

## Why Macroscope?

Macroscope is the most extensive set of integrated methods, techniques and tools in the marketplace today. More than 30 years of know-how are encapsulated in a modern and evolving methodology framework. This framework constitutes the repository of best practices our consultants use to initiate, implement and manage change in your organization. Using Macroscope provides a range of benefits to your organization, among them:

- A path to a higher level of certification in the ISO 9000 standards and/or the SEI Capability Maturity Model
- A true partnership between business users and IT groups
- Enhanced capture and reuse of know-how from one assignment to the next
- Decreased time-to-proficiency; increased consistency, efficiency and productivity
- Better estimates and less variance in projects
- Improved guidance in undertaking just the right projects

A complete role-driven learning system is available for all Macroscope domains. This system comprises, Web-based events self-learning and in-class learning events.

## Licensing Options

Helping clients become self-sufficient is one of our central goals. This is why we take knowledge transfer so seriously. To achieve this goal, Fujitsu Consulting offers licensing, coaching, mentoring, education and transition services. By licensing Macroscope, clients can use selected modules and benefit from a maintenance program.

## Experience the Fujitsu Consulting Difference

A trusted provider of management and technology consulting to business and government, Fujitsu Consulting is the North American consulting and services arm of the \$53-billion Fujitsu group. Fujitsu Consulting integrates the core expertise of the Fujitsu companies and its partners to deliver complete solutions in the areas of enterprise information management, packaged application implementation, legacy systems modernization, IT governance, managed services and business process services. Through its full range of IT consulting, implementation and management services and its industry-recognized strategic approach, Macroscope®, Fujitsu Consulting enables clients to build more value into their IT investments and drive their leadership in the marketplace.

*We work with you to create solutions and produce results that drive your business.*

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THE POSSIBILITIES ARE INFINITE **FUJITSU**

## MACROSCOPE® Leveraging Fujitsu Consulting Best Practices

### Share the Power: Put Macroscope Best Practices to Work for Your Organization

Macroscope demonstrates the power of capturing intellectual capital in a structured manner. The result is that you have industry best practices readily and reliably available to you for use in your projects. The depth of knowledge, the breadth of experience and the 30+ years of lessons learned embedded in Macroscope make sure that:

- Tough questions are asked
- Proven methods are followed
- Innovative answers are actionable
- Business results are identified and delivered

With Macroscope, your organization and Fujitsu Consulting share a powerful framework for managing change. The Macroscope suite of business and IT methodologies establishes a comprehensive work reference model for key initiatives such as strategic planning, business transformation, IT architecture, and systems delivery, deployment and maintenance. Your organization will gain business and information technology (IT) benefits that are measurable, sustainable and repeatable.

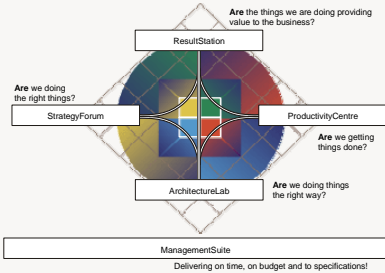
# Macroscope®

## An Integrated Approach

An integrated approach is required whatever your "entry point" to a new project—be it the reengineering of a core business process, adoption of a new software package, or creation of a new line of business. Macroscope can be applied at any time in the project life cycle because it provides seamless linkages among its methods—from strategy to BPR to systems delivery and maintenance.

Access to the Macroscope knowledge base is provided through an easy-to-use Web interface. The five domains of Macroscope—StrategyForum, ArchitectureLab, ProductivityCentre, ResultStation and ManagementSuite—can be adapted and annotated with links to other documents or reference materials to suit the particular needs of your organization. Macroscope addresses the major challenges inherent in any IT-based organization with structured processes and proven tools.

Macroscope is an integrated approach that helps you manage change with confidence.



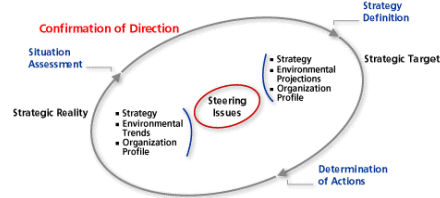
# StrategyForum™

## Integrating IT and Business Strategies

### Challenges

The pace of change in business continues to accelerate—driven by global competition, relentless innovation and new IT capabilities. What is required is an integrated and dynamic view of the organization and its environment, where strategy-making is part of a continuous learning process for organizational growth and survival.

**The StrategyForum Response:** A knowledge-based process with a focus on how the organization fits with its environment. StrategyForum helps you develop business-driven strategies that ensure that your entire IT resources are dedicated to the business, thus delivering benefits consistently, over time.



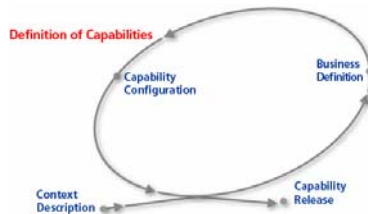
# ArchitectureLab™

## Creating Blueprints for Change

### Challenges

Experience has shown how difficult it is to clearly map out the path to business transformation in advance. All too often, the results are cost overruns, delays and failures to achieve targeted benefits. The question is: how can you manage change to achieve performance breakthroughs while keeping risks under control?

**The ArchitectureLab Response:** Design and anticipate change. ArchitectureLab enables organizations to build integrated solutions that harness the enabling effects of IT whether they are restructuring, modifying business processes or creating new products and services. It offers a systemic approach for modeling the extended enterprise as a system of interdependent elements, both internal and external.



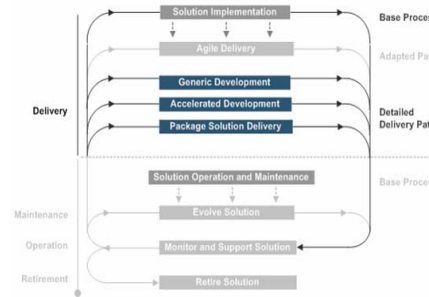
# ProductivityCentre™

## Delivering, Maintaining and Operating Information Systems

### Challenges

Most CIOs and IT managers now run their operations like a business, with an eye on the bottom line, seeking to add real value and generate measurable benefits. Unfortunately, CIOs and IT managers are usually resource-constrained.

**The ProductivityCentre Response:** Processes for manageable, predictable information systems delivery and maintenance. ProductivityCentre incorporates industry best practices for designing, delivering and deploying information systems of all kinds, be they object-oriented, client-server, Web-based, package-based, small or large, Agile or traditional. It also helps enhancing and maintaining existing applications.



# ResultStation™

## Maximizing the Value of Business Change

### Challenges

Too many organizations find that their investments in new technologies and IT-enabled business improvement initiatives fail to produce the expected benefits. Business executives often cannot demonstrate convincingly whether and how IT-enabled investments improve the bottom line.

**The ResultStation Response:** Manage benefits of a program or of a portfolio of programs, from concept to operation. ResultStation ensures that your business and technology programs, whether they affect IT, organizational structures, culture, people, or business processes, will deliver the changes and benefits that prompted you to make the investments in the first place. It addresses the issue of benefits identification and the dynamics of benefits realization, tracking and harvesting.



# ManagementSuite™

## Delivering on Time, on Budget and to Requirements

### Challenges

Changes in the global competitive environment have increased demands for superior quality, lower cost and faster completion of projects. Yet, the industry is still facing too many failed projects.

**The ManagementSuite Response:** Proven, recognized processes for initiating, planning, controlling, executing and closing project-based initiatives. ManagementSuite applies to a great range of project types (e.g., small, large, Agile, Web development, management consulting, maintenance requests). It is in accordance with the Project Management Body of Knowledge (PMBOK®) published by the Project Management Institute (PMI®). It also supports all Level 2 and 3 Key Process Areas of the Capability Maturity Model (CMM®) of the Software Engineering Institute (SEI) related to project management.

