



www.intisolutions.ca

The IntiSolutions Group Mission Statement:

To enable our Clients and Associates to achieve their financial and business goals by delivering solutions where

“Everyone Wins”



The IntiSolutions Group:

- ***Incorporated in 2005***
- ***Head Office in Calgary***
- ***Co-founders:***
 - **Shaheen Bhimani**
 - **Blair Shunk**
- ***Over 25 years of IT experience***



Providing High Performance IT Resources:

- Project Managers**
- Business Analysts**
- System Implementers**
- Application Integration Specialists**
- Application Developers**



Working with Excellent Clients:

- EnCana***
- Bentley Systems***
- Petro-Canada***
- Neoxen Systems***



Why are we Independent Business People:

- Financial Benefits***
- Work Independently***
- Huge Demand***
- Can specialize in a Professional Service***



The downside of being Independent Business People:

- Financial Benefits - eroded by Agencies***
- Work Independently – how to make decisions***
- Huge Demand - can't take on new opportunities***
- Specializing in a Profession -how to develop your business***



The IntiSolutions Group meets these challenges:

- Finding Excellent Opportunities***
- Providing Superior Associate Services***
- Delivering the Best Value***

“Everyone Wins”



We Find Excellent Opportunities

- We are continually networking to find new clients and opportunities***
- Clients are short-listed based on:***
 - Past History***
 - Technical Fit***
 - Work Environment***



We Find Excellent Opportunities

– Partners provide access to Projects:

- IntiSolutions provides Templates and Bid Documents***
- Associates Volunteer for the project***
- IntiSolutions takes a finders fee***
- Project Team decides how to distribute the profit***



Equipping Associates to be the best:

The IntiSolutions Group Associate Profile:

- Technically Excellent*
 - Customer Focused*
 - A Communicator*
 - Continuously Learning*
 - Coachable*

(First Hired – Last Fired)



Equipping Associates to be the best:

The IntiSolutions Group Associate Services:

- Corporate Brand***
 - Business Cards***
 - Office Locations***
 - Business Services***
 - Sales and Marketing Services***



Finding Qualified Associates for you to work with:

Checking References:

- Our own knowledge of the Candidate***
- Past Employers***
- Peers***



Focusing on Customer Service:

- Mandatory Associate Training:***
 - Working the IntiSolutions Way***
- Technology Updates***
- Performance Reviews***



Focusing on Customer Service:

Working the IntiSolutions Way:

- *Providing Superior Customer Service*
- *Effective Interpersonal Communication*
- *Giving and Accepting Feedback*
- *Project Management 101*



Focusing on Customer Service:

Learning the latest technology:

- *Technical Development Tracks*
- *Special Interest Groups*
- *Professional Associations*



Focusing on Customer Service:

Performance Feedback:

- *Client Reviews*
- *Peer Reviews*
- *Mentoring Program*



Focusing on Customer Service:

Promotes A More Effective Work Environment

– Projects:

- Delivered On Time***
- Within Budget***
- Meeting Objectives***



***Providing Superior Value:
The “Straight Through” cost
model:***

The Client Rate = The Associate Rate



Providing Superior Value:

Leaving the traditional “margin focused” consulting agency model behind



Pay the Contractor as little as possible...

Charge the Client as much as possible...



Providing Superior Value:

***Demonstrated to help you earn 10% – 30%
on every position we fill:***

- No margin added to Associate's rates*
- Invest in a reasonable monthly management fee*



Providing Superior Value:

Transitioning to an Employee Position:

- Easy and cost effective*
- Based on 12 months of the Associate Management Fee*



Other IntiSolutions Activities:

- ***Technology Partnerships***
- ***Professional Memberships***
- ***Community Support***



IntiSolutions Group

Technology Partnerships:

- Oracle Enterprise Content Management System Implementers***
- Microsoft Partners***
- Neoxen Visual Modus Technology Partners***



Professional Associations:

- Calgary Internet Users Group***
- Calgary Livelink Users Group***
- Canadian Information Processing Society (CIPS)***
- Canadian Professional Sales Association (CPSA)***



Community Support:

- Banff Jasper Relay:***
 - Supporting The Brain Tumor Foundation of Canada*
- World Partnership Walk***
- Calgary Roadrunners***



Can Work Be Fun?

- Our Associates help you meet your objectives on time, on budget***
- Not only is this productive, working with enthusiastic people can actually be fun***





Join The IntiSolutions Group today:

- Excellent Opportunities***
- Superior Associate Services***
- Best Value***

“Everyone Wins”

