

## Reap the Benefits of the Knowledge and Experience of Progress with PS2 PERFORM

Progress Software understands the value in delivering high-quality and cost-effective projects that meet or exceed your business needs. For that reason, we have strengthened our own consulting expertise by adding a new comprehensive set of tools and best practices for our use in a project's initial planning, management, and close. PS2 PERFORM helps ensure that every project is managed to the highest success, and that we are able to work together to meet or exceed your business goals and objectives.

### BENEFITS

- Minimize risk and help ensure successful project delivery
- Don't reinvent the wheel - take advantage of successful practices from other projects
- Successfully manage your small or large projects with a flexible methodology
- Feel confident in Progress' expertise and proven project management disciplines
- Take advantage of industry best practices and proven methodology
- Partner with a team that will work with you from pre-planning through your project's launch

*"Application development methodologies continue to be a key success factor in implementing complex component-based applications ... methodology content, predefined processes and use of best practices make a big difference."*

*Methodology Market in 2002, Giga Information Group. December 19, 2001*

In today's competitive and shaky business climate, the last thing you need is to take on a risky IT project. In order to make sure that your next project is delivered on budget, on time, and within expectation, there are a number of questions you should ask yourself: How can I make sure the project is properly planned? How do I ensure the use of appropriate process and procedures? How will I know if this type of project has been done before – successfully – in a business similar to mine? How can I be sure I'm partnering with the right consulting partner?

Progress understands this situation, and knows the importance of the answers to those questions. That's why we have created a proven and comprehensive internal consulting framework to make sure we can answer those key questions for you ... and provide the right answers. Our framework combines our own consulting expertise with an industry methodology, intellectual property, and tools to help us partner with you to guide your projects through successful planning, management, and close.

### Working Together for a Successful Solution

In order for any project to be successful – whether it's a large application development project or standard application maintenance and tuning – three key factors need to work in harmony: people, technology, and process. At Progress we believe in all

three, and support our ongoing growth and development in all three areas.

Our people are our strongest asset: with over twenty years of Progress-related consulting experience, our consultants, business development managers, and technical experts have an unprecedented depth and breadth of knowledge on Progress products.

Our technology: Progress products have always been held in high regard for reliability, ease of use, and low cost of total ownership. In addition, we have the technology required to help us manage any Progress-based project – including process software used throughout the project's lifecycle.

The glue that ties it all together is the process. Our process helps us address things like: how to approach different types of projects; which software, tools, and techniques will make the job easier; and which best practices to reuse in different situations.

All three of these factors come together at Progress into a consulting framework called PS2 PERFORM.

### It's All About the Framework

Progress Software Professional Services PERFORM (PS2 PERFORM) is an internal consulting framework built upon industry and Progress expertise,

a consulting methodology, and various tools in support of the methodology. PS2 PERFORM was designed to be a comprehensive solution for handling any project from pre-planning through completion. It's three main components – consulting methodology, intellectual property, and tools – all involve the key factors of people, technology, and process, and all work together to make sure that all aspects of a project's life cycle are considered.

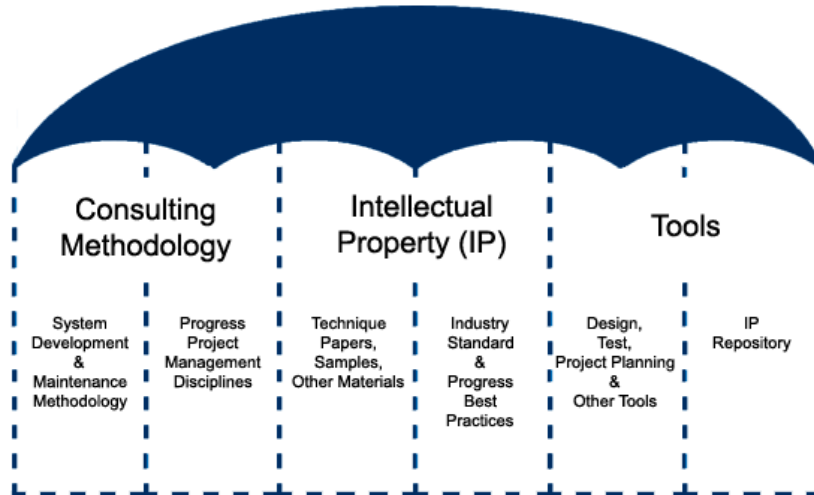
### The Consulting Methodology

The Consulting Methodology is a set of specific ways to complete a project's activities and tasks. Our methodology is based on an industry-leading consulting firm's methodology and is customized with Progress experience and expertise. In addition, Progress utilizes the Project Management Institute's guidelines that lead Progress project managers through all phases of a project's life cycle.

### The Intellectual Property (IP)

Our Intellectual Property is comprised of materials and best practices. The materials in PS2 PERFORM include technique papers, samples, and reference materials our consultants can access and use in every project they

## PS2 PERFORM Consulting Framework



manage. In addition, we have a repository of best practices – including approaches to system development and management – learned from successful Progress projects and industry standards.

### The Tools

PS2 PERFORM houses a number of valuable tools for designing, modeling, testing, and project planning. Our consultants and technical experts use these tools to automate standard processes to make your project's delivery smoother and faster. PS2 PERFORM also includes an IP repository that stores all of our code, processes, and assets in a common location for easy access by our experts while they are working on your project.

### The Bottom Line

Delivering high-quality, cost-effective projects that meet a customer's needs is not an easy task. Fortunately for you, Progress Software understands that and has invested in a consulting framework to reduce risk, foster reuse of knowledge, and deliver those high-quality, cost-effective projects to meet your needs.

For more information about PS2 PERFORM and how it can help ensure success in your next project, contact your Progress sales executive or log on to the web at <http://web.progress.com/consulting/index.ssp>.

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