

**PHASE 1**

Client

ALLTECH INT'L

**PHASE 2**

ALLTECH INT'L

**PHASE 3**

Client

ALLTECH INT'L



## Client Needs Analysis

## Solution Development

## Deployment & Evaluation

Project Skills Assessment

Detailed Solution Plan

Surge Capabilities

- Robust, Documented Process
- Multiple Points of Interaction with Client Enables Clear Communication
- Client Managers Understand Project Needs based on Experience and Domain Knowledge

Identify Resources from Internal Database

Skills Assessment

Client Suitability Analysis

- Alltech's Internal Database Maintains over 62,000 Consultants
- We Emphasize Skills, Environment, and Culture in Applying Resources to Projects

Onboarding Process

Project Orientation

TQM Reviews

- Orientation Material Developed with Client Input and Review
- Frequent TQM Reviews to Maintain Project Quality and Client Satisfaction

**Figure 1-1. The Alltech Process for Providing Resources**