



Linking the left brain
and the right brain™

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Are Your Teams Agile Or Fragile?



Do your *technical sales documents* convince buyers?

Is your *disaster response plan* easy to follow in a crisis?

Do you have policies in place that can prevent *security breaches*?

Do your project teams have *clear requirements* they can deliver on?

Have you used *agile project management* to reduce risk?

Can your teams adapt to *changing business conditions* fast enough?

You don't need to **be better** than your competition. You need to **execute better**.

Being agile means having...

- Customer **case studies** that connect you to new buyers,
- **White papers** that explain your ideas and link you to prospects,
- Clear, concise **disaster prevention** and recovery procedures that people can follow,
- Simple processes for avoiding **network security** breaches,
- **Business requirements** that teams can really understand and implement.

We work with IT departments, product development groups and technical marketing organizations.

What kinds of companies?

We work with companies and government agencies of all sizes. Most of our clients provide a business-to-business service or sell an industrial product.

Which technologies?

The underlying technologies are not as important as the people, policies and processes that support them. Our core expertise is in the Windows and Linux environments. We also have considerable expertise in helping companies select and migrate to open-source software.

What is your approach?

Our approach is collaborative. We examine technology from the perspectives of people, policies and processes. Defining and documenting an effective solution requires understanding both the people and process issues. By collaboratively examining your situation from both sides, we can achieve the most effective solution.

What makes you different?

Our ability to extract what really matters makes us unique. We use one-on-one interviewing techniques and group facilitation methods that draw out the important points. This makes it much easier to maximize understanding and establish goals.

Maximize Understanding!

Find someone who has experience in complex technical environments. Someone who can understand your unique situation and tailor a result that's right for you.

Hire a professional that can identify and document what really matters in tune with the needs of your staff, partners and prospective customers. True understanding is achieved when information is presented so that both sides of the brain "get it".

We provide expertise in the areas shown in the following diagram.



We help your team improve their agility by making information interesting and newsworthy. We conduct team interviews and facilitate team discussions to draw out what is most valuable about the subject matter. That way, we can turn dull, drab data into a story that is engaging. By appealing to both sides of the reader's brain, we are able to link information together and turn the light on in the reader's mind.

You do not need to **be better** than your competition. You just need to **execute better**.

DAMICON Has the Experience You Need!

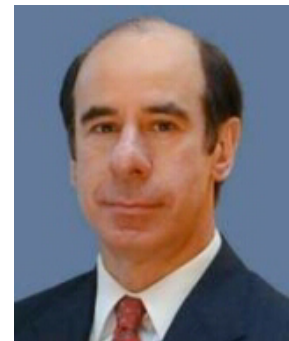
Here is a sampling of the companies we have assisted over the years.

3M Touch Systems
Allen Daniel Associates
Arthur Andersen
AT&T Broadband
Boston Financial Data Serv
Boston Scientific
Cahners Publishing

Commonwealth of Mass
Compaq
Corporate Technologies
EMC
Haley & Aldrich
Houghton Mifflin
Iron Mountain

Keane
Kronos
Millennium Pharmaceuticals
NetManage
Putnam Investments
Sun Microsystems
Wang Laboratories

Vin D'Amico is Founder and President of DAMICON, LLC, your ADJUNCT CIO™. He is an agility expert helping companies respond and adapt to changing business conditions. Ultimately, you don't need to BE better than your competition. You just need to EXECUTE better.



Agile Business Continuity Plans and Security Policies, enable our clients to avoid common problems and rapidly respond to the unexpected. Agile Requirements Specifications, White Papers and Case Studies enable them to seize new business opportunities.

DAMICON has expertise in delivering solutions that work for mid-sized companies in business-to-business and industrial markets.

Call or email us today. There is never any cost or obligation for an initial consultation. Call 781.789.8238 or email vin@damicon.com. You can also get more information at <http://www.damicon.com/>.

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