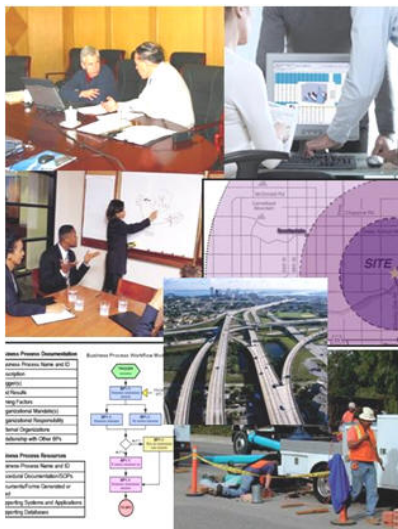




COMPANY OVERVIEW

About Croswell-Schulte



Croswell-Schulte is an independent consulting firm providing information technology evaluation, design, planning, and implementation services for public sector organizations. We offer in-depth experience with information technology development and management. Croswell-Schulte provides consultation and implementation support for key technology areas crucial to public sector and utility organizations including:

- Enterprise information architecture (EIT)
- Geographic information systems (GIS)
- Infrastructure asset and real property management systems
- Records and content management systems
- E-Government, E-Commerce

We address all aspects of IT programs and projects: technical, organizational, and financial, to provide practical solutions to our clients' business needs. Our strength is our understanding of information technology and how best to implement it to serve our clients' needs.

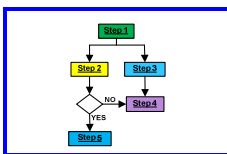
Croswell-Schulte IT Consultants is lead by Peter Croswell, a recognized expert and leader in information technology planning and implementation.

Croswell-Schulte Services



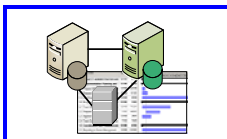
Information Technology Research, Education, and Orientation

Research on information technology trends and products • custom presentations and briefings for management, technical staff and users • design and organization of technical training programs.



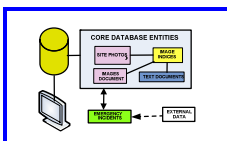
Business Process Evaluation and Improvement

Business process description and modeling - analysis of business process workflows • business process improvement • identification of information technology enhancements for business processes.



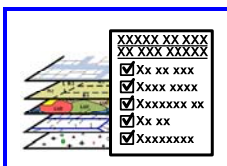
IT Assessments and Planning

Assessment of current IT systems, data, staff, policies, and procedures • identification of IT system and organization needs • strategic planning for IT programs • implementation and business planning for IT development • financial analysis and business case preparation.



IT Design and Development

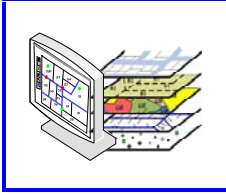
Enterprise IT architecture design • system integration analysis and design • database modeling and design • cost benefit analysis and business case preparation • IT standards and best practices development • specifications for vendor software and services and support in procurement.



GIS Requirements Evaluation and Planning

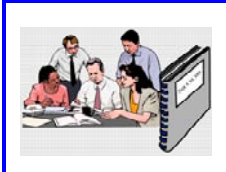
Assessment of current GIS resources, staffing, policies, and management structure • examination of enterprise GIS program coordination • identification of business needs for GIS data, systems, and applications • strategic planning for GIS programs • implementation and business planning for GIS development • planning for GIS program outreach and promotional campaigns

Croswell-Schulte Services (continued)



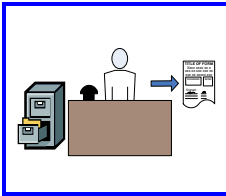
GIS Design and Implementation Support

GIS database modeling and design ▪ support in GIS database development and integration ▪ GIS application design and development; financial analysis and business case preparation ▪ GIS program organizational development ▪ policy, standards, and best practices development ▪ specifications and support in GIS vendor product/service procurement ▪ on-site project and program management support.



Project and Program Review, Audit, and Management Support

Independent review and evaluation of IT and GIS programs and projects ▪ examination of management structures, staffing, technical components, and performance measures ▪ recommendations and briefings for project and program improvements ▪ on-site management and technical support to management and technical staff.



Records Management Program Development

Document and records inventory ▪ evaluation of document-related workflows ▪ evaluation of needs for records management programs (formal policies, retention schedules, practices for records storage and access) ▪ evaluation of needs and preparation of specifications for document/content management system development ▪ support in establishing records management programs and systems.

Croswell-Schulte Consulting Sectors

Client Sector Scope:

Croswell-Schulte specializes on work for the public sector and groups with which they interact. This includes government agencies at all levels and a wide range of service delivery organizations including:

- Federal Government Agencies
- State and Provincial Governments
- Local Government Jurisdictions (County, City, Town, Village)
- Regional Agencies (special agencies, councils of governments, commissions, or authorities with planning, service or land management responsibilities)
- Public Utility Organizations (water, wastewater, and electric utilities: municipal or county government-based utility departments, utility districts, and cooperatives)
- Not-for-Profit Organizations and Associations
- International Governments and NGOs

Vertical Business and Program Sectors:

Croswell-Schulte services address information technology needs for a broad scope of disciplines and programs important to public-sector organizations and we demonstrate our extensive experience and familiarity with the following program areas:

- Public Works and Utility Infrastructure Management
- Transportation Planning and Operations
- Real Property Assessment and Management
- Permitting and Land Development Tracking
- Land Use and Comprehensive Planning
- Public Safety and Emergency Services
- Natural Resources/Environmental Management and Regulation
- Public Health and Social Services
- Economic and Business Development
- Public Records Management

Croswell-Schulte Consulting Approach and Philosophy

Our sole focus is on meeting the information technology needs of our clients by providing high-quality and practical advice and solutions. We understand information technology and how it supports the business requirements of our clients. We value integrity, embrace challenges, and demonstrate professionalism in our project engagements. We base our consulting work on the following tenets:

Professional Competency→ Consulting services that draw on sound education, training, research, and on-going professional development that ensures our expertise and use of effective tools, practices, and IT solutions for our clients

Responsiveness→ Appreciation and respect for the needs of our clients and all internal and external factors that impact IT development, deployment, and operations. Our primary goal is to provide services that result in practical IT solutions that address the requirements of the organizations we serve.

Independence→ Objective and comprehensive approach not encumbered by reseller agreements or business relationships that influence our analyses and recommendations. Our unbiased approach is complemented by our experience with a wide array of IT industry products and methodologies.

Dedication→ Hard work and focus on high-quality results. We are problem-solvers who take project responsibility seriously and tackle technical and non-technical challenges to deliver useful and effective results—on time and on budget

Experience→ In-depth familiarity with the information technology industry, products, and service—combined with broad experience with user organizations and their business needs that information technology supports

Croswell-Schulte Qualifications

Our successful consulting work is based on our experience, training, and in-depth familiarity with the needs of our clients. Specific qualifications that characterize Croswell-Schulte's people, services, and consulting approach include:

- Broad **experience in IT planning, implementation, and operations**—as consultants, users, and information technology managers
- **Education, training, and professional certifications in IT operations and management** with an on-going emphasis on professional development
- Broad **familiarity with public sector organizations** and in-depth knowledge of programs and business needs of federal, state, regional, and local governments and utility organizations
- Extensive **skills and use of effective techniques** for information gathering, analysis, and consensus building
- Communication skills including the **ability to convey and promote IT concepts and implementation initiatives** to senior management, users, and technical personnel
- **Well-versed with policies, organizational governance, legal issues, and organizational mandates** that impact information technology implementation and management
- **Hands-on experience** with IT development tools, standards, and popular software packages—with on-going monitoring of IT industry products and trends
- **Leadership** by President, Peter Croswell, recognized expert in IT planning and implementation

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projects@croswell-schulte.com (submit info on upcoming projects, RFPs, etc.)



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