GENERAL SERVICES ADMINISTRATION
Federal Supply Service
Authorized Federal Supply Schedule Price List

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu driven database system. The INTERNET address for GSA Advantage! is: www.GSAAdvantage.gov.

Schedule Title: Multiple Award Schedule (MAS)
FSC Group: Professional Services
FSC/PSC Codes: R408, R704

Contract Number: GS-10F-0127X

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov.

Contract Period: February 28, 2011 – February 27, 2021

The INTEQ GROUP
5445 DTC PKWY STE P4
GREENWOOD VILLAGE, CO 80111-3059
Phone Number: (512) 899-9600
Fax Number: (512) 532-0970
www.inteqgroup.com
Contact for contract administration: James Proctor, Director–Professional Services
jpro@inteqgroup.com

Business size: Small, Woman Owned, WOSB

Current as of Modification Number #PS-0031 effective November 19, 2020
CUSTOMER INFORMATION

1a. Table of awarded Special Item Numbers (SINs):

<table>
<thead>
<tr>
<th>SIN #</th>
<th>SIN Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services</td>
</tr>
<tr>
<td>611430</td>
<td>Professional and Management Development Training Order-Level Materials (OLM)</td>
</tr>
</tbody>
</table>

1b. Identification of the lowest priced service for each special item number awarded in the contract:

<table>
<thead>
<tr>
<th>SIN #</th>
<th>Service/Course</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>Associate Business Analyst</td>
<td>$125.94</td>
</tr>
<tr>
<td>611430</td>
<td>Business Process Analysis</td>
<td>$1,529.47</td>
</tr>
<tr>
<td>611430</td>
<td>Business Systems Analysis</td>
<td>$1,529.47</td>
</tr>
<tr>
<td>611430</td>
<td>Business Data Modeling</td>
<td>$1,529.47</td>
</tr>
</tbody>
</table>

1c. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided.

See page 5

2. Maximum order for each SIN:

<table>
<thead>
<tr>
<th>SIN#</th>
<th>MAXIMUM ORDER*</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>$ 1,000,000</td>
</tr>
<tr>
<td>611430</td>
<td>$ 1,000,000</td>
</tr>
<tr>
<td>OLM</td>
<td>$ 250,000</td>
</tr>
</tbody>
</table>

*If the best value selection places your order over the Maximum Order identified in this catalog/pricelist, you have an opportunity to obtain a better schedule contract price. Before placing your order, contact the aforementioned contractor for a better price. The contractor may (1) offer a new price for this requirement (2) offer the lowest price available under this contract or (3) decline the order. A delivery order that exceeds the maximum order may be placed under the schedule contract in accordance with FAR 8.404.

3. Minimum order: $100

4. Geographic coverage (delivery area): Domestic

5. Point(s) of production: Not applicable

6. Discount from list prices or statement of net price: Net prices shown

7. Quantity discounts: None

8. Prompt payment terms: Net 30 days. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.
9. Foreign items: None
10a. Time of delivery: As specified per task order
10b. Expedited delivery: Contact Contractor
10c. Overnight and 2-day delivery: Contact Contractor
10d. Urgent requirements: Contact Contractor
11. F.O.B. point(s): Destination
12a. Ordering address(es): The Inteq Group, Inc.
    4425 South Mopac Building 2, Suite 200
    Austin, TX 78735
    Phone: (512) 899-9600
    Fax: (512) 532-0970
    Email: erich@integgroup.com
12b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs) are found in Federal Acquisition Regulation (FAR) 8.405-3.
13. Payment address: The Inteq Group, Inc.
    4425 South Mopac, Building 2, Suite 200
    Austin, TX 78735
    Email: erich@integgroup.com
    ACH Payments: Contact Contract Administrator
14. Warranty provision: Inteq warrants that it will perform services engagements in good faith with qualified personnel in a competent and workmanlike manner in accordance with applicable industry standards
15. Export packing charges: Not applicable
16. Terms and conditions of rental, maintenance, and repair: Not applicable
17. Terms and conditions of installation: Not applicable
18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices: Not applicable
18b. Terms and conditions for any other services: Not applicable
19. List of service and distribution points: Not applicable
20. List of participating dealers: Not applicable
21. Preventative maintenance: Not applicable
22a. Special attributes such as environmental attributes: Not applicable
22b. Section 508 compliance: Not applicable
23. Data Universal Number System (DUNS) number: 788205610
24. Notification regarding registration in the System for Award Management (SAM) database.
   Registered and active in SAM
# GSA PRICING

## SIN 541611 Labor Rates

<table>
<thead>
<tr>
<th>Labor Category Title</th>
<th>GSA Net Price (including IFF)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Associate Business Systems Analyst</td>
<td>$125.94</td>
</tr>
<tr>
<td>Senior Business Systems Analyst I</td>
<td>$174.11</td>
</tr>
<tr>
<td>Senior Business Systems Analyst II</td>
<td>$218.39</td>
</tr>
<tr>
<td>Senior Business Systems Analyst III</td>
<td>$253.90</td>
</tr>
<tr>
<td>Director Level Business Systems Analyst</td>
<td>$294.71</td>
</tr>
</tbody>
</table>

## SIN 611430 - Training Services

### Business Process Analysis Program
### Business Systems Analysis Program
### Business Data Modeling Program

#### Tuition Schedule for 3-Day On-Site Training

<table>
<thead>
<tr>
<th>Number of Participants</th>
<th>Tuition Per Participant</th>
</tr>
</thead>
<tbody>
<tr>
<td>10</td>
<td>$1,529.47</td>
</tr>
<tr>
<td>12</td>
<td>$1,473.85</td>
</tr>
<tr>
<td>15</td>
<td>$1,418.24</td>
</tr>
<tr>
<td>18</td>
<td>$1,362.62</td>
</tr>
<tr>
<td>21</td>
<td>$1,349.62</td>
</tr>
<tr>
<td>24</td>
<td>$1,292.19</td>
</tr>
<tr>
<td>27</td>
<td>$1,220.40</td>
</tr>
<tr>
<td>30</td>
<td>$1,148.61</td>
</tr>
</tbody>
</table>

**Training Program Tuition Includes:**

- Three days of Inteq's signature, instructor-led, live classroom (onsite or virtual)
  - training with carefully crafted exercises and case studies
- Electronic (PDF) 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 2, 4 and 5-day hybrid training programs.
<table>
<thead>
<tr>
<th>Job Title</th>
<th>Minimum Education and Experience</th>
<th>Functional Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Associate Business Analyst</td>
<td>• Bachelors degree (see note 1)</td>
<td>• Elicits, organizes, analyzes, and documents business requirements via facilitated work sessions and interviews.</td>
</tr>
<tr>
<td></td>
<td>• 1-years of hands-on business systems analysis experience</td>
<td>• Works with senior business systems analysis to validate the models, diagrams and other work session deliverables created by senior business systems analysts.</td>
</tr>
<tr>
<td></td>
<td>• Competency utilizing model driven analysis techniques (see note 2)</td>
<td>• Provides ancillary support services in connection with adapting and integrating Inteq’s business analysis stencils and templates for client projects.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Provides project reporting and documentation associated with project/program objectives and participates in required status meetings.</td>
</tr>
<tr>
<td>Senior Business Analyst I</td>
<td>• Bachelors degree (see note 1)</td>
<td>• Elicits, organizes, analyzes and documents complex business requirements.</td>
</tr>
<tr>
<td></td>
<td>• 5-years of hands-on business systems experience</td>
<td>• Facilitates requirements work sessions with subject matter experts.</td>
</tr>
<tr>
<td></td>
<td>• Competency utilizing model driven analysis techniques for cross functional analysis (see note 2)</td>
<td>• Rapidly develops requirements deliverables such as process maps and activity diagrams from the work sessions.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Provides ancillary support services in connection with adapting and integrating Inteq’s business analysis stencils and templates for client projects.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Provides project planning and scheduling and project reporting and documentation associated with project/program objectives;</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Conducts stakeholder briefings and participates in project status meetings.</td>
</tr>
<tr>
<td>Job Title</td>
<td>Minimum Education and Experience</td>
<td>Functional Description</td>
</tr>
<tr>
<td>-------------------------------</td>
<td>-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------</td>
<td>-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------</td>
</tr>
</tbody>
</table>
| Senior Business Analyst II    | • Bachelors degree (see note 1)  
• 8-years of hands-on business systems analysis experience  
• Competency utilizing modeling driven analysis techniques at the enterprise level for multiple industries (see note 2)                                                                 | • Elicits, organizes, analyzes and documents complex business requirements.  
• Facilitates requirements work sessions that involve complex subject matter that involve reaching consensus among a large number of stakeholders.  
• Provides ancillary support services in connection with adapting and integrating Inteq’s business analysis stencils and templates for client projects.  
• Provides project planning and scheduling and project reporting and documentation associated with project/program objectives  
• Conducts stakeholder briefings and participates in project status meetings  
• Provides project management support including performance monitoring and measurement and project leadership and communications with stakeholders. |
| Senior Business Analyst III    | • Bachelors degree (see note 1)  
• 8-years of hands-on business systems analysis experience  
• Competency utilizing modeling driven analysis techniques at the enterprise level for multiple industries  
• Qualified to teach two of Inteq’s business systems training programs (see note 2)                                                                                       | • Elicits, organizes, analyzes and documents complex business requirements.  
• Facilitates requirements work sessions across multiple business functions across the enterprise and across multiple projects and teams.  
• Provides ancillary support services in connection with adapting and integrating Inteq’s business analysis stencils and templates for client projects.  
• Provides insight and innovative ideas for improving business processes. Transforms as-is process to potential future state scenarios.  
• Provides project planning, scheduling reporting and |
| Job Title                      | Minimum Education and Experience                                                                                                                                                                                                                                                                                                                                 | Functional Description                                                                                                                                                                                                                     |
|-------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Director Level Business Analyst | - Bachelors degree (see note 1)  
- 8-years of hands-on business systems analysis experience  
- Competency utilizing modeling driven analysis techniques at the enterprise level for multiple industries  
- Qualified to teach Inteq Business Systems Analysis, Business Process Analysis and Business Data Modeling training programs (see note 2)  | - Elicits, organizes, analyzes and documents complex business requirements.  
- Facilitates requirements work sessions across multiple business functions across the enterprise and across multiple projects and teams.  
- Provides ancillary support services in connection with adapting and integrating Inteq’s business analysis stencils and templates for client projects.  
- 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.  
- Provides project planning, scheduling reporting and documentation support associated with project/program objectives;  |
<table>
<thead>
<tr>
<th>Job Title</th>
<th>Minimum Education and Experience</th>
<th>Functional Description</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>• Conducts stakeholder briefings and participates in required meetings and related project support services.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Project management support including performance monitoring and measurement and project leadership and communications with stakeholders.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Provides program integration and close-out services.</td>
</tr>
</tbody>
</table>

**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, Facilitators and Program/Project managers, regardless of job title, are thoroughly trained and highly proficient in utilizing Inteq’s MoDA/Framework™ and Inteq’s stencil and templates for business and systems analysis. This ensures rigorous, thorough, consistent high-quality analysis among our consultants and across client projects.
Business & Systems Analysis Training Programs
You will learn:
- The 5 types of user interactions that form the foundation for all business system requirements
- Business end-user friendly analysis techniques to rapidly identify and analyze business system requirements
- Techniques to identify and validate complex business scenarios and surface “hidden” requirements
- To transition from an “order taking” hero culture to a professional analysis culture, based on standards and best practices

Part I Program Outline
Introduction and Key Concepts
- Business requirements v. functional requirements
- Model driven analysis
- The 10 myths of requirements analysis

Identifying Baseline Requirements
- 5 types of business system business requirements
- Rapid identification of baseline requirements via the interaction context diagram
- Validating/Anchoring baseline requirements via summary level use cases

Extending Baseline Requirements
- Activity diagramming & the interaction flow of events
- Identifying /analyzing alternative and exception flows
- Analyzing deep requirements via scenario analysis
- Defining forward facing “to-be” functionality

Hands-on Case Study: Participants work together in small groups to rapidly identify, analyze and specify requirements, based on a business case facilitated by the instructor.

Specifying Transaction Requirements
- The visual/model based use case approach
- Organizing and tracking requirements via use cases
- Normalizing recurring functionality
- Distilling test cases from use case scenarios
- Rapid/iterative requirement prototyping techniques

Inteq’s instructor-led format and best practice curriculum, combined with carefully crafted exercises and case studies, is the industry’s most effective business systems analysis training experience.

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

Join over 200,000 business and IT professionals worldwide that have attended our training programs.

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.

Please call us at 800.719.4627 or contact us at info@inteqgroup.com or please visit our website at www.inteqgroup.com.
Business Systems Analysis (Part II) - Discovering, Analyzing & Specifying Business System Business Requirements

Part II is the second day of our acclaimed 2-day instructor led business systems analysis training program

Business Systems Analysis provides the essential critical thinking skills, conceptual knowledge and best practice techniques to rapidly discover, thoroughly analyze and accurately specify business system business requirements from a business perspective.

Part I developed the first core category of requirements – business transactional requirements. Transactional requirements are what business systems need to do to support the business and the rules that define how to do it.

Part II develops the second core category of requirements – business information requirements. Business information requirements are the things that the business needs to know about (Orders, Customers, Reservations, etc.) and the rules for supporting the things the business needs to do (transactional requirements).

Part II also brings Part I and Part II together into a cohesive framework for highly effective analysis and provides key professional skills to enable participants to immediately apply the techniques from Part I and Part II within their organization.

Why Part II is important to you and to your organization

Business information requirements are not technical and are not about data bases. Business information requirements define your organization’s underlying business concepts, rules and reporting requirements from a business data perspective.

Analyzing business information requirements are equally, if not more important, than analyzing transactional oriented business requirements. This category of analysis, however, often takes a back seat transactional analysis.

The result, unfortunately, and far too often, are systems that are based on ambiguous, misunderstood and/or misapplied business terminology and business concepts that do not adequately support transactional requirements and business end-user information requirements.

Who Should Attend?

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

Inteq training is uniquely designed around a cohesive set of practical, highly effective, business end-user friendly, best practice standards – that enable your organization to efficiently leverage analysis resources and business end-user knowledge across the enterprise!

Prerequisites: Business Systems Analysis – Part I

You will learn:

- Key data-oriented business rules that enable analysts to confidently ask deep business questions to ensure precise and unambiguous requirements
- To use state transition diagrams to view requirements from 360º to ensure through analysis
- Techniques to identify and validate complex business scenarios and surface hidden requirements

Part II Program Outline

Introduction and Key Concepts

- Transactional versus information requirements
- Business analysis, not database design
- Enterprise versus project level analysis

Identifying Business Information Requirements

- Deconstructing business terms and concepts - the secret sauce of successful analysis
- Discovering business entities and supporting attributes
- Capturing data-oriented business rules

Extending Business Information Requirements

- State transition analysis
- Entity relationship analysis
- Transactional data versus reporting requirements
- Business metric and business intelligence data
- Specifying information requirements

Hands-on Case Study: Participants work together in small groups to rapidly identify, analyze and specify requirements based on a business case facilitated by the instructor.

Best Practices and Practical Tips

- Scaling analysis to new development, modification of existing applications, vendor commercial products
- Discovery techniques and engaging business users
- Establishing standards to enable consistency
- Leveraging analysis via reference models

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Business Process Analysis (Part I) - Mapping, Metrics, Analysis & Best Practice Improvement Techniques

Part I is the first day of our acclaimed 2-day instructor led business process management training program

Inteq’s Business Process Analysis provides participants with the critical thinking skills, conceptual knowledge and best practice techniques to rapidly identify, map, analyze and significantly improve work activities, business processes and workflow across the enterprise.

Part I develops the skills, knowledge and techniques to enable participants to deconstruct work activities and map business processes; to clearly understand and analyze how their business really works; where and how customer and business value is created/lost; and the key tracking metrics that provide a 360º view of processes.

The skills, knowledge and techniques acquired from this training program apply to any type of business analysis project - from departmental level process refinement to cross enterprise business process re-engineering in preparation for integrating ERP solutions.

Why this training program is important to you and to your organization

Most organizations are structured vertically from a hieratical business function perspective. Business value, however, is created horizontally from a cross functional business process perspective.

The work activities comprising business processes are the nexus among customers, associates, management and other stakeholders - where value is created and the majority of resource hours and budget dollars are consumed.

Efficient, effective, adaptable business processes enable responsive, productive, competitive organizations. Business processes in many organizations, however, consist of a complex web of redundant and inefficient work activities, ambiguous business policies, entrenched procedures and legacy business rules that constrain performance.

These same processes, unfortunately, often provide the source for business requirements for technology solutions - requirements that reflect legacy processes rather than efficient, lean, effective forward facing processes.

Who Should Attend?

Business Process Analysis is presented from a business perspective for Business Analysts, Business Systems Analysts, Project Managers, IT Professionals and business send users and other stakeholder involved in business requirements and business process processes analysis and improvement.

In Part I you will learn to:

- Map business processes - the foundation for analysis
- Utilize a practical set of measurements and metrics to identify and analyze key indicators
- Rapidly identify and analyze legacy and forward facing business rules and requirements
- Apply the 7 W’s of business analysis
- Utilize the 5 essential business analysis questions

Prerequisites: N/A

Part I Program Outline

Business Process Essentials

- Introduction and key concepts
- Effectiveness and efficiency – the lens for analysis and improvement
- Horizontal (business function) versus vertical (business processes) analysis
- Recognizing business change drivers

Business Process Mapping

- Identifying work activities and roles
- Mapping business processes (‘what’ the business does)
- Recognizing cross functional handoffs
- Process mapping best practices and practical tips

Deconstructing Work Activities and Workflow

- The 7 W’s of business analysis
- Detailing work activities (‘how’ the business does what it does)
- Rules based work activities versus knowledge and judgment based work activities

Measuring Business Process

- Measurements, metrics and indicators
- Why/what/when/how of measurement
- Strategic, operational and tactical metrics
- Identifying key performance indicators

Hands-on Case Study: Participants work together in small groups to map and analyze a business process based on a business case facilitated by the instructor.

Inteq’s instructor-led format and best practice curriculum, combined with carefully crafted exercises and case studies, is the industry’s most effective business process training experience.

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Part I developed the skills, knowledge and techniques to enable participants to clearly understand and analyze how their business really works.

Part II develops the skills, knowledge and techniques to enable participants to apply a wide range of practical, proven, real-world tactics and techniques to drive breakthrough improvement in business processes.

Part II also brings Part I and Part II together into a cohesive framework for highly effective analysis and provides key professional skills to enable participants to immediately apply the techniques from Part I and Part II within their organization.

Why this training program is important to you and to your organization

Today, more than ever, the business end user community is taking ownership of their business processes and is working smarter and more closely with business analysts, systems analysts and developers in analyzing business requirements. Business Process Management is much more than a training program. It’s your best practice how-to-guide that provides the key concepts, critical thinking skills and hands on business analysis techniques to enable you to have an immediate impact on your organization.

This training will enable your organization to not only survive, but thrive, in today’s hyper competitive, chaotic, rapidly changing, global business environment.

Analyzing business requirements and improving business processes is not a technical thing! It’s a business thing! People that have the skills to drive efficient, lean, effective forward facing business processes are rare, extremely valuable and indispensable to any organization.

The skills, knowledge and techniques acquired from this training program apply to any type of business analysis project - from departmental level process refinement to cross enterprise business process re-engineering in preparation for integrating ERP solutions.

Who Should Attend?

Inteq’s Business Process Analysis training program is designed for Business Analysts, Systems Analysts, Project Managers, Subject Matter Experts and Business End Users actively involved in the requirements analysis and business process improvement.

In Part II you will learn to:

- Quickly identify and analyze process gaps and accurately identify the root cause/source of gaps
- Analyze and improve underlying business rules - policies, practices, procedures, guidelines, etc.
- Identify work silos and improve cross-functional hand-offs
- Utilize business process analysis techniques to improve business systems analysis

Prerequisites: N/A

Part II Program Outline

Business Process Improvement Essentials

- The Process Change Continuum - Process refinement / redesign / reengineering
- Dimensions of effectiveness – the context for business process improvement
- Organization culture enablers of and impediments to business process improvement

Critical Analysis of the Existing “as-is” Process

- The 5 key critical business analysis questions
- Identifying and analyzing process gaps
- Challenging legacy business rules
- Conducting forward facing analysis
- Performing root cause analysis

Business Process Improvement Techniques

- Low-tech/no-tech process improvement techniques
- Technology based process improvement enablers
- Standardizing variation in performance and harmonizing multiple versions of a process
- Reducing redundancy via centers of excellence

Hands-on Case Study: Participants work together in small groups to rapidly analyze and improve a process based on a business case facilitated by the instructor.

Business Process Best Practices & Practical Tips

- Transitioning from “as-is” to “to-be”
- Business v. business systems requirements
- Techniques for mining deep tribal knowledge
- Business change management considerations

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Business Data Modeling (Part II) – Analyzing Business Requirements from an Enterprise Perspective

Part II is the second day of our acclaimed 2-day instructor led business data modeling training program.

Business Data Modeling Part I provided participants with the entity-relationship (ER) diagramming techniques and critical thinking skills to discover, analyze and specify key business concepts and the underlying data-oriented business rules.

Business Data Modeling Part II takes analysis to the enterprise level by analyzing requirements from the perspective:

> That requirements often transcend a specific in-the-moment individual project/solution and often need to support multiple business end-user roles and business requirements across multiple business processes across the enterprise.
> That “how” an organization operates is continually changing – and, accordingly, business requirements are not static, but change continually and rapidly over time.
> That requirements are often more complex when they are scaled to the enterprise level than they initially appear at the departmental or business unit level.

Why this training program is important to you and to your organization:

Projects involving the development and/or integration of ERP or cross-enterprise solutions typically also involve analyzing and specifying complex business requirements.

Analysis, in many cases, however, is often conducted superficially from narrow functional “silo-ed” perspective rather than a comprehensive cross-enterprise perspective.

Narrow and/or superficial analysis frequently results in:

> Systems that are rapidly obsolete from a functional perspective and not effective in the long-term in supporting business end users from a cross-enterprise perspective.
> Business end users expending substantial non-productive time creating and maintaining work-arounds in the form of spreadsheets and Access databases, and
> Business processes that become entrenched rather than flexible and adaptable.

Business Data Modeling Part II provides participants with the deep knowledge and critical thinking skills to analyze and specify complex and rapidly changing business requirements from a cross-functional enterprise perspective.

Who Should Attend?

Business and Systems Analysts, Data Modelers and Data Architects, Developers and DBAs and anyone actively involved in discovering, analyzing and specifying cross-enterprise business and systems requirements.

Prerequisites: Inteq’s Business Data Modeling Part I

In Part II Participants learn:

- Advanced analysis techniques that enable you to quickly recognize and accurately analyze complex business rules and validate complex requirements.
- Generalization techniques that enable you to analyze and specify business system requirements from a cross-enterprise perspective.
- Abstraction techniques that enable you to analyze and specify business systems requirements that adapt to rapidly changing business requirements.

Part II Program Outline

Identifying, Capturing & Analyzing Recurring Patterns of Complex Data-Oriented Business Rules:

- Recursive hierarchies
- Recursive networks
- Multi-recursive relationships
- Super type/sub-type relationships
- State transition relationships
- Multi-dimensional relationships

Cross-Enterprise Abstraction and Generalization:

- Generalizing business entities
- Static vs. dynamic business entities
- Analyzing meta-data for abstractions
- The “meta entity” pattern
- Extending ER diagrams to logical data models

Putting it All Together – Case Study:

Participants work in small groups to analyze a complex business case facilitated by the instructor and create a detailed E/R diagram utilizing a variety of advanced patterns and analysis techniques.

Best Practices and Practical Tips:

- Logical to physical transformation considerations
- Specifying and managing requirements from an enterprise perspective
- Working with the business from a cross-enterprise perspective

Inteq’s instructor-led format and best practice curriculum, combined with carefully crafted exercises and case studies, is the industry’s most effective business data modeling training experience.

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Inteq's MoDA/Framework® - Smarter Analysis, Better Requirements, Immediate Results!

Inteq's MoDA/Framework® is designed for organizations that are frustrated with traditional requirements techniques that are resource intensive, time consuming and often result in ambiguous text based requirements (bullet lists / indented outlines) subject to a wide range of interpretation and often contain errors and gaps that are not discovered until production.

The MoDA/Framework® is a cohesive, best practice, business-oriented standardized approach and supporting body of knowledge for rapidly defining high quality business and user requirements.

That Framework utilizes industry standard, business end-user friendly (non-technical) models / diagrams that provide a integrated, intuitive, consistent, visual approach to business and systems analysis - enabling your organization to efficiently leverage analysis resources and business knowledge across the enterprise.

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

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