



Helping Customers Succeed

WHY PARADIGM?



AGENDA

- What challenges do our customers have in common?
- Why work with us?
- What types of solutions do we provide?
- How do we help our customers succeed?
- What is different about us?
- What are the benefits of our services?
- How do we approach our work?
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WHAT CHALLENGES DO OUR CUSTOMERS HAVE IN COMMON?



- Lack of qualified resources to initiate and lead projects or programmes
- Lack the experience, maturity, and/or methodology to properly run projects
- Lack the staffing capacity to run projects on top of daily operations
- Don't want to hire permanent staff to do temporary endeavors such as projects
- Don't have the expertise to establish enterprise Project/ Programme/ Portfolio Management Offices and methodologies

They may have in-flight projects that are experiencing:

- Missed project deadlines
- Exceeded project budgets
- Deliverables failing to provide expected benefits
- Vendor performance issues
- Unclear or inconsistent status reporting
- Unsatisfied or disengaged stakeholders

With no clear plan to recover.

WHY WORK WITH US?

OUR FULL SUITE OF SERVICE OFFERINGS WILL ADDRESS YOUR SPECIFIC REQUIREMENTS.



Tap into the most experienced team of project experts in Western Canada.



We can help unlock the value of your investments through effective change management



We get to know your business so we can make a measurable impact



Increase productivity and cut costs through process optimization



Get underperforming projects back on track and eliminate barriers to success



Take advantage of our thought leader's unique perspectives on delivering projects successfully



Get more out of your team and their collective expertise with our facilitation professionals



We offer proven approaches and methodologies that make sense for your company and your situation

WHAT TYPES OF SOLUTIONS DO WE PROVIDE?

WE PROVIDE OUR CUSTOMERS A COLLABORATIVE, PROVEN APPROACH ADDRESSING A WIDE SPECTRUM OF BUSINESS NEEDS.



EVOLVE

To thrive in today's economy, organizations must exist in a constant state of evolution.

Whether you are looking to make your vision a reality or to chart a new course, Paradigm can help you identify the projects and initiatives that will get you there.

EVALUATE

To succeed, leaders need access to information and insight to make the right decision.

From feasibility studies to process analysis, Paradigm can help you manage your risk and make the right choice.

Our team can help you manage the complex world of multiple projects and competing priorities.

EXECUTE

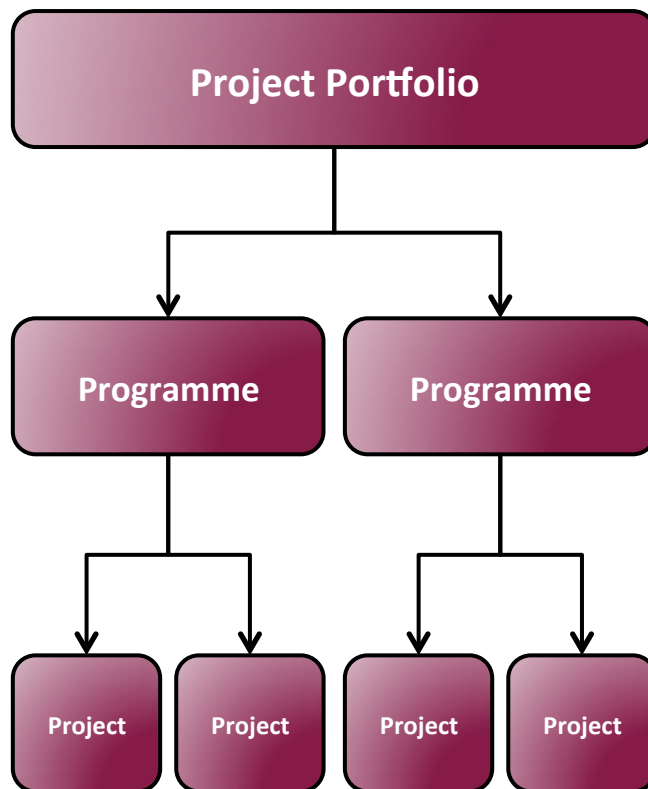
Today's organizations are challenged by the need to manage change and generate results.

Paradigm can help you execute your strategy, manage change internally and externally, and track the results.

Simply put, our project management experts can help you get things done on-time and on-budget.

HOW DO WE HELP OUR CLIENTS SUCCEED?

OUR CLIENTS ARE DYNAMIC ORGANIZATIONS WITH MULTIPLE PROJECTS UNDERWAY AT ANY GIVEN TIME. WE HELP THEM PLAN, EXECUTE AND MEASURE THEIR RESULTS.



- Portfolio Managers
 - Portfolio Management Office Establishment/Improvement
 - Project Intake and Prioritization
-
- Programme Managers
 - Business Analysts
 - Programme Management Office
 - Benefits Realization
 - Programme Reviews
-
- Project Managers
 - Business Analysts
 - Benefits Realization
 - Project Reviews

WHAT IS DIFFERENT ABOUT US?

OUR SECTOR EXPERIENCE AND EXPERTISE, FOCUS ON CUSTOMER SUCCESS AND BEST PRACTICES-BASED APPROACH MAKE US UNIQUE.

#1

Sector & Service Line Expertise

We understand the unique issues faced by organization and have an integrated suite of solutions to address them.

#2

Customer Success-Driven Philosophy

We have an organizational philosophy that recognizes that what's best for our customers is what's best for our business.

#3

Proven Team, Proven Methods

We use the right mix of industry best practices and internally-developed methodologies that limit risk and maximize value.

WHAT ARE THE BENEFITS OF OUR SERVICES?

WE HELP OUR CUSTOMERS MAKE THE BEST USE OF THEIR RESOURCES TO DRIVE THE ACHIEVEMENT OF THEIR OBJECTIVES.

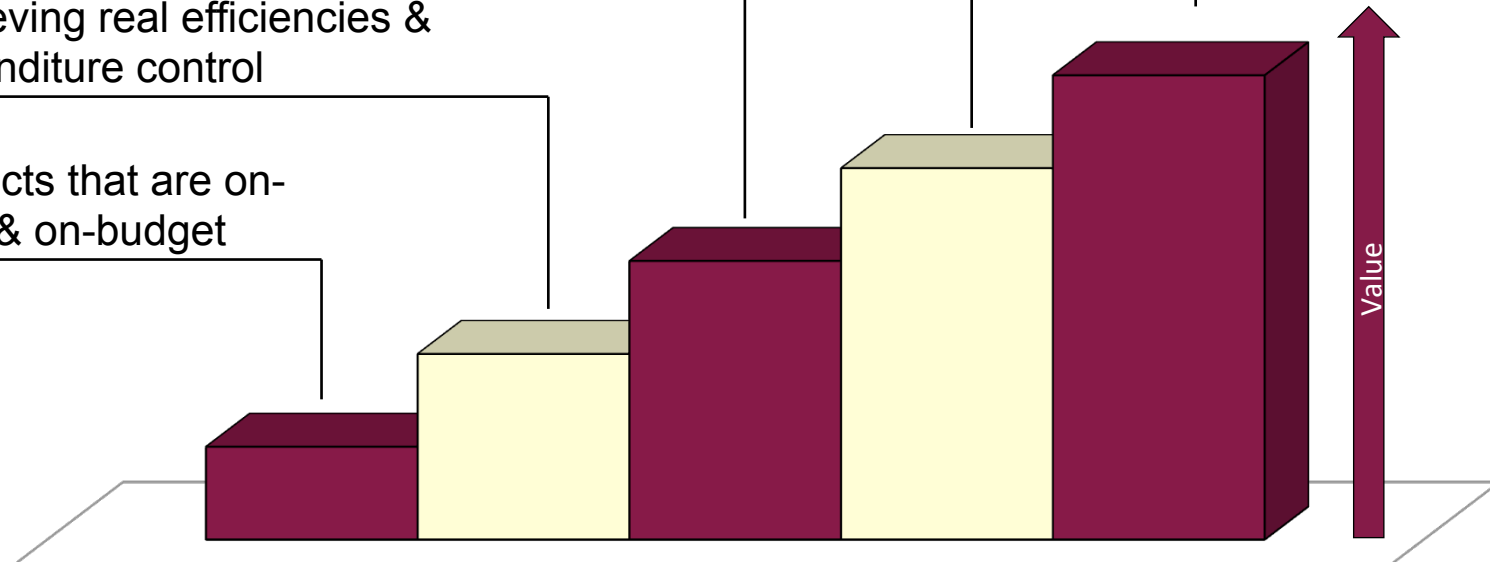
Creating an improved customer experience

Organizational & Strategic Alignment

More effective use of resources & service delivery enhancement

Achieving real efficiencies & expenditure control

Projects that are on-time & on-budget



HOW DO WE APPROACH OUR WORK?

WE USE PROVEN METHODOLOGIES BACKED BY YEARS OF COLLECTIVE EXPERIENCE TO MAXIMIZE THE VALUE OF YOUR INVESTMENT WHILE LIMITING YOUR RISK.

**Implementation &
Benefits Realization**

Solution Design

Diagnosis

Methodologies

Expert Resources

PARADIGM CONSULTING GROUP ABOUT US



- With practices in Regina, Winnipeg and Saskatoon, we employ over 125 staff.
- We offer our customers a wide range of IT and business consulting services.
- Our experience spans customers within several industries, with particular expertise in Healthcare, Insurance, and the Public Sector.

www.Paradigm-SEB.com

PARADIGM CONSULTING GROUP

BEST PRACTICES



- Paradigm's Best Practices provide:
 - an opportunity for our consultants to share experience and insight.
 - strengthening the Paradigm culture and promoting personal and professional growth.
- Best Practices meetings occur weekly and offer an opportunity to connect with team members and clients from other work sites.
- Sharing knowledge and training opportunities within our diverse team helps strengthen Paradigm employees and benefits our clients.

TESTIMONIAL



The Paradigm Consulting Group's depth of consulting expertise in the area of Project, Programme and Portfolio Management Best Practices is the strongest in Canada.

Their Accredited Consulting Organization designation and over 90 certifications among their consulting staff demonstrates this expertise.

With their depth of experience in PRINCE2, Managing Successful Programs and Management of Portfolios with numerous clients in Western Canada, Paradigm is a proven and respected leader in this rapidly expanding field.

David Smyth
Marketing Manager, Canada
APMG International

PARADIGM CONSULTING GROUP

SMART EMPLOYEE BENEFITS (SEB)



- Paradigm Consulting Group is a member of the SEB Group of Companies.
- SEB is a technology company providing software, solutions and services specializing in managing group benefit solutions and healthcare claims processing environments for corporate, government and non- profit association clients.
- Paradigm & SEB both share a common vision of providing leading-edge business process automation, integration and collaboration solutions to their clients.
- For more information about Smart Employee Benefits, visit

www.SEB-Inc.com

PARADIGM CONSULTING GROUP

CONTACT US



To learn more about us:

- Internet: <http://paradigm-seb.com>
- LinkedIn: <http://www.linkedin.com/company/paradigm-consulting-group>

PARADIGM CONSULTING GROUP QUESTIONS?

If you have any questions about how
Paradigm can assist your organization, please contact:

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