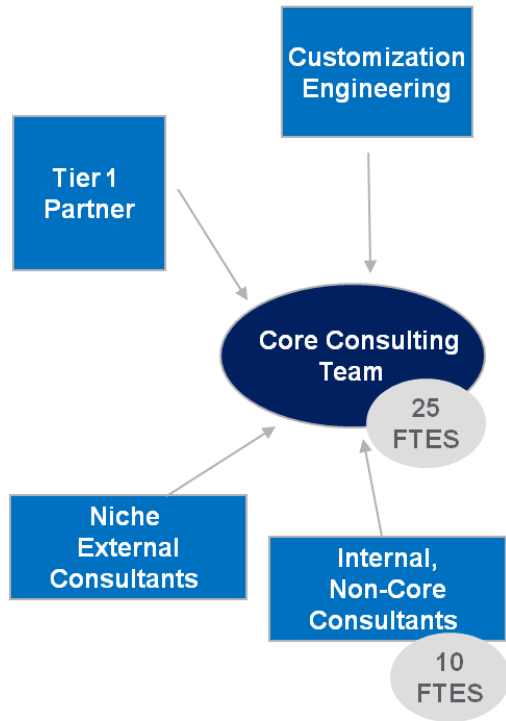


Topic-Style

Delivery strategy



	Delivery Resources	Customer Situations	Notes
1	Core Consulting Team	<ul style="list-style-type: none"> •Education •Discovery & Planning •Integration 	Staffed principals and managers
2	Internal, Non-Core Consultants	<ul style="list-style-type: none"> •Fractional (part-time) use •Special situations & accounts 	Candidate consultants to be identified
3	Customization Engineering	<ul style="list-style-type: none"> •Solution customization situations •Specialized expertise 	Need to update planning and budgeting process
4	Niche External Consultants	<ul style="list-style-type: none"> •Unbiased consulting required •Extra capacity •Specialized expertise 	Initial candidate consultants and companies identified
5	Tier 1 Consulting Partner	<ul style="list-style-type: none"> •Large company customer •Complex project 	To be used on as-needed basis (e.g., large deals)