



**Simatec**

**An Endeavor In  
Excellence**



# About Us

Dedicated to providing innovative ways in helping enterprises achieve their business objectives through the intelligence of their people, vision of the business, and power of technology.





# Our Motivation

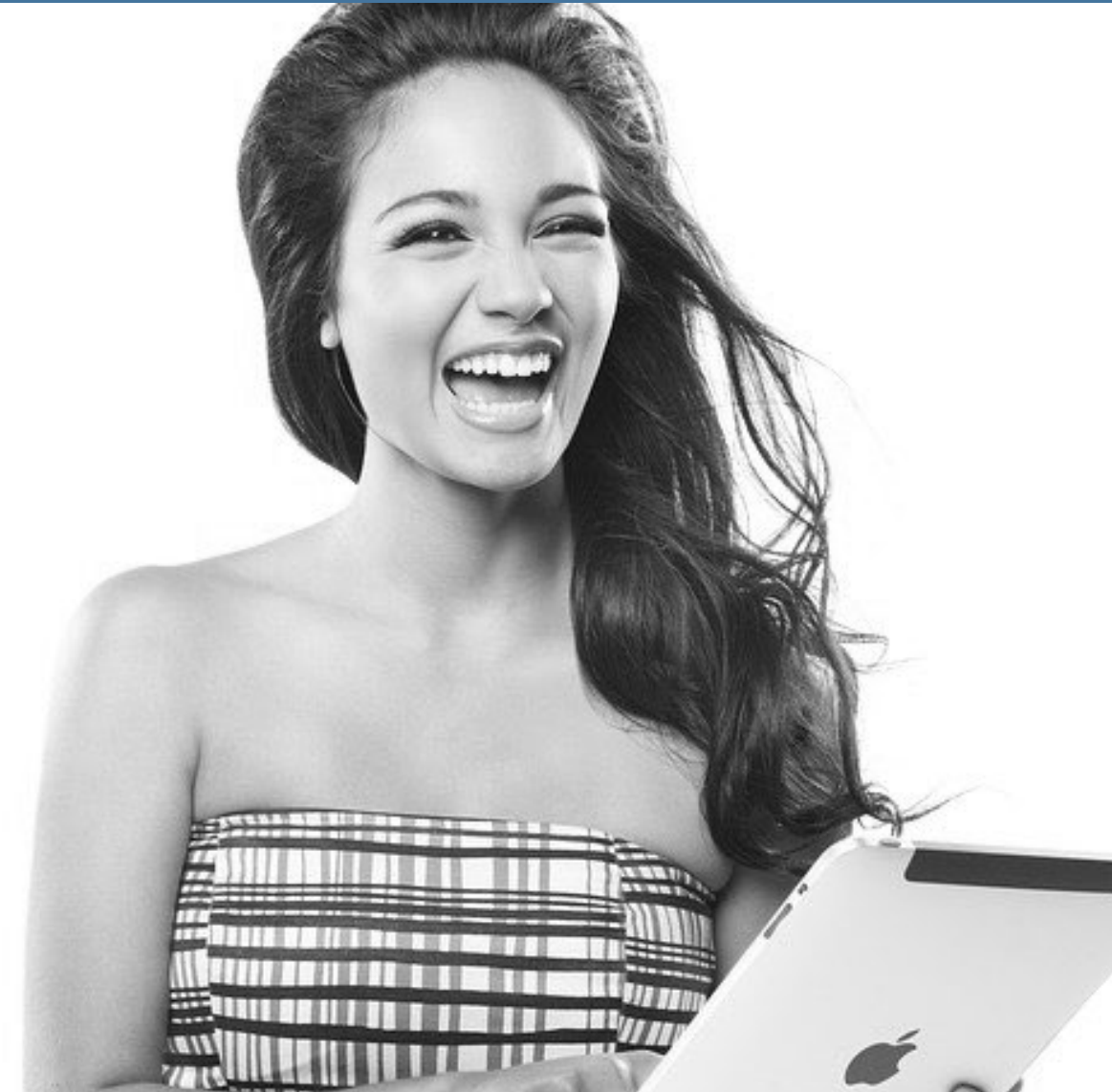
Be transformational leaders, strategic partners, and trusted advisors for enterprises to enable their business, engage their stakeholders, and exploit their technology in unprecedented ways.

# Our Offer

Engage in a collaborative partnership with your enterprise.



# Our Objectives



## Transformational Leaders

As leaders, help guide your enterprise into the service-oriented, stakeholder-engaged, information-age transformation.



## Engaged Partners

As partners, assist your enterprise reach their goals and achieve their objectives.



## Trusted Advisors

As advisors, be true advocates of your enterprise's mission and vision.

# Our Approach

Propose an alternative way you can see, understand, and manage your enterprise.



Our approach of independent perspective, innovative thinking, and integrated approach allows us to provide more comprehensive, cohesive solutions.

An independent viewpoint means we listen to our clients and ask the tough questions through candid dialog.

We critically assess your business and organizational needs with no preconceived ideas and assumptions.

We offer solutions that are most appropriate for your enterprise without any alliances or vendor bias.



# Independent Perspective



Critical thinking, allows us to understand your enterprise's problems, demonstrate real answers, and execute innovative solutions.

Through a systematic process we help you sense the trends, consider the possibilities in order to seize new opportunities.

Revolutionary ideas and extraordinary solutions are only possible when an organization is willing to overcome associative hurdles from within.

# Innovative Thinking







Our integrated approach gains understanding of the issues that your enterprise deal with by treating the three fundamental architectures of business, organizational, and technology as equal in importance and capability to contribute to the success of your organization.

An unbiased commitment to business viability and organizational vitality drives us to take a comprehensive approach to reveal how your enterprise can deliver realized business value.

# Integrated Approach



# Our Results

Define strategic intent, drive operational excellence,  
and achieve transformational results.

As your trusted partner, we ensure your enterprise's strategic intent is based on business soundness and organizational awareness. We help align your business strategies and organizational goals, and technology objectives.

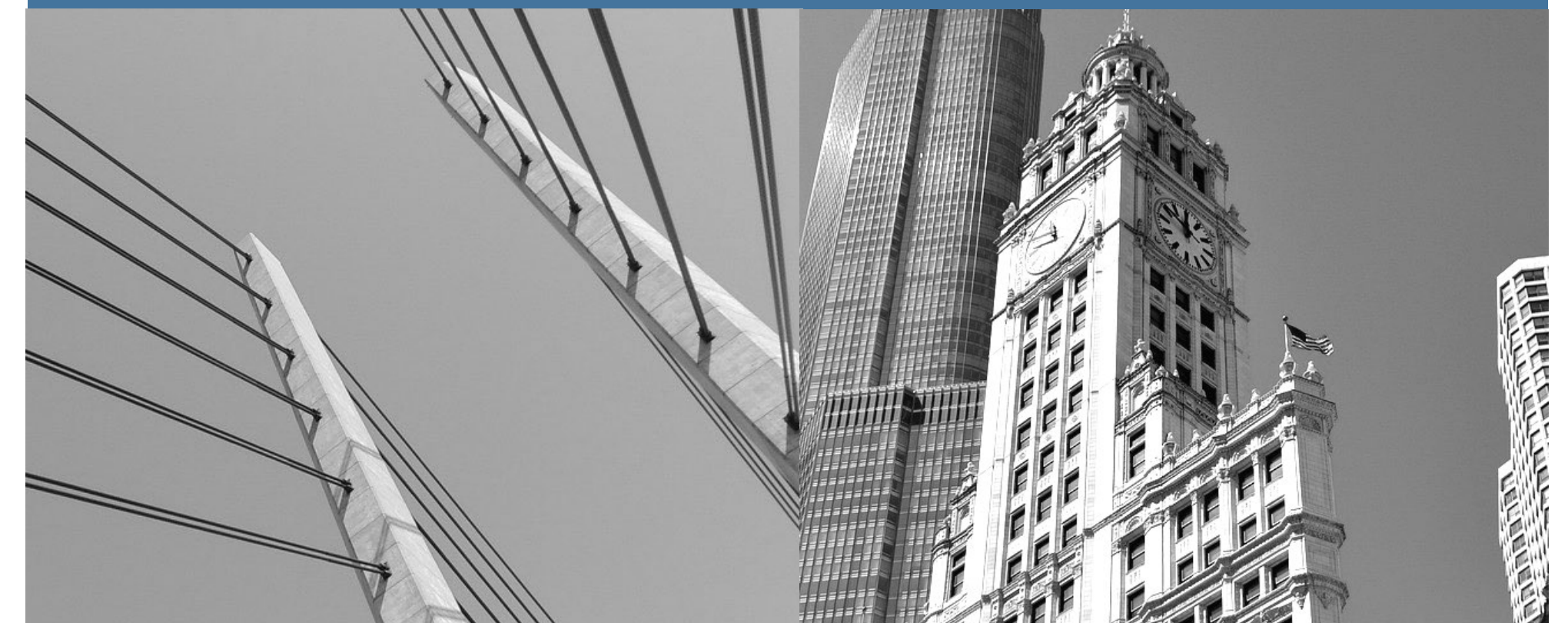
Business rationalization, organizational development, and technology investment provide the ways and the means of promoting innovative solutions, delivering quality services, and enhancing business capabilities. This translates to bottom-line returns on your strategic initiatives.

Our engagements deliver actionable strategic business, organizational development, and technology investment plans formulated based on best practices that is structured within a governance framework.



# Strategic Intent

Define the motivation that sets a clear direction and drives an optimized execution.



# Operational Excellence

Optimize the business and IT capabilities through the development of 'hot spots' of opportunities and the improvement of 'focus areas' of existing capabilities.



Improving performance, minimizing costs, and providing solutions requires designing sound operational processes and organizational structures.

We enable your enterprise to make better decisions, be more responsive, and operate more efficiently through the application of governance, best practices, process optimization, and organizational synergy.

Our operations optimization engagements are designed to tune your enterprise to more effectively utilize resources, efficiently perform activities, and establish mutually beneficial partnerships.

Programs and initiatives put the strategic intent in action. These initiatives, tied to new enterprise directives and key business strategies, typically represent highly visible, mission critical items on the executive's agenda. Misconceived, misaligned, and mistimed initiatives can drain an enterprise financially as well as degrade its competitive posture.

With less margin for error and tolerance for failure on major initiatives, enterprises must assess and manage its pain points by addressing the business barriers that exist and organizational forces at play such as culture, climate, employee disengagement, and informal networks.

# Transformational Results

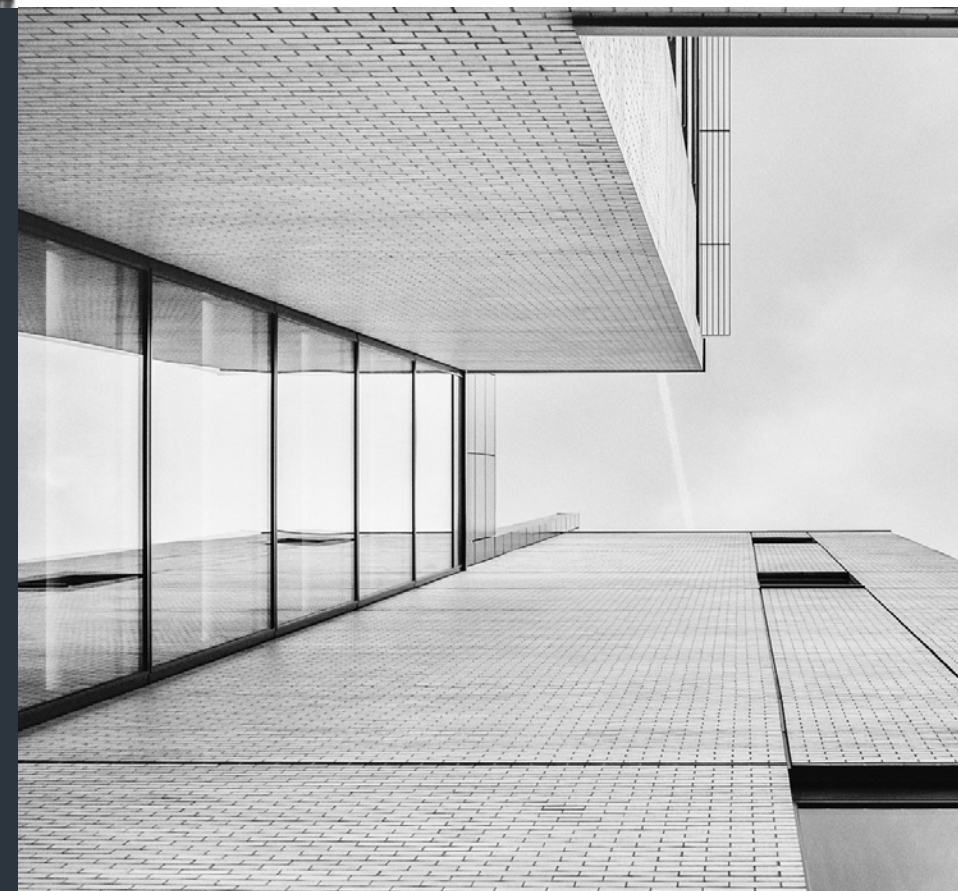
Create and sustain synergy through continual  
change.





# Our Proposal

Offer an alternative means to assess and manage your enterprise through transformational change that leads to sustainable synergy.





# What Defines Us



## Comprehensive

While many, if not most, strategic plans, enterprise architecture designs, and operations improvement initiatives focus on the business and IT to achieve alignment, Simitec suggests and equal emphasis to the organizational frame of reference of culture, workplace climate, stakeholder relationships, and organizational networks. Our multilateral assessment helps to ensure that 'hot spots' of opportunities are seized and 'focus areas' of improvements are addressed.



## Balance and Holistic



We take a balance and holistic understanding of the complexity of an enterprise through the two lenses of the workspace and workplace comprised of the three frames of references of business, organizational, and technology to develop a more comprehensive, but simplified view of the enterprise. Our framework and methodology propose the ways to address the interrelationships, interdependencies, congruencies, and contradictions that exist within every enterprise.



## Value Delivery

Simitec's engagements provide the expertise and leadership required for end-to-end strategy delivery, management consultation, and successful project definition to which we hold ourselves accountable. Our strategy engagements ensure that the enterprise produces business value by grounding all initiatives in the strategic intention of the business. We measure success not only by the direct value of our deliverables, but by the lasting positive impact on the enterprise and its stakeholders.



# What Defines Us

## Independent

As client advocates, Simatec is not constrained to particular technologies, products, or vendors. This objectivity allows us to gain actionable insights, provide manageable recommendations, and issue advice that are designed to meet our client's needs without conflicts of interest. This ensures that we never compromise on our neutrality and integrity.



## Talent

We challenge the status quo envisioned with a future where organizations use people's natural abilities combined with their acquired competencies. Simatec knows that people possess natural abilities, who perform best using their natural competencies and behavioral tendencies. It is key to utilize those natural tendencies to achieve optimum performance. We do everything possible to build heterogeneous teams that use people's natural lead that ultimately results in creative solutions to difficult, complex problems.

## Experience

Our highly proficient professionals have experience at all organizational levels – strategic to operational. We have operated for over 25 years inside of complex and demanding business and IT environments. Simatec never uses client engagements as on-the-job training for aspiring professionals. Instead, we provide well-seasoned professionals who have the depth of experience and business knowledge to understand our client's challenges.





# Our Perspective

A new era with new challenges demand new ways of doing things.



# Our Perspective

## Philosophy

The complexities and uncertainties within the enterprise do not exist from its structure, but its underlying relevancies and relationships and associated congruencies and contradictions.

## Framework

A proposed framework and methodology that offers an alternative means to create continual, transformational change that results in sustainable synergy driven by a philosophy that fundamentally changes the way we view, assess, and manage the enterprise through a more comprehensive, cohesive model.

## Methodology

An enterprise that possesses the attitude (willingness) and aptitude (ability) to relentlessly differentiate its workspace and distinguish its workplace to create an epicenter of balanced, sustainable synergy by becoming more proactive and predictive in everything it does.



# Our Services



## Business Rationalization

- Define Strategy
- Describe Business Model
- Detail Business Capabilities



## Organizational Development

- Determine Environment
- Designate Stakeholders
- Discover Networks



## Technology investment

- Deploy Business Technology
- Deploy Organizational Technology

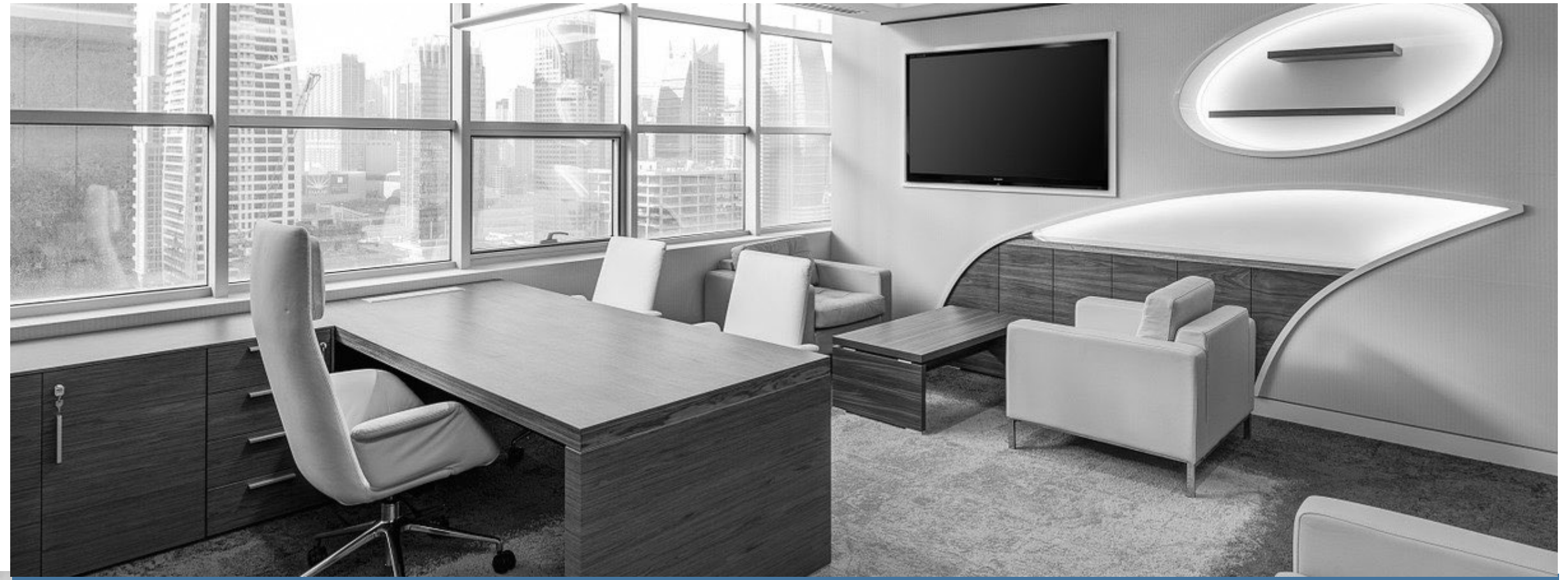


# Founder's Story

David Mack established Simitec with the fundamental purpose of being a strategic partner and trusted advisor to executives and leaders. While working in various roles within complex environments for global firms, David discovered firsthand the relevancies, relationships, congruencies, and contradictions that commonly exist within organizations. From years of experience combined with extensive research, David developed a framework and methodology based on the philosophy of 'Enterprise Relativity.' This allows a balanced, holistic perspective in order to see the frames of reference that exist among the business, organizational, and technology architectures within every enterprise.

Based on this philosophy, the Strategically Enabled Enterprise (SEE) framework and methodology was created to provide leaders with a more comprehensive, but simplified view of the enterprise. In essence, break down the complexity of enterprise into the basic dimensions to gain greater understanding of the business barriers, organizational forces, and technology limitations that are at play.

Our commitment to the model is how Simitec strives to help enterprises better lead their organization, perform their operations, and manage their technology. Using our framework and methodology, we offer premier management consulting services. Our technical proficiency combined with business savviness and organizational awareness, we produce structured, transformational change that leads to sustainable synergy.



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