



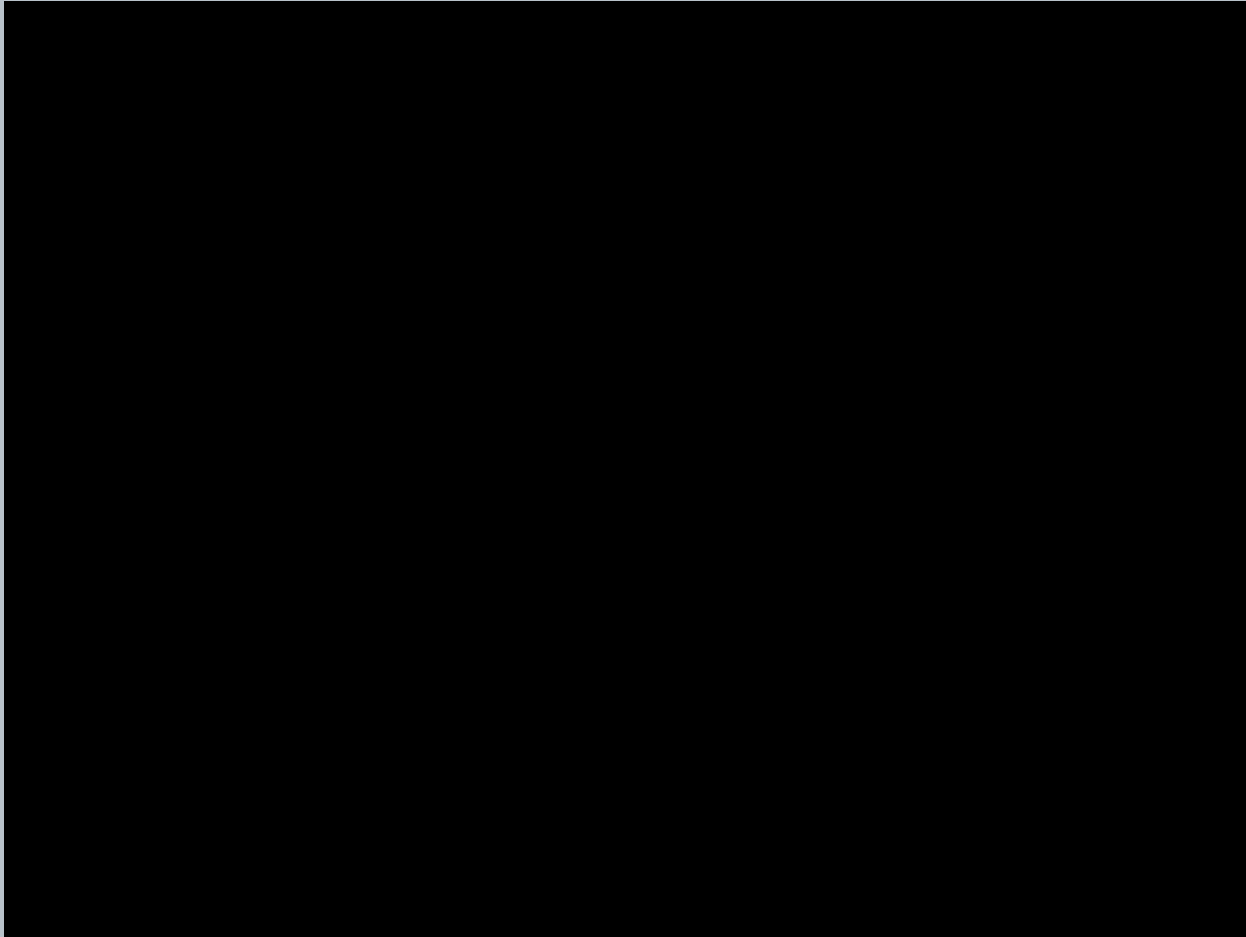
Going Full Circle: What You Need to Know When You Are Working with Consultants

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Ground Rules

- #1 - This is not a sales pitch.
- #2 - Please ask questions (make this an interactive session).
- #3 – I have been known to ramble, but there is normally a reason.

Ever Feel This Way



Top Ten List

- **The Top Ten Most Irritating Phrases:**

1 - At the end of the day

2 - Fairly unique

3 – In the cloud

4 - At this moment in time

5 - With all due respect

6 - Absolutely

7 - It's a nightmare

8 - Let's take that offline (as a method to never discuss it again)

9 – That just won't work in your environment

10 - It's not rocket science

TRUST ME

- Finding a partner
 - You can't do it all
 - Know when to say when



Being in the Know

What do they mean when they say.....

- Immediate ROI
- The market is doing.....
- Evolving trends
- Etc.

Building Trust

- Past experiences
 - References
 - Personal experiences
 - Initial “gut” feeling

What Does This Mean to You

- Trust factors
- Educate yourself
- Don't go in blind
- Make sure it passes the “smell test”

WIZ BANG!!!!

- New Technologies
 - Do they fit
 - Are they ready for primetime
 - WWFS (What Would the Fed Say)

How to Decide....

- When is the time right?
- Is the time ever right?
- When the money is there?
- Is the money ever there?
- We need more resources?
- Do we ever have enough resources?

What else....

Open Discussion, Q&A

Contact

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