



INDEPENDENT THINKING.

HONEST ADVICE.

## The IT Executive's Trusted Advisor

Sabot provides independent analysis, advisory, and management consulting. We increase IT's value to the business through risk reduction, efficiency, and improved business alignment. Sabot specializes in IT strategy, enterprise architecture, IT operational effectiveness, procurement execution, analysis and assessment assignments, and project management. We are true client advocates with no preset technology or vendor biases. Sabot has a 10 year track record providing independent thinking and honest advice to IT Executives of some of the largest and most complex organizations.

### Independent thinking. Honest advice.

Individually, these are powerfully valuable concepts. When combined, they set the standard of excellence you should expect from your consulting firm. At Sabot, these concepts are the cornerstone of our culture and the foundation for the way we do business.

Our philosophy of independent thinking and honest advice clearly differentiates us from other consulting firms. It is the driving force behind our commitment to provide our clients with unbiased consulting. We are unfettered by entangling alliances with technology providers. Our independence coupled with our proven methods form the basis for delivering valuable engagements with candor and competency.

We excel in providing our clients with measurable results. Contact us and we will craft your strategic direction, design and optimize your technology operations, and guide your projects to success.



## Strategy

### STRATEGIC SERVICES: STEERING THE WAY

Sabot aligns your technology delivery with your business' strategies and goals. Sabot's strategic services position IT as much more than a productivity enhancer. We enable IT to be a means of promoting innovation, using technology to better understand customers and gain market share. This translates to realizing bottom-line returns on your technology investment.

Great organizations are architected for excellence. Sabot's strategic services establish a perpetual two-way link between your business strategic plans and the information technology used to execute them. Our engagements not only deliver actionable strategic IT plans and enterprise architectures, but leave behind the governance and processes to maintain the alignment they provide. Wrongly decided IT initiatives can cost a company financially and competitively. Sabot, as your trusted strategic advisor, ensures your IT direction rests upon a sound business foundation.

## Operations

### OPERATIONAL SERVICES: DRIVING EXCELLENCE

Sabot optimizes your IT group's people, processes, and technology. Improving performance, minimizing costs, and providing solutions requires designing sound operational processes and organizational structures.

We enable your organization to make better decisions, be more responsive, and operate more efficiently through the application of governance, communications, process standardization, and organizational integration. We seek out and leverage opportunities to reduce costs and improve effectiveness. Our operations optimization engagements are designed to tune your organization to peak output and maximum efficiency. Furthermore, our organizational knowledge transfer helps your people operate more effectively into the future by institutionalizing best practices crafted specifically to your organization's needs.

## Execution

### EXECUTION SERVICES: ACHIEVING SUCCESS

Projects and initiatives manifest the execution of the strategic plan. These efforts, tied to new corporate directions and critical business strategies, oftentimes represent the most visible aspect of an IT executive's purview. There is ever less margin for error and tolerance for failure on major initiatives. Failed or delayed projects are costly. Sabot's leadership and technical oversight provide risk mitigation assurance against budget overruns, schedule delays, system defects, scope missteps, and project failures.

Our project managers and oversight consultants are independent of both your internal teams and technology vendors. We uncover danger areas quickly, effectively resolve them, and lead your initiatives to success.

## Our Key Advantages

### VALUE

Sabot's engagements provide measurable immediate and lasting value to which we hold ourselves accountable. Our strategy engagements ensure IT is providing business value by grounding IT investment in the strategic direction of the business. Sabot's operational consulting will seek out and eliminate waste and inefficiency in daily IT operations. Project delays and failures are expensive sources of waste; Sabot's project management and oversight reduces these risks and avoids these costs.

### INDEPENDENCE

We are true client advocates. Sabot is not beholden to any technologies, products, or vendors. This objectivity allows Sabot to provide recommendations, mentoring, and advice that are designed to meet our client's needs without conflicts of interest. The mix of services we provide ensures that our neutrality and integrity are never compromised.

### KNOWLEDGE TRANSFER

Imparting knowledge is an integral part of every Sabot engagement. We measure success not only by the direct value of our deliverables, but by our lasting positive effect on the client organization and its people. This objective is embedded in everything we do and every deliverable we produce. Sabot engagements multiply the effectiveness of your teams sending them on a path to on-going success.

### UNDERSTANDING

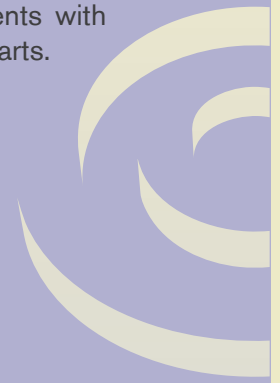
Sabot's approach to consulting combines proven techniques and carefully selected teams to provide solutions tailored to each challenge. Rather than using cookie-cutter methods, we apply best practices and proven tools to fully understand the problem, environment, and organizational context within which we work. Our teams are comprised of cross-functional business and technology domain experts who immediately provide insight and value.

### EXPERIENCE

Our savvy professionals have experience at all organizational levels – executive to analyst. We have operated for over 10 years inside some of the most complex and demanding business and IT environments. Sabot never uses our client engagements as a training venue for aspiring professionals. Instead, we provide well-seasoned thinkers who have the depth of experience and business domain knowledge to solve our client's challenges.

### TRUST

Sabot earns your trust by meeting our commitments and exceeding your expectations. We strive to build the credibility of our IT clients with their business counterparts. A well defined strategy, efficient operations, and successful projects are critical in building and maintaining trust between IT and the business.



## Success Stories

### National Health Insurance Company

Sabot led a cross-functional team of client personnel, from the business program areas, the IT organization and multiple vendors, to plan and implement a health insurance program improvement initiative and system upgrade. Our consultants provided technical direction and leadership to this company-wide effort in numerous areas. Our PMP and Six Sigma certified project managers provided project management, as well as, conducted business process analysis and redesign activities to develop and document the business requirements. Through Sabot's leadership and knowledge transfer, the client was well positioned to update their mission critical systems.

### Global Financial Technology Firm

Sabot performed an analysis of the firm's disaster recovery (DR) and business continuity (BC) plans. Sabot examined existing plans and performed a best practices analysis identifying key areas of risk. Sabot presented an actionable plan to correct the gaps and address the company's DR and BC risks. The client's implementation of Sabot recommendations enabled the company to expand by demonstrating to strategic clients that the company has the appropriate, policies, practices, infrastructure, safeguards and controls in place to provide robust services. Additionally, Sabot serves as a senior management strategic advisor to the leadership team. In this capacity, Sabot has provides ongoing independent perspective on strategic business and technology decisions.

### State-Level Tax Agency

When the \$39.9 billion agency needed to align its Technology Services Division (TSD) with its corporate mission and vision, and position the organization properly to serve California taxpayers, they called on Sabot. The agency sought to expand and improve its use of technology, and with that, maximize the quality of service to its stakeholders and clients. We used a combination of conventional and innovative approaches to gather the business and technical requirements, craft a strategy, and initiate an actionable implementation plan. Sabot's plan integrated technical and managerial solutions enabling TSD to meet and exceed its goals immediately and well into the future.

### Worker's Compensation Insurance Company

The company required a cutting edge telephony system be in place in time for the move to their new headquarters complex. They entrusted Sabot to roadmap their telecommunications future in a 5 year telecommunications strategy. The strategic roadmap provided the context and the requirements for the new VOIP system. We worked with the firm's business leaders and subject matter experts down to the desk-level to develop a comprehensive requirements specification. Sabot developed the requisite procurement documents and provided expertise throughout the selection process. The on-time delivery of a fully functional telecommunications system was a cornerstone of their zero business down time headquarters move.

## Founder's Story

Christopher Eaves and Darren Chiappinelli, the firm's founders, designed Sabot with the sole purpose of being a trusted advisor to executives and managers. While working together in a global broad-based consulting firm, they experienced firsthand some of the inherent conflicts between technology delivery and true consulting. With that in mind, Sabot's suite of services was designed with keen attention paid to eliminating conflicts of interest. Therefore, Sabot only offers advisory, planning, analysis, oversight, and management services. Our faithfulness to this business model is how Sabot can offer independent thinking and honest advice to our clients with an unmatched level of trust.

The firm is highly selective in hiring and developing critical thinkers. Our consultants are technically proficient and highly adept in presenting and communicating to both business and IT stakeholders. Sabot is comprised of professionals with an average of 16 years of system engineering, project management, strategic planning, IT operations and a wide variety of industry experience.

Finally, our culture is one that never confuses activity with results. Our deliverables provide value and are directly actionable. Our technical depth, communications excellence, results orientation, and passion for problem solving make Sabot a truly special company and a valued partner.

# What is a Sabot?

A "sabot" is a ballistics term for a carrier that accelerates a projectile to its target. In similar fashion, our consulting engagements are targeted efforts to transfer momentum and achieve successful results for our clients.



## **Sabot Technologies, Inc.**

Tel: 888.44.SABOT  
(888.447.2268)

Fax: 916.848.3451  
**[www.sabot-tech.com](http://www.sabot-tech.com)**  
**[info@sabot-tech.com](mailto:info@sabot-tech.com)**

### **New York**

245 Park Avenue  
24th Floor  
New York, NY 10167

### **Headquarters**

101 Parkshore Drive  
Suite 100  
Folsom, CA 95630

### **Mountain West**

845 Great Northern Blvd.  
Suite 201  
Helena, MT 59601