	\$174.11
Senior Business Systems Analyst II	\$218.39
Senior Business Systems Analyst III	\$253.90
Director Level Business Systems Analyst	\$294.71

**The Inteq Group, Inc.**  
**GSA Schedule Number: GS-10F-0127X**  
**SIN: 874-4 and 874-4RC - Training Services**

**3-Day Business & Systems Analysis Training Programs:**  
**Business Process Management**  
**Business Systems Analysis**  
**Business Data Modeling**

Tuition Schedule for 3-Day On-Site Training

Number of Participants	Tuition Per Participant	Program Tuition
10	\$1,529.47	\$15,294.70
12	\$1,473.85	\$17,686.20
15	\$1,418.24	\$21,273.60
18	\$1,362.62	\$24,527.16
21	\$1,349.62	\$28,342.02
24	\$1,292.19	\$31,012.56
27	\$1,220.40	\$32,950.80
30	\$1,148.61	\$34,458.30

**Training Program Tuition Includes:**

- Three days of Inteq's signature, instructor-led, live classroom training with carefully crafted exercises and case studies
- Course workbook and training materials for each participant
- 2.20 Continuing Education Units (CEUs) per participant
- A personalized Certificate of Completion for each participant

Note: Tuition is exclusive of instructor travel-related expenses. Instructor travel related expenses are invoiced on an actual basis per GSA travel requirements. The tuition schedule is based upon: 1) Training programs conducted on-site at client's locations in the Continental U.S.; 2) Client to provide classroom facility and DLP projector; 3) Scheduling a minimum of 21 days in advance of program start date.

Training can also be organized into 4 and 5-day hybrid training programs

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# Business Process Management

## Mapping, Analysis and Improvement

### Inteq's 3-Day Instructor Led Training Program

*Business Process Analysis* provides the critical thinking skills, conceptual knowledge and best practice techniques that leverage and optimize people, process and technology to drive breakthrough improvement in organizational effectiveness and operational efficiency. The result is authentic customer and business value.

It's no surprise that many business processes within any organization are a tangled web of inefficient work activities, ambiguous policies and legacy procedures that consume resources, constrain performance and impede creation of customer and business value.

These same processes, unfortunately, often provide the source for business requirements for technology solutions - requirements that reflect legacy processes and often result in systems that impair, rather than improve, business processes.

*Business Process Improvement* results in professionals that transform legacy processes into efficient, lean, effective forward facing processes; professionals that expertly bridge the gap between business and technology. The skills from this training apply equally to straight forward process refinement, integration of application software and cross-enterprise reengineering.

Inteq training has emerged as the gold standard for business analysis training. There are many reasons for the success of Inteq training [click for details]. One key reason is Inteq's MoDA/Framework [click for details]. Another key reason: Participants can immediately apply the training to drive breakthrough customer and business value.

Unlike any other training, we transform analysts into high-impact professionals; professionals that connect with business people, uncover and rapidly assimilate deep business knowledge, and critically analyze and transform that knowledge to drive breakthrough improvement in business processes.

That's why over 300,000 business systems analysis professionals worldwide choose Inteq training programs.

#### Who Should Attend?

**Business Professionals, Business Analysts, Systems Analysts, Project Managers, IT Professionals, Subject Matter Experts and Business Users** focused on improving and optimizing business processes.

**Prerequisites:** None. (This program provides a comprehensive, cohesive approach to business process analysis and improvement, regardless of your background and experience.)

#### You will learn:

- To quickly and accurately map business processes
- Expose deep tribal knowledge
- A proven 5-step plan for process improvement
- To identify non-productive and counter-productive work
- Specific questions that elicit deep business knowledge
- Key performance indicators (KPIs) that target improvement opportunities
- Specific tactics to produce immediate results
- To improve cross-functional hand-offs
- To identify and analyze the impact of IT solutions

#### Program Outline

##### Introduction and Foundation

- Recognizing improvement vs. impairment
- Looking through the lens of effectiveness and efficiency
- Aligning the 3 axes of analysis
- 5 drivers of business chaos

##### Business Process Mapping

- Identifying work activities

# Business Process Management

## Mapping, Analysis and Improvement

### Inteq's 3-Day Instructor Led Training Program

- The mechanics of process mapping
- The 5 patterns of workflow
- Mapping cross functional handoffs

#### Deconstructing Work Activities

- The 7 W's; deconstructing work activities
- Going deep; detailing work activities
- Classifying work activities
- Capturing complexity

#### Measuring Business Processes

- The framework for measurement
- Strategic, operational and tactical metrics
- Internal and external customers
- Establishing effective KPIs for improvement

#### Transforming from "As-Is" to "Needs-to-Be"

- Identifying and analyzing process gaps
- Challenging legacy business rules
- Conducting forward facing analysis
- Performing root cause analysis

#### Quantum Critical Thinking Skills

- The 5 critical analysis questions
- Differential problem solving
- Critical decision making
- Creating the short list

#### Improvement and Optimization

- Choosing strategies; refinement, redesign, reengineering
- 6 refinement techniques
- 10 redesign techniques
- 4 reengineering techniques

**Putting It All Together (Hands-on Case Study)** - In small groups, participants map, analyze and improve a multifaceted business process based on an actual case study facilitated by the instructor. This case study provides an invaluable template that participants can leverage to jump start process improvement in their organization.

#### Practical Guidance

- Implementation considerations and best practices
- Managing change and verifying improvement
- Leveraging analysis via reference models
- Getting started Monday morning

Inteq's instructor-led format and acclaimed curriculum, combined with carefully crafted exercises and case studies, is the industry's most effective training experience.

Inteq training is not merely education; its transformation - for the participants, the project teams and the organizations they work for.

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Program participants receive a comprehensive course workbook, supplemental materials, and a personalized Certificate of Completion indicating CEU (continuing education unit) credits awarded.

Inteq training programs are available via open enrolment at scheduled dates/ locations across the U.S and London and on-site at your locations – worldwide.

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# Business Systems Analysis

Faster Analysis, Precise Requirements, Immediate Results  
Inteq's 3-Day Instructor Led Training Program

*Business Systems Analysis* provides the critical thinking skills, conceptual knowledge and best practice techniques to rapidly identify, thoroughly analyze and accurately specify business and user requirements.

*Business Systems Analysis* is about business, not technology.

Until now, text oriented analysis (bullet lists, indented outlines, etc.) prevailed as the primary technique to identify, analyze and specify requirements. Text oriented analysis, however, is resource intensive. It often lacks standardization, depth and precision.

Some organizations have attempted to adapt technical design methods (class diagrams, object interaction diagrams, etc) to business systems analysis. Technical design methods intimidate and alienate the business community. As a result, stakeholders disconnect from the analysis process.

These approaches fail to deliver. In today's fast moving, highly competitive, complex business environment organizations can no longer afford the costly mistakes, operational inefficiencies and lost opportunities that result from superficial analysis and ambiguous requirements.

Inteq training has emerged as the gold standard for business systems analysis training. There are many reasons for the success of Inteq training [click for details]. One key reason is Inteq's MoDA/Framework [click for details]. Another key reason: Participants can immediately apply the training to drive breakthrough customer and business value.

Unlike any other training, we transform analysts into high-impact professionals; professionals that connect with business people, uncover and rapidly assimilate deep business knowledge, and critically analyze and transform that knowledge into precise forward facing requirements.

That's why over 300,000 business systems analysis professionals worldwide choose Inteq training programs.

## Who Should Attend?

Business Analysts, Systems Analysts, Project Managers, IT Professionals, Subject Matter Experts and Business Users actively involved in discovering, analyzing and specifying business and user requirements.

**Prerequisites:** None. (This program provides a comprehensive, cohesive approach to business and systems analysis, regardless of your background and experience.)

## You will learn:

- The 5 requirement types that form the foundation for analysis
- To engage end users in the analysis process
- To surface "hidden" requirements
- Specific questions that elicit deep business knowledge
- How to create precise and unambiguous requirements
- To analyze requirements 360° to ensure thorough analysis
- To identify and validate complex business scenarios
- To leverage analysis resources and business end-user knowledge across the enterprise
- A synergistic set of well-integrated analysis techniques

## Program Outline

### Introduction and Foundation

- Top 3 reasons analysis fails to deliver
- Business vs. functional requirements
- 10 myths of requirements analysis
- The MoDA/Framework™ (Model-driven analysis)

### Identifying Baseline Requirements

- The 5 types of business and user requirements

# Business Systems Analysis

Faster Analysis, Precise Requirements, Immediate Results  
Inteq's 3-Day Instructor Led Training Program

- Rapid identification of baseline requirements
- Anchoring and validating baseline requirements
- Quantum critical thinking

## Extending Baseline Requirements

- Activity diagramming and the interaction flow of events
- Identifying and analyzing alternative and exception flows
- Analyzing deep requirements via scenario analysis
- Defining forward facing, "to-be" functionality

## Identifying Business Information Requirements

- Transactional versus information requirements
- Deconstructing business terms and concepts
- Discovering and analyzing business entities
- Capturing data-oriented business rules

## Extending Business Information Requirements

- Using state transition for 360° analysis
- Discovering and analyzing attributes
- Asking the right business intelligence questions
- Business reporting and metrics

## Specifying and Managing Requirements

- The visual model use-case approach
- Specifying requirements via use-cases
- Distilling recurring functionality
- Forming test cases from use-cases
- Managing requirements

## Professional Elicitation Skills

- 3 essential sources of business knowledge
- 6 techniques for mining deep business knowledge
- Engaging stakeholders and business users
- The dynamics of workshops/facilitated sessions
- Break-fix scenarios; the secret sauce of analysis

## Putting It All Together (Hands-on Case Study)

- In small groups, participants identify, analyze and specify requirements for an actual case study. Facilitated by the instructor, the resulting requirements specifications provide an invaluable template that participants can leverage to jump start analysis in their organization.

## Practical Guidance

- Applying analysis to new development, modifications and commercial products
- Utilizing rapid and iterative analysis techniques
- Leveraging analysis via reference models
- Getting started Monday morning

Inteq's instructor-led format and acclaimed curriculum, combined with carefully crafted exercises and case studies, is the industry's most effective training experience.

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# Business Data Modeling

## The Foundation for Excellence in Business Systems Analysis

### Inteq's 3-Day Instructor Led Training Program

Data modeling is a core business analysis technique, often mistaken for database design. In fact, it's the foundation for excellence in business analysis, business systems analysis and business intelligence requirements analysis. Inteq's *Business Data Modeling* provides the basis for understanding the complex moving parts of an organization; its data-oriented business rules.

Business terminology embodies an organization's business concepts, rules and underlying relationships. These concepts, rules and relationships form a body of knowledge called "data-oriented business rules." In most organizations, data-oriented business rules live as tribal knowledge, informally, in the minds of the people doing the essential day-to-day work of the organization.

However, these informal rules unofficially govern how organizations operate and how decisions are made. These rules are surprisingly vague and ambiguous; they are rarely subject to critical analysis. Yet, these rules are the basis for articulating business system requirements that are equally vague and ambiguous.

Vague and ambiguous requirements result in costly, inflexible and maintenance-intensive information systems; systems, that even after all that investment, still do not deliver the necessary functionality. That's truly unfortunate because there *is* a clear path to getting the requirements right.

Based on decades of experience, Inteq has uncovered and refined the foundational patterns of data-oriented business rules. Participants in *Business Data Modeling* utilize these patterns to rapidly discover, critically analyze and precisely specify data-oriented business rules via entity relationship (ER) diagrams. Inteq *Business Data Modeling* produces exceptional results.

#### **Why is *Business Data Modeling* a Foundation for Excellence in Analysis?**

*Business Data Modeling* results in the specification of data-oriented business rules that:

- Scale to support the enterprise. Requirements are often more complex than they initially appear at the departmental or business unit level when they are scaled to the enterprise level.

- Withstand the test of time. Requirements need to transcend specific project solutions so that they can seamlessly adapt to future requirements as the organization evolves.
- Support business intelligence. Requirements must be thorough and accurate to enable effective tactical and strategic decisions.

Incomplete, incorrect, missing data-oriented business rules results in:

- Systems that rapidly become obsolete and ineffective.
- Non-productive time spent on "work-arounds" to compensate for lack of functionality.
- Business processes that are cumbersome and inflexible.

#### **Participants Learn:**

- Critical thinking skills to cut through superficial and ambiguous discussions to distill core business concepts.
- To recognize recurring patterns of data-oriented business rules to improve the quality and speed of analysis.
- Techniques that enable thorough analysis of complex business rules and validation of complex requirements.
- To create a precise, common vocabulary that is consistent among business end-users, analysts, IT professionals and other stakeholders, across the organization.
- To developed clear, precise entity-relationship (ER) diagrams that capture and specify virtually any set of data-oriented business rules.

#### **Who Should Attend?**

Business and Systems Analysts, BI Requirements Analysts, Data Modelers, Data and Enterprise Architects, DBAs, Project Managers, Developers and IT Professionals, Subject Matter Experts and Business Professionals focused on data-oriented business rules and requirements.

**Prerequisites:** None. (This program provides a comprehensive, cohesive approach to discovering, analyzing and specifying data-oriented business rules and requirements, regardless of your background and experience.)

# Business Data Modeling

## The Foundation for Excellence in Business Systems Analysis

### Inteq's 3-Day Instructor Led Training Program

#### Program Outline

##### Introduction and Foundation

- Data-oriented business rules
- The business vocabulary
- Business transactions vs. business intelligence
- Rules vs. knowledge
- ER diagrams and data models

##### Framework for E/R Diagramming

- Business entity types
- Attributes and meta-data
- Cardinality and dependency
- Principle relationships

##### Diagramming and Analyzing Business Data Patterns and Specifying Data-Oriented Business Rules

##### Part I – Core Transactional Requirements

- Domain entity types
- Associative relationships
- Domain-based associations
- Role-based relationships
- Transactional relationships
- Time-dependent data

##### Part II – Complex Transactional Requirements

- Recursive hierarchies
- Recursive networks
- Multi-recursive relationships
- Super type/sub-type relationships
- Modeling state transition

##### Part III – Business Intelligence Requirements

- Tactical and strategic business questions
- Business facts and dimensions
- Analyzing cross-organizational facts
- Dimensional modeling

##### Business Rule Generalization

- Normalizing business data
- Generalizing business entities
- Analyzing meta-data for abstractions

##### Putting It All Together (Hands-on Case Study) -

In small groups, participants work on a case study to analyze data-oriented business rules and develop a sophisticated entity relationship diagram. Facilitated by the instructor, the resulting entity relationship diagram provides an invaluable template that participants can leverage to jump start analysis in their organization.

#### Practical Guidance

- Scaling models to the enterprise level
- Model transformation; conceptual, logical, physical
- Using reference models to leverage analysis
- Getting started Monday morning

Inteq training has emerged as the gold standard for business systems analysis training. There are many reasons for the success of Inteq training [click for details]. One key reason is Inteq's MoDA/Framework [click for details]. Another key reason: Participants can immediately apply the training to drive breakthrough customer and business value.

Unlike any other training, we transform analysts into high-impact professionals; professionals that connect with business people, uncover and rapidly assimilate deep business knowledge, and critically analyze and transform that knowledge into precise forward facing requirements.

Inteq's instructor-led format and acclaimed curriculum, combined with carefully crafted exercises and case studies, is the industry's most effective training experience.

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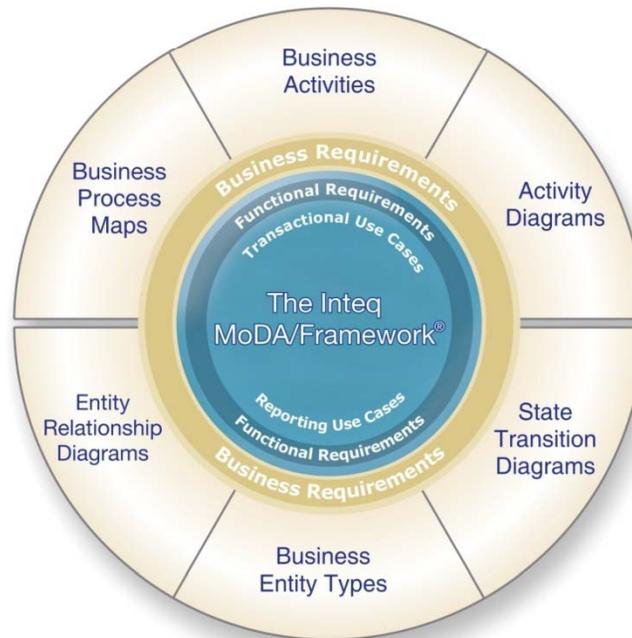
Inteq training programs are available via open enrolment at scheduled dates/ locations across the U.S and London and on-site at your locations – worldwide.

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# The Inteq MoDA/Framework®

## For Business & Systems Analysis



MoDA: Model Driven Analysis

[www.inteqgroup.com](http://www.inteqgroup.com)

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### **Inteq's MoDA/Framework™ - Smarter Analysis, Better Requirements, Immediate Results!**

Inteq's MoDA/Framework™ has emerged as the worldwide standard for business and systems analysis. The framework delivers breakthrough speed, accuracy and depth of analysis. The framework is a cohesive body of knowledge, consisting of practical techniques and proven concepts that utilize intuitive visual diagrams to rapidly discover, critically analyze and clearly blueprint forward-facing business requirements.

The MoDA/Framework™ is the Rosetta stone of business and systems analysis. The framework provides the essential common standard for clear communication of business knowledge among analysts, business domain experts and IT professionals. The MoDA/Framework™ is constructed from recurring patterns of successful analysis gleaned from rigorous application of these techniques.

The MoDA/Framework™ is leverage, cutting through the noise and chaos of business and systems analysis. It represents standardized best practices that business and systems analysts can consistently and effectively apply across projects, across the organization.

Inteq's MoDA/SMART™ business and system analysis training programs are seamlessly integrated and cohesively organized around the MoDA/Framework™. Our programs provide the essential critical thinking skills, conceptual knowledge and best practice techniques to rapidly identify, define and analyze business requirements - and to develop clear, complete, accurate, validated functional requirements.

All Inteq training programs are available on-site at your location and via open enrollment at various locations and dates throughout the year.

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