



Growth Advisory Services That Help Your Business *Thrive!*

Company Overview

Dominic L. Boffa, Owner / Principal



- Business Growth Advisory Services
- About Us...
- Our Value To You
- Our Structured Process
- Pricing and Professional Fees
- Summary
- Our Clients and Affiliations

- **Business and Digital Transformation**
 - We Examine All Your Elements of Growth Incorporating Your Business Goals, Our Insights and Industry Best Practices
 - We Design Balanced Solutions Including People, Process and Relevant Technology Enablers via our *Pathways-to-Grow*™ Process
 - We Provide an Effective Path Forward to Implementation Success
- **Technology Solutions and *CIO-to-Grow*™ Program**
 - Interim / Project-based Services for Businesses that Cannot Afford a Full-time Chief Information Officer
 - Day-to-day Operations, Staff & Organization Development, Systems, Projects and IT Staff Augmentation
- **Project Mgt. Solutions and *ProjectDoctor*™ Program**
 - Proven Project Management Tools and Unique 'Quick-Start' Techniques
 - Program / Project Management Consulting, Training and Audits

- Dom Boffa, *Owner & Principal*



- Dom's passion is in assisting enterprises to fully use innovative people, process design and enabling digital technologies to drive growth, productivity and sustained competitive advantage in a responsible and sustainable way. He has BS degree in System Engineering and MS degree in Industrial Engineering.
- CIO, Aramark Education & VP, Aramark Global Consumer Technology, responsible for driving innovative B2B supply chain and B2C consumer solutions in the Education, Sports, Business Dining & Healthcare contracted dining, facilities services and hospitality marketplaces.
- KPMG Consulting Senior Manager in the Consumer and Industrial Markets consulting practice, specializing in large-scale enterprise systems process design, integration and implementations for a variety of global manufacturing and service-management clients.
- General Electric Company / Lockheed Martin - Various key Program Management, line manufacturing and information technology management positions in commercial and aerospace markets.
- Technology and Entrepreneurial Advisory Boards and industry mentor/ lecturer at Penn State, University of Delaware, and Delaware Valley University; Program Coordinator of the *Entrepreneurial Advisory* Program for the Central Bucks, PA Chamber of Commerce ; Adjunct Professor at Delaware Valley University.

- Infocept Systems, Inc.

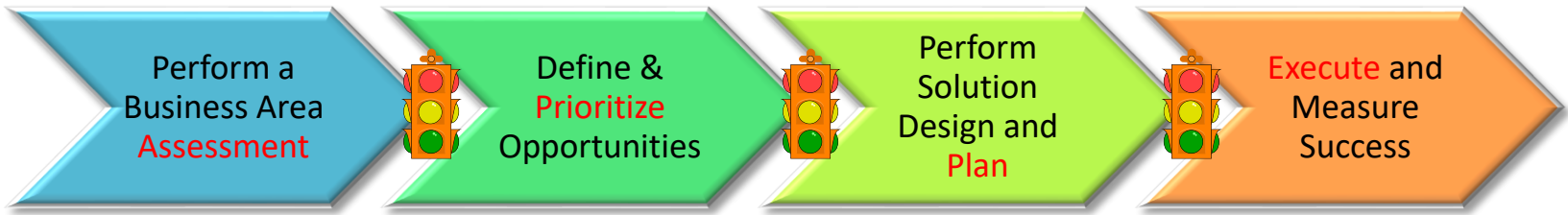
- A business growth advisory company that works with you to help your business grow and keep you ahead of the competition. We passionately believe that the *balance* of the right *people, processes and innovative technologies* in your business or institution are essential to improving margins and ensuring mission success.
- We examine all the relevant elements of growth and help define your strategy, integrate industry best practices and assist with process engineering, organization design, enabling technology, ERP and project management.
- We have extensive industry and advisory experience with Fortune 50 companies. We partner with you to rapidly assess, design and implement the right journey to *make your business thrive*. We focus on the unique and impactful ideas that can unlock the unrealized potential in your business in a responsible and sustainable way.
- Our services include a process focused on business assessments, strategy creation, solution design, and defining a path forward for your company using effective project management techniques to ensure success. We also provide affordable and comprehensive interim CIO / CTO services through our *CIO-to-Grow™ Program*.



- Revenue Improvements
 - Improve Consumer Through-put = Increased Revenue
 - Increase Average Check
- Customer Engagement & Service Improvements
 - Improve Quality, Consistency and Speed of Service
 - Competitive Advantage – Adding Value To Your Clients & Customers
- Cost Reductions, Cash-Flow and Profit Improvements
 - Optimize / Reallocate Labor
 - Reduce Product, Supply Chain, Logistics and Overhead Costs
- Staff Augmentation & Outsourced IT Services
 - Our *CIO-to-Grow*[™] Program - When You Can't Afford a Full-time CIO
 - Staff Training & Mentoring

Our Structured *Pathways-to-Grow*TM Process

Helping Your Business Thrive!



Tasks

- | | | | |
|---|--|--|---|
| <ul style="list-style-type: none">• Define Business Goals• Review Market Demographics• Competitive Differentiation• Inspect Barriers to Growth | <ul style="list-style-type: none">• Define Opportunities• Prioritize Against Goals• Define High-Level Plan• Define Critical Success Factors | <ul style="list-style-type: none">• Design the Solution (PPT)• Develop the Project Plan• Define Governance• Define Success Measures | <ul style="list-style-type: none">• Execute the Plan• Conduct Education & Training• Conduct Project Reviews• Measure Success |
|---|--|--|---|

Deliverables

- | | | | |
|--|---|--|--|
| <ul style="list-style-type: none">• Program Charter• SWOT* Analysis• Gap Analysis (Current>Future)• Opportunities for Efficiencies• Opportunities for Growth• Organizational Issues• Key Success Metrics | <ul style="list-style-type: none">• Prioritized Opportunities• High-Level Approach• Value / Benefit & Cost• Critical Success Factors• Enabling Technology | <ul style="list-style-type: none">• Solution Design• Project Charter / Plan• Governance Structure• Deployment Playbook• Success Measures | <ul style="list-style-type: none">• Deployment• Audit• Stop OLD Processes!• Success! |
|--|---|--|--|

* A process of looking at your business and assessing your **S**trengths, **W**eaknesses, **O**pportunities, and **T**hreats



People, Process, Technology



Go / No-Go Checkpoints

- Our Pricing Is Negotiable Based on Client Needs
- We Offer Network Pricing Discounts
- Project Management On-Site Courses Available
- We Can Explore Shared Risk / Incentive-based Plans

- We Are *Passionate* About Helping You Identify Areas of Sustained Business Growth
- By Utilizing A Combination Of Our *Experience, Insights, Balanced* Approach And *Structured* Project Management...
- Giving You The Ultimate Competitive Advantage To *Help Your Business Thrive!*



Visit us at: www.infocept.net

Our Clients and Affiliations



We bring good things to life.



DELAWARE VALLEY
UNIVERSITY

LOCKHEED MARTIN



AMERICAN BIBLE SOCIETY



COMMONWEALTH
FOUNDATION



**Philadelphia Gear
Corporation**

Panasonic®



Eat'n Park
HOSPITALITY GROUP, INC.



LEHIGH PORTLAND CEMENT COMPANY
Since 1897

ARCO Chemical





- **Supply Chain, Manufacturing Systems / IT**
 - Client: \$130 Billion Revenue; Manufacturing and Services
 - Power Systems Sector; Motors & Industrial Products; CIO-Aerospace Business Group; MMP Program
 - Customer Service, Manufacturing and Program Management



- **BPR: Manufacturing & Engineering**
 - Client: \$100 Million Revenue; Industrial Drive Systems
 - Business Assessment – Customer Service, Engineering and Manufacturing Processes
 - Best Practices, Process Improvements, IT Strategy



- **Program Management: Capital Projects**
 - Client: City of New York / Mayor's Office - OMB
 - Water Supply / Pollution Control Projects
 - Program Planning & Capital Budget Preparation



- **Strategic Planning: Product Development**

- Client: \$900 Million Revenue; Broadcast Television Systems
- Business Strategic Planning and New Product Development
- Engineering and New Supply Chain Logistics



- **BPR: Manufacturing & Engineering**

- Client: \$900 Million Revenue; Construction Materials
- Best Practices and Process Improvements
- Multi-National SAP Implementation
- Project Management Support



- **ERP System Selection & Project Management**

- Client: \$75 Million Revenue; Consumer Electronics
- IT Strategy, ERP System Assessment / Selection
- Implementation Project Management & Oversight



- **Retail, E-Commerce & Supply Chain Solutions**

- Client: \$15 Billion Revenue; Dining & Facility Services
- IT Strategy, IT Infrastructure Deployment, ERP/Supply Chain, Food Production Systems, Process Re-engineering
- Global POS / Stored Value Card / E-Commerce Web Solutions For a Number of Business Lines & Markets



- **Program Management: Manufacturing Systems**

- Client: \$20 Billion Revenue; Aerospace/Defense Mfg.
- \$60 Million Multi-year Supply Chain/ERP/QA Improvements
- Savings: \$190 million annually – Supply Chain Improvements



- **ERP System Evaluation & Selection**

- Client: \$500 Million Revenue; Structural Steel Systems
- IT Strategy, Business Re-engineering, Business Case
- ERP System Assessment / Selection



- **Supply Chain & Large Program Management**

- Multiple Global Clients – Mid-Atlantic Supply Chain Practice
- Business Process Re-engineering
- ERP Evaluation & Selection
- Bids & Proposals; Large Program Management



- **School of Hospitality Mgt. - Technology Board**

- Industry Advisor – Technology Programs
- Student Curriculum Development
- Guest Lecturer on Project Management & IT innovations



- **School of Hospitality Mgt. – Technology Board**

- Industry Advisor – Entrepreneurial & Innovation (ENTI) Program
- Student Technology Curriculum Development
- Guest Lecturer on Project Management & IT innovations



- **Program Management: IT Improvements**

- Client: \$15 Billion Revenue; Global Food and Managed Services
- \$120 Million Multi-year IT/Process Improvement Program
- CIO; IT Strategy, IT Infrastructure Deployment, ERP/Supply Chain, Food Production Systems, Process Re-engineering



- **BPR / ERP System Evaluation & Selection**

- Client: \$750 Million Revenue; Textile Manufacturing
- IT Strategy, Business Re-engineering, Business Case
- Savings: \$10 million annually – Supply Chain Improvements



- **ERP System Evaluation & Selection**

- Client: \$3 Billion Revenue; Structural Steel Systems
- ERP System Assessment / Selection
- \$5 Million Annual Supply Chain/ERP/QA Improvements



AMERICAN BIBLE SOCIETY

- **CIO-to-Grow™ Program / Advisory Services**

- Client: \$100 Million Revenue; Religious NFP
- CIO-Consultant with Daily Operational Responsibility
- IT Business Alignment, Vision, Strategy Creation, KSMS
- IT Organization Design, Roles, and Responsibilities
- Business Process Re-engineering
- Cybersecurity, Audit & Remediation Programs
- Project Inventory & Priorities
- Staffing & Onboarding Assistance
- ERP Planning, RFP Development, Software Selection



- **Business Growth & Advisory Services**

- DVU SBEC* Strategic Planning & Operations
- CBCC Entrepreneurial Advisory Program Manager
- Business Growth Consulting / Advisory Boards
- Business Consultant 2019-2022 'Shark Tank' Competition
- Business Alignment, Vision, Strategy Creation, KSMS
- Organization Design, Roles, and Responsibilities

* Small Business Entrepreneurial Center





- **CIO-to-Grow™ Program / Advisory Services**
 - Client: \$10 Million Public Policy NFP
 - IT Business Alignment, Vision, Strategy Creation, KSMs
 - IT Policies & Procedures; Business Process Re-engineering
 - Cybersecurity, Audit & Remediation Programs
 - IT Organization Design, Roles, and Responsibilities
 - Staffing & Onboarding Assistance
 - Project Inventory & Priorities



- **Contract Management System (CLM) Evaluation**
 - Client: \$60 Million Revenue; Religious NFP
 - CLM System Assessment / Selection
 - Business Requirements
 - Project Team Mobilization
 - Construction of Evaluation Criteria
 - Vendor Demonstrations & Structured Evaluation
 - Implementation Project Design