

The image features a horizontal banner. On the left, a dark blue circle partially overlaps an orange circle. The Protegra logo is positioned on the blue circle, with the tagline 'Business. Technology. Solutions.' below it. To the right of the circles is a photograph of a man in a black wetsuit holding a surfboard against a clear blue sky.

Protegra
Business. Technology. Solutions.

Be better

Protegra Introduction

Protegra Corporate Overview



- Professionals with Integrity who collaborate with clients around the world to increase performance through business process improvements and information technology solutions.
- 70+ Protegrans
- 10 years in business; financially sound
- Offices in Winnipeg and San Diego
- Efficient delivery of projects
- Steady thriving growth
- 100% Employee owned



Awards and Distinctions

- **Project Management Institute's Project of the Year for 2006**
 - Efficient projects held to high Project Management standards
- **Finalist CIPA 2007– Parks Reservation Service Project**
 - Celebration of innovation and implementation excellence. A CIPA award constitutes the highest form of recognition for the capabilities of an organization.
- **Manitoba Business Magazine: Best In Business Practices 2006**
 - A company with strong, ethical business practices.
- **Branham 300**
 - One of the top 300 companies in Canada who deliver organizational solutions.
- **Profit 100 Fastest Growing Companies in Canada 3 years in a row**
 - Steady, reliable growth
- **Best Workplaces in Canada**
 - Unique, defined organizational culture
- **Top 100 Solution Provider**
 - Ranked in the top echelons of companies that able to deliver high quality solutions



Clients of Protegra



Manitoba
Public Insurance



Among Many Others...

What's the Difference with Protegra?



- **Service delivery**

- “**How**” we offer services, is as important as our offering itself, and is an integral part of the value we deliver to customers.
- In a services industry where all competitors offer similar services, it's often the service delivery that will differentiate companies. Our service delivery encompasses our customer relationships, credibility, sales and delivery processes.



Protegra's Approach Part I



- **Understand, define and validate the organization's key success factors**
- **Achieve collaboration with client's team**
- **Foster buy-in throughout client organization for effective change management and sustained performance**
- **Prepare, coach and involve organization's leadership every step of the way – *it's your Organization and your project!***
- **Lay the foundation for logical problem solving, decision making and solution design approach**
- **Identify the “vital few” opportunities for breakthrough performance**
- **Quickly develop and deliver implementable action items**
- **Create the ability to continue the journey: engage people**
- **Strategic Partnerships**

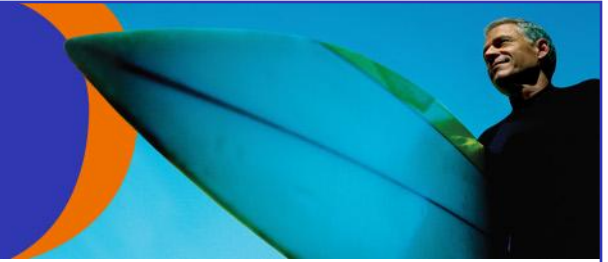
Protegra's Approach Part II



- **Lean Principles**
- **Project Management Standards**
- **Experienced Teams**
- **Strong Communication with Clients**
- **Conducting All Business with Integrity**

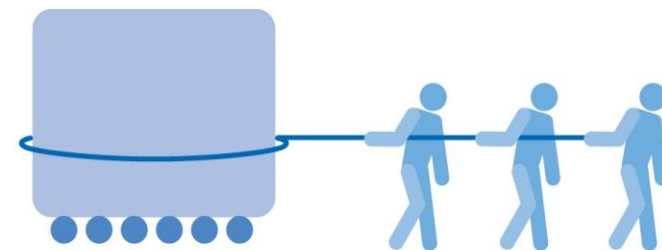
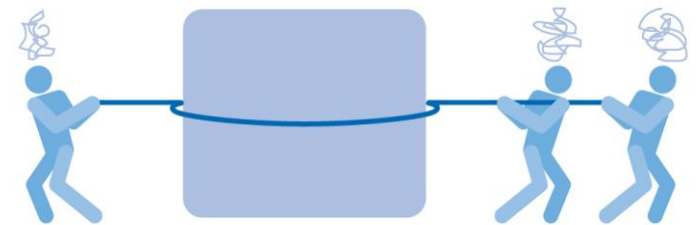
1. Business Performance Consulting

The People Shift



Our Services, based on **Lean** Principles:

- Innovation Workshops
(Teams, Executive, Management)
- Strategic Planning including
Balanced Scorecard
- Process Improvement including
Analysis & Modeling
- Organizational Design
- Change Management
- Value Stream Mapping & Analysis
- Survey Design, Development & Analy



Lean Principles



- **Value**
 - Specify value from the customer's viewpoint (what product/service, how, when, for how much). Know what it is, communicate it, and organize to deliver it.
- **Value Stream Map (importance of seeing the BIG PICTURE)**
 - See the waste
 - See the opportunities
 - How about the activities that are not on the Value Stream?
- **Flow**
 - Linking all processes from the customer back to the start of the value stream in a smooth flow, without detours and stops, generating the shortest lead times with the required quality and minimal waste
- **Pull**
 - The previous process in the value stream only produces what the next process needs, when it needs it
- **Perfection**
 - Doing the right things correctly, the first time!

2. Business & Technology Architecture

Service Offerings:

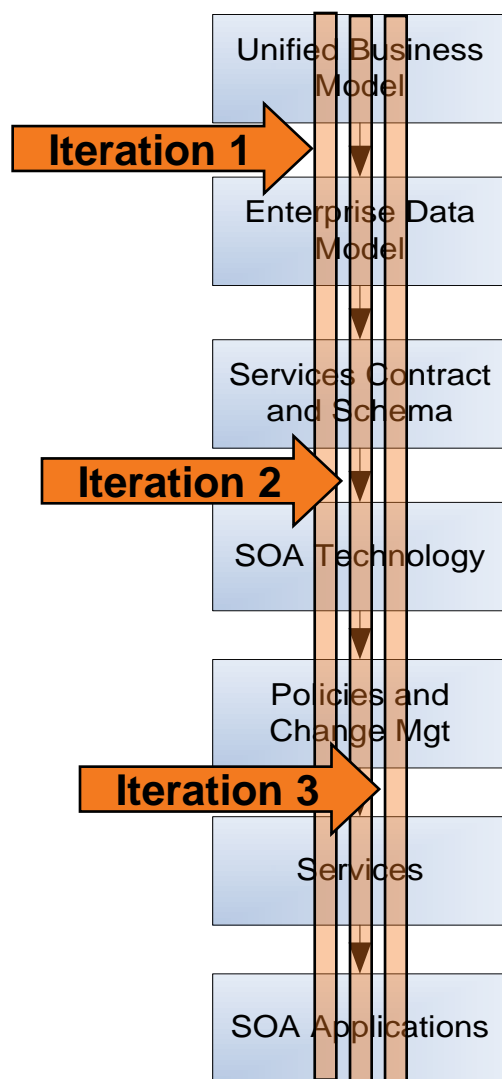
- Unified Business Model
- Services Oriented Architecture (SOA)



Approach:

- Protegra's Unified Business Model begins with a current state assessment where business processes and data flows are evaluated, gaps in process or technology are identified, and a phased-in plan is established.
- Solutions are assembled from reusable component services; loose coupling of services is a key concept
- We respect and leverage your existing architecture, investments (including legacy systems). Our SOA approach is not "one size fits all."

2. Business & Technology Architecture Deliverables



- **7 Key deliverables:**

- Unified Business Model
- Enterprise Data Model
- Services Contract and Schema
- SOA Technology
- Architecture Policies
- Services
- SOA Applications

- **Implementation approach:**

- Phased slices through deliverables; no big bang or “ta-da!” ending
- Piggy-back SOA on current projects; minimize pure tech projects

- **Maintenance requirements:**

- Ensure ongoing leadership commitment exists
- Prepare architecture governance team

3. Solution Development



WebShell Portal

Protegra
Springboard
Assets

Java/Open Source
or
Microsoft Technologies

- Architecture, Business Modeling
- Lifecycle – Protegra development process....Lean!
- Skilled resources with large/complex project experience
- Quality Assurance & Testing Expertise

Web
Controls

Security
Framework

Business Component
Framework

Resource
Manager

Java/Open Source or Microsoft Technologies

3. Solution Development Springboard Software Assets

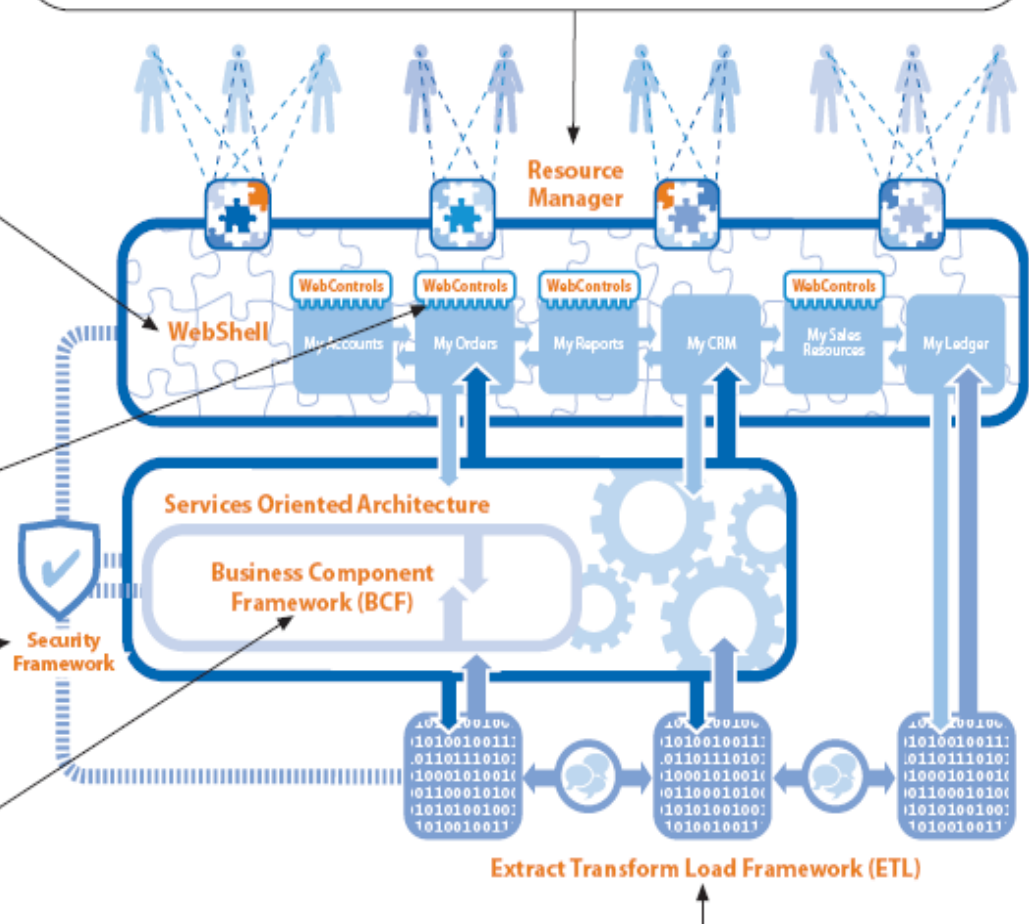
WebShell: "The Integrator" - Existing and future user interfaces are merged, making them appear to the user as a seamless system. This framework revolutionizes the way different web applications "talk to each other." With WebShell, the majority of the framework executes in the client's browser. This innovative approach means communication between web-applications can happen directly within the browser, rather than solely at the server, making the system more efficient and quicker than traditional web-application integrators. It can also deliver rich internet applications that leverage an organization's existing assets.

WebControls - provides a high-performance interface.

Security Framework - provides authentication and authorization services for applications and data.

Business Component Framework (BCF) - helps standardize the enterprise application design and data access in an SOA-compliant manner.

Resource Manager - enables the user to configure an application's overall look and feel including private branding and multilingual support.



Protegra Contact



Thank You!

For further information, please contact:

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What we Stand for...



Our Mission: To add **value** to our client's business through the creation and evolution of business processes and information technology solutions that will enhance the performance of the organization.

Below are excerpts from the "Protegra Culture Guide."

- ***PROfessional inTEGRity***
- The goal is not to create efficient processes or build great software; the goal is for the customer to make a profit
- Always do the right thing. Always deliver value to clients.
- Honest estimates
- *White hats*
- Empowering development/working environment
- Teams vs. hierarchy

