



IncWorx has been closely involved with the SDPS program since joining the beta phase in Q4 2007. We were involved and contributed to the program during its initial development and were honored to engage in the very first SDPS. Early on, we realized and understood the value of the program to our SharePoint practice, organization and clients. Today, we continue to see and realize the tangible value of the program by the successes we have had with our engagements. We see the program as a key strategic advantage for our organization lending credible resources to our engagements and providing rapid value to our clients. By working closely with Microsoft, we have been able to develop and share best practices with Microsoft and the worldwide network of Microsoft partners reaching audiences that normally would have been inaccessible to us.

To date, we have completed upward of 20 successful SDPS engagements that have allowed us to forge new relationships with clients of all sizes. Such exposure to a diverse customer base has allowed us to deliver services to a wide range of industries and specializations which we feel gives IncWorx a clear advantage over other vendors in the marketplace. We will continue to use the SDPS program, and programs like it, to provide rapid and targeted solutions to our clients as we grow and develop our SharePoint practice. The SDPS program has proven to be an accelerator for our business by breaking down traditional barriers of entry. We cannot say enough about the positive aspects of the program and foresee strong use of the program with many of our clients.

The U.S. Department of Energy engaged IncWorx consulting to complete an SDPS for an upcoming SharePoint deployment. During initial discussions with the DoE, IncWorx learned they were evaluating their top 3 product offerings, including SharePoint, Alfresco and Tivoli, which were to be considered for an enterprise content management solution. While the DoE was evaluating vendors, it became obvious that Microsoft's SharePoint offering was different from the rest in that it is a mature enterprise ready product that didn't require complex development to achieve rapid results in a short period of time. With IncWorx, the DoE was able to realize that SharePoint could provide rapid value for their ECM needs and also could be used in other departments and offices, which originally was thought to be too difficult or complex with other products and offerings. Once we were able to help the DoE understand that SharePoint was the frontrunner in the product consideration, a length of time for the SDPS was determined and IncWorx began to engage the DoE onsite at the Argonne National Laboratory outside of Chicago, Illinois.

IncWorx was presented with a challenging proposition; help the DoE understand how they could leverage SharePoint internally to provide departmental ECM solutions, provide access to documents externally from remote offices, use SharePoint as a development platform, and secure access to

documents and information with little overhead for maintenance or additional technical expertise. While onsite, we utilized the materials provided by the SDPS program to capture critical requirements and communicate the capabilities of SharePoint during discussions with various department heads. The materials provided proved to be invaluable as they helped us define, with the DoE, many of the aspects required during a successful planning exercise for an enterprise SharePoint deployment. As we continued with the SDPS process, additional capabilities were uncovered and discussed that were once thought to be nice-to-have's such as enterprise search, portals, and collaboration.

In the end, we presented our findings to the department heads, representatives of additional departments not originally engaged, and the DoE Chicago Department of Sciences technology department leaders. The deliverables and findings were received with very high levels of enthusiasm from all of the involved parties. IncWorx provided the SDPS deliverable documentation which has continued to help the DoE plan for a large scale enterprise SharePoint deployment, and has allowed IncWorx to stay engaged with the DoE during their budgetary planning processes. "The project deliverable [provided by the SDPS], summarized the knowledge gathered during the on-site sessions, identified our challenges, presented a SharePoint architecture design tailored to our environment, and presented a workable plan to move forward" stated Eric Veasie, CNI contractor to DoE. "IncWorx exceeded our expectations in every way."

IncWorx continues to have a valuable relationship with the Department of Energy due to the success of the SDPS program and will continue to use the SDPS program whenever possible.

For more information, contact one of our representative at IncWorx to learn how we can you get the most out of your SharePoint deployment.

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