

# re·al·ize

(verb)

1. To become fully aware of **something** as a fact
2. To cause **something** desired to happen
3. To translate **something** into money



Realize the **value** of your information.

# Here's **Something** You Should Realize

## Know it. Make it happen. Translate it into money.

To realize the full value of your information requires an IT partner like BSoft Solutions. BSoft will:

- 1) **Identify opportunities faster** for better service, streamlined functions, less waste, higher quality and other value
- 2) **Design and implement change** to better leverage those opportunities with new software, new workflows or new system architectures
- 3) **Produce greater financial returns** from those changes through lower costs, improved pricing, higher volumes, or a combination

That's why there is BSoft Solutions. So our clients realize value.

## The Value You've Been Missing

BSoft empowers your organization to optimize production and deliver smarter services that do more in less time and reduce operational and service delivery costs. We create solutions that take full advantage of previously unrecognized opportunities. These opportunities exist for reasons that may include:

- New workflows could reduce waste and speed service
- Operations could reflect Six Sigma optimizations
- Key technology or process innovations could be adopted
- Synced tasks could eliminate shortages and backlogs
- People and systems could work on higher-value tasks
- Future growth or mission change could be anticipated

That's business value beyond what typical IT delivers. BSoft partners with your organization at all levels to achieve sustainable cost reductions, performance improvements and service innovations not previously considered possible. These improvements scale as demands on your product or services grow.

"From the RFP phase, through the project development and on to the testing phase, I was extremely pleased with BSoft's response times and willingness to accommodate and implement the modifications we required."

– John Buchta, Pypes Exhaust

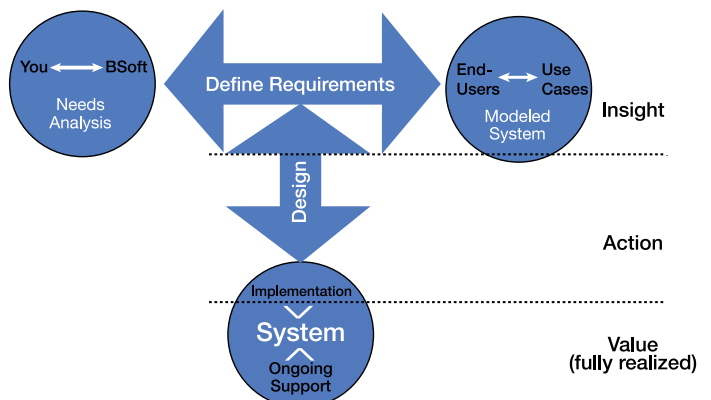
## Better Questions Yield Better Results

As an IT Consulting firm, what makes BSoft different is that we ask good business questions first. Questions that help us understand your business needs like: "What function will the data support?" "How will you avoid data redundancies or task redundancies?" "Is seeing real-time data vital to management?"

There may be a dozen "good" ways to satisfy an IT request. What's important is to satisfy the business purpose of the request. A great solution to the wrong problem isn't a solution if it locks staff into bad workflows, can't scale to meet high demand or can't be extended to support new customers or different applications not originally anticipated.

Cookie cutter solutions only help cookie cutter companies and only achieve cookie cutter results. Your company is special. So you can use what makes you special your intellectual property to create what's never existed before to do what's never been done before.

That's what makes BSoft special. We deliver innovation that fully Leverages your unique assets. Even after "the project" is done, BSoft is still your partner; making sure the innovation we deliver creates the sustainable business value you expect. We assume the innovation risk, so you don't.



**BSoft employs agile development methodologies to 1) envision innovative business models that save money and enhance service; 2) envision system models to realize those businesses; and 3) build systems hardwired to those models (so when the vision changes, so do the systems).**

## Agile Methodology Turns Insight Into Value

To turn insight into value is a process involving various steps. These may include system planning, building applications and interfaces, configuring information flows, designing dashboards and reports etc

So how do you know the outcome is what you expect? We use an agile methodology — an iterative process in which each action impacts all other action via a series of back and forth interactions — starting with needs analysis and ending with on-going system support. The needs analysis starts with our initial questions. Based on your responses, we develop a preliminary requirements definition and using your feedbacks, use cases and prototypes we refine it until a final consensus is reached on requirements definition. System design is always based on these requirements, and the implementation is always based on design.

This careful upfront planning has its advantages: adjustments made early avoid problems later. There's less rework, shorter timelines, lower risk, and faster and bigger paybacks. There is less disruption to on-going operations, and fewer unknowns. The outcome you expect is the outcome you get.

## Custom Apps Leverage Your Intellectual Property

Your intellectual property (IP) can produce tremendous value only if there are custom applications and dashboards in place to actually deliver that value. Since your IP is special, the applications built to deliver it must be too.

But special apps also present special challenges. There's no existing model to follow; they call for a complete understanding the IP's potential business value; and they require creative IT talent, not just technical expertise.

BSoft delivers custom applications tailored to deliver the break-out value unrealized in your intellectual property. In fact, we've developed our own intellectual property around best practices designed to do exactly that. One example is the hardwired insight-to-action, action-to-value development process described above.

That's what sets BSoft apart. High value intellectual property is both our business focus and how we do business.

## Areas of Particular BSoft Expertise Include

- Systems architecture, design and development
- System modeling and simulation
- Online identity management (single sign-on)
- Systems engineering and Integration
- Business process automation
- Business process improvement
- Business process re-engineering
- Logistics information management
- Data visualization and analysis
- Database managements
- Radio frequency identification (RFID)
- Help desk support



## Gain Insight from Your Data

Make better decisions faster with real-time data. BSoft analyzes, understands and in many cases actually develops the key performance indicators that enable more meaningful control of a business. We then integrate disparate operational sources to enable company control in real time through actionable custom dashboards.

## Advance Your Business Process 3 Ways

BSoft offers three ways to achieve a better business process. Which ones you choose (alone or in combination) depends on your answers to questions like those at the right.

Based on your responses, you may choose to *automate*, *improve* or *reengineer* as follows:

### Business Process Automation

This is where we convert an overly labor-intensive process to one that is more system enabled. We supply customized technology precisely tailored to your unique organization needs and processes — extending the functionality of your current systems — without changing the systems themselves.

### Business Process Improvement

This is where we change (but do not replace) the process already in use. The goal is to dramatically improve organization performance by improving quality, reducing waste, and increasing performance.

### Business Process Reengineering

Here the mission is more fundamental. We focus first on what's the right task to be done; and then on how to do it best. We review your organization's current business processes with a clean slate — to determine the best way of improving organization performance (not just system performance). We work with you to identify, analyze and redesign your organization's core processes with the goal of achieving major improvements in critical performance

measures — like operational costs, quality, customer service and speed.

## Questions To Get You Started

Asking the right questions gets you started. So why wait?

- Do your business processes perform efficiently?
- Do they deliver the quality they should?
- Do they perform tasks you need to perform?
- Do you have the KPIs you need to run your company?
- Can you manage these KPIs in real time?
- Do you have clear visibility across information silos?
- Can IT deliver true business value?

If you want better answers, call us. We'll take the conversation to the next level. And if you hire us, we'll take your company there as well.

"I have been working with BSoft Solutions for quite some time and I'm extremely pleased with the results."

– Stephanie Ayers, General Manager, Chicago Dental Supply

## ✓ BSoft Fact Check

**Year Founded:** 2004

**Ownership:** Illinois Corporation

**NAICS Codes:**

- 518210 Data Processing, Hosting, and Related Services
- 541511 Custom Computer Programming Services
- 541512 Computer Systems Design Services
- 541519 Other Computer Related Services
- 541611 Administrative Management and General Management Consulting Services
- 541990 All Other Professional, Scientific, and Technical Services

**Capabilities:**

- Strategic Planning and Management
- Systems Analysis, and Design
- System Development
- System Implementation
- System Automation and Integration
- Program Management
- Data Conversion
- System Operation and Maintenance
- Network Operation and Maintenance

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