

Convergence Solutions

The solutions of BTM Corporation improve the overall business performance of our customers by focusing on the areas that pose the greatest strategic and operational challenges, enabling them to accelerate their path toward convergence. They utilize the characteristics defined by the BTM Maturity Model™ to assess organizational maturity rapidly and leverage our pre-defined and on-demand management framework, applications and templates - collectively, the BTM 360™ product suite - to execute a concept to value lifecycle for our customers.

BTM Convergence Solutions accelerate implementation of the management capabilities needed to converge business and technology. As a result, they improve the strategic position, financial performance, and operational efficiency of our customers, as well as addressing their business model innovation needs. The delivery approach of our solutions not only differs in substance, but also in value, predictability and pragmatism, with a focus on fixed-fee deliverables to maximize the impact of each deliverable, for each customer, while containing costs. This eliminates the typical time and materials barrier to assembling a solution, therefore resulting in frequent and predictable value delivery by our highly specialized process and domain specialists, along with an extended team of on-demand BTM Experts.

Our solutions focus on the following areas and deliver the ability for customers to:

- **Business Agility**

Reduce the complexity of an organization, supporting a more effective use of resources and enabling the business to take advantage of rapidly changing market opportunities.

- **Governance & Investment Management**

Assure that resources are applied to the most strategic investments needed for competitive excellence and market success.

- **Extended Enterprise**

Adapt to the evolving global knowledge economy by identifying and assembling a set of strategic partners to leverage distinct competencies utilize a distributed pool of technology and resources.

- **Innovation & Growth**

Support growth objectives by establishing a repeatable commercialization process and metrics for the continuous creation of competitive advantage.

- **Service Delivery Optimization**

Define, design, implement and support delivery of business and technology services to drive the efficiency, responsiveness and competitiveness of the business.

- **Shared Services**

Converge and streamline an organization's functions to ensure they deliver the services required of them as effectively and efficiently as possible.

- **Strategy Execution**

Ensure that initiatives originate from an overall business strategy with processes and structures that measure improvements in business performance consistently.

These customer-specific solutions improve the strategic position, financial performance, operational efficiency and business model innovation needs of large private and public enterprises, government agencies and social businesses around the globe. Value-based and performance-driven, pricing begins at \$250k, per solution.

Customer value includes rapid, frequent, and predictable delivery

- Swift identification of root causes based on assessment tools and diagnostics
- Accelerated creation of capabilities that leverage extensive body of knowledge, intellectual property and domain experts
- Optimized service delivery designed for re-use and utilization of pre-existing content
- Well-defined roles for customer team members with a combination of virtual and customer site collaboration
- Mutually agreed upon Program Governance model with common performance objectives, timelines and objectives

BTM Global 2000™

BTM Global 2000 provides solutions and services that improve the strategic position and financial performance of large private and public enterprises by institutionalizing-- management capabilities to accelerate business technology convergence. Our solution and service offerings utilize the characteristics defined by the BTM Maturity Model to assess organizational maturity rapidly, implement our on-demand and pre-defined management framework, applications and templates, and execute the concept to value lifecycle for our customers.

Visit: <http://www.btmglobal2000.com>

BTM Government™

BTM Government helps improve the efficiency, effectiveness and financial performance of Government Agencies by institutionalizing management capabilities to accelerate business technology convergence. Offerings are driven by our Management Solution Centers which utilize the characteristics defined by the BTM Maturity Model to assess organizational maturity rapidly, implement our pre-defined management framework, software and templates, and execute the concept to value lifecycle for our customers.

Visit <http://www.btmgovernment.com>

BTM Agrim™

BTM Agrim innovates social business models by converging business and technology. Our solutions create concept to commercialization of products and services by working with global 2000 companies, governments, NGO's and social entrepreneurs to address the needs of underserved emerging markets. Our Solution and Incubation Centers utilize our unique Innovation Engine to create collaborative environments that allow our customers and partners to focus resources and attention on their core business initiatives.

Visit <http://www.btmagrim.com>