



OpenSky Consortium

An Advisement-Design-Development-Innovation Group

We take new concepts and capture the big idea; identifying relationships and showing causality. We tell stories. We communicate complex ideas in simple, meaningful, memorable ways that are accessible to a wide audience. Our focus is on driving innovative change in people, companies and markets—creatively, effectively, and efficiently.

UNCOVERING THE WHY

Strategic Partnering

Providing clients with another resource for management expertise; turning deadline-driven strategic initiatives into functioning operational processes • Taking a holistic view of the business that exists today and conceptualizing what should exist in the future • Helping clients determine what problem they are trying to solve.

DETERMINING THE WHAT

Business Analysis – Process Engineering – Business Architecture – Rapid Prototyping

Construction and analysis of value chain models and other organizational systems to exploit emerging opportunities and to find efficiencies in operations and delivery • Using a series of prototypes, each of which deliver tangible business value, to help clients discover the best solution to their problems based on real operational results.

PROVIDING THE HOW

Project Management – Operations Management – Technology Advocacy

Using a rapid implementation methodology to develop, coordinate and track project timelines and deliverables • Training and coaching teams for process change implementation • Supervising implementation of new processes and transition responsibilities to client's employees • Providing an objective perspective on technology options, feasibility and implementation strategy to maximize business value of IT resources.

DELIVERING CAPABILITIES

Strategic Initiative Implementation

Design and implement interim processes within weeks to sustain business advantages while developing more robust, scalable processes—such as:

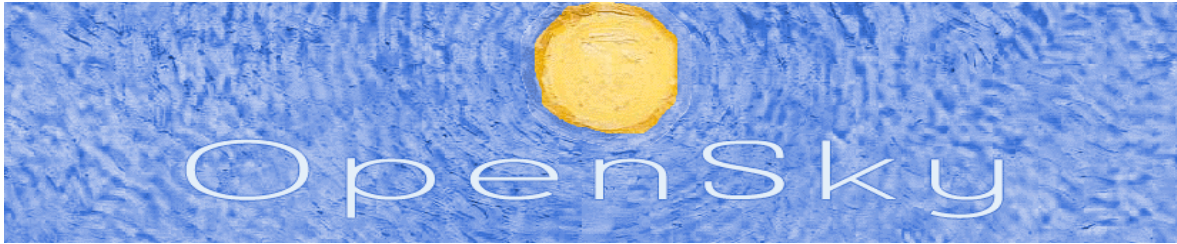
- Process and system reengineering to provide parallel production flow of \$12B in assets
- Management and execution of customizable business rules, resulting in \$260M savings
- Creation of customized processes for clients' customers resulting in retention of business and increased profitability—one example—ensuring retention of \$32B in volume and \$2B in profit yearly

Develop innovation and transformation recommendations—such as:

- Specifications for automated tools to manage contract analysis and milestone tracking using existing software in new ways
- Organizational design options for centralizing organizational control and decision-making
- Determination and definition of services provided and functions performed based on customer requirements

Design and implement project methodologies and tools that allow small teams to quickly deliver customization and innovative functionality—such as:

- START!SM—a rapid implementation methodology
- Enterprise Process Mapping
- Web-based Project Communication

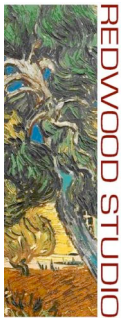


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ABOUT US

opensky.typepad.com

- We believe in tangible, practical experiences for our clients and their customers.
- We deliver value to people – we do not deliver people to systems.
- We focus on services, not on things.
- We do not presume to design your solutions for you – we do so with you, if asked.
- We do not pretend things are simple when they are complex, and vice versa.
- We believe that speed and time matter, too – sometimes you need more, sometimes less.



Anything is possible. That's what drives the work of Redwood Studio. The challenge of bringing new concepts to reality, creating the unknown with high visibility, high risk projects. Delivering functionality everyday. We don't just talk about innovation, we do it.

- Concept Design
- Rapid Prototyping
- Concept Integration



Channeled strengths. H₂O Studio focuses on maximizing the capabilities of a business' resources. Unleashing potential. We design organizations from the ground up, and remodel existing ones; taking the people you have, uncovering talent that transforms your business.

- Organizational Design
- Business Architecture
- Change Management

Karen Ansbaugh – co-founder - career iterations in the mortgage industry, computer programming and special education have honed her skills in project management, analysis, process design, operations management and organizational development. Prior to establishing OpenSky, Karen worked as an employee of GMAC-RFC, Norwest Mortgage and in various public school systems.

Alan Parr – co-founder - combining extensive professional experience in business architecture and analysis, product and process design and engineering, with technical skills including enterprise architecture, software lifecycle process and application development. Prior to establishing OpenSky, Alan worked as a management consultant with PriceWaterhouseCoopers and Solutia Consulting.

SOME of OUR CLIENTS

GMAC FS • BlueCross BlueShield of MN • TetraPak • Thrivent Financial • Axxis Petroleum
Screenwriter's Workshop • Wells Fargo Services • American Express • University of Minnesota
Norwest Investment Services • Myerberg & Company, LLC • United Healthcare Group

CONTACT US

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