

# Informatica Professional Services

Donna Capraro

Manager, Data Warehouse  
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“We’ve engaged Informatica Professional Services to assist us with a campus-wide database conversion and numerous data migration projects. Informatica provided the foundation for a wide range of campus initiatives to improve the online experience of our users, to reduce web-based security risks, and to support continuously emerging legal and computing requirements. The results have been one successful deployment after another with no re-work. Thanks to the expertise of Informatica’s consultants, their methodology, and their best practices, all of our data integration projects get done right the first time.”

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**On the average only 16.2% of software projects are completed on time and on budget; in larger companies, the average is only 9%. Projects completed by the largest American companies have only 42% of the originally-proposed functionality. (Statistics from the Standish Group, *The Chaos Report*)**

## Deliver Your Project Right the First Time.

Software projects are risky. In addition to the high probability of budget and schedule overruns, problems multiply exponentially if you have a poor architecture. Mistakes in design cause maintenance issues and performance disasters down the road, and efficiencies are squandered if your platform is not reusable. It's not likely you will be allocated extra budget to rewrite a poor architecture.

With Informatica® Professional Services (IPS) you are backed by the experts in data integration. Not only do we bring a thorough understanding of Informatica technology, we have expertise in architectures and solutions across a wide range of business and industry issues. Because our practice serves the large and diverse Informatica customer base, our work keeps us on the cutting edge of all forms of data integration projects – Master Data Management, data migration, data quality, data synchronization, enterprise data warehouse, SOA, Web Services, etc.

Informatica Professional Services has the complete package of resources – the tools, the methodology, and the team to guide your data integration projects from inception to successful completion. Not only can we deliver the project right the first time, we will leave behind a reusable platform that makes each subsequent project easier.

“Faced with a complex business problem and a challenging project timeline to meet our clients’ business needs, we partnered with Informatica Professional Services in order to build a solid, dependable design for migrating data and synchronizing information in real time between business-critical systems. The expertise and thought leadership that Informatica Professional Services brought to the team complimented the industry leading domain expertise of Sapient. That partnership, coupled with the robustness of the Informatica product suite, enabled us to take our client into production on time, on budget. Without Informatica Professional Services, it would have been immensely more challenging.”

—Robert Van Beber, Senior Vice President, Sapient Corporation

“As an Informatica software user, and also as a systems integrator, it is clear to us that data integration is an increasingly strategic endeavor. We are impressed with the functionality that PowerCenter 8 delivers for enterprise-wide deployments—so that customers can derive maximum value from all their corporate data while simplifying and lowering the costs of their IT efforts. More than the sum of its impressive parts, PowerCenter 8 significantly raises the bar for enterprise data integration solutions.”

—Maik Groene wegen  
Data Integration Consultant  
Ordina VisionWorks

### Accountable for the Complete Lifecycle

Informatica Professional Services is uniquely positioned to handle your complete data integration project through all phases – from beginning analysis through the operational support required after go-live. This kind of end-to-end expertise is supported by a complete set of data integration resources:

- Our consultants have completed more than a thousand data integration projects.
- Our proprietary methodology, Velocity®, is specifically designed for data integration projects. Velocity maps to all project phases from requirements gathering to support.
- Our broad span of partnerships maximizes scalability and adaptability.
- We have premier expertise in data quality, a final goal of data integration.
- We have the highest motivation to define your data integration project correctly and move it to production quickly and cost-effectively. After all, we built the software you are using.

### Premier Expertise in Data Integration Projects

We hand pick the precise talent needed for every project and for every stage of the project. All consultants in our practice have honed their skills with hundreds of customers, and their expertise extends to related technologies, project lifecycles, and software engineering disciplines.

All Informatica Professional Services consultants are 100% PowerCenter® certified; no other services provider can make this claim. Certification for Informatica is not just a five day training class or a study guide. It requires rich, in-depth, on the job experience to achieve the designation of an Informatica-certified consultant.

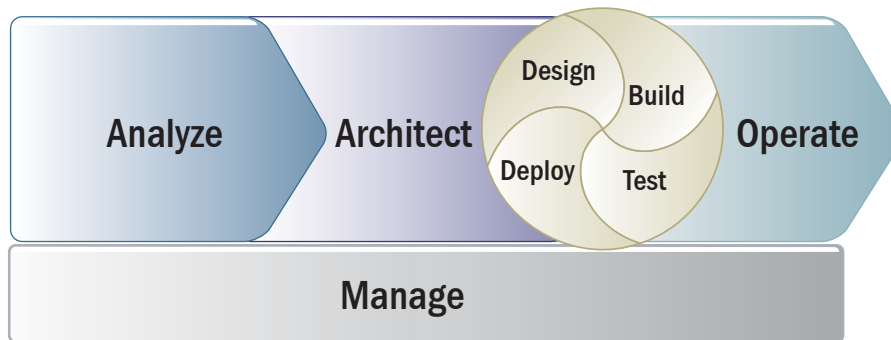
### Your Direct Line to Informatica Research & Development

Our direct line to R&D affords us unique insight into the use, design, and advantages offered by each feature and product release. IPS Consultants leverage this inside access when they work with you to identify areas to deploy Informatica technology most effectively. Working with our consultants also gives customers an edge in influencing product direction.

### A Consultative Voice

In addition to our own highly qualified team of consultants, we have a broad span of partnerships with other professional services organizations. This gives our customers the dual advantages of flexibility and scalability. We arrange an optimal cost-benefit situation for our customers:

- We may staff your project with 100% Informatica resources.



Informatica Velocity Methodology  
 "Velocity combines best practices, application templates and a standard work breakdown structure...it is designed to ensure that customer systems go live..."  
 - Seth Grimes, Intelligent Enterprise, November 1, 2006

- We may introduce partner resources to complement our own team, providing the advantage of exactly the right level of skills for each function at a lower blended rate to give the customer the most competitive price.
- We may, when advantageous to the customer, recommend that the entire project be handled by a partner.

### Best Practices and Methodology

We have distilled our broad base of experience into a proprietary methodology, Informatica Velocity. Velocity spans the entire project lifecycle and was designed specifically for data integration projects.

Reflecting a wide range of system environments and user needs, Velocity guides our team to avoid pitfalls and ensure predictable results. Velocity is accompanied by a library of tools that speed progress and eliminate opportunities for error.

### Advantages of the Velocity Methodology

- Hierarchy of phases, core phases, and iterative phases lend a clear structure.
- Classic waterfall and spiral methodologies combine the best of both approaches.
- Comprehensive tracking capabilities keep the project on schedule.
- A broad range of project experience ensures practical application in the real world.
- Data integration focus ensures the best approach for data integration projects.

### Advantages of Working with Informatica Professional Services

- Clear accountability. When Informatica owns the project end-to-end, we are responsible for the complete success of the product and project.
- Risk reduction. We have delivered thousands of successful data integration projects so we avoid the mistakes that less experienced consultants may make. We can ensure that the software is deployed to your greatest advantage.
- Rapid ROI. No other company has a greater stake in making Informatica products successful than Informatica – our primary goal is customer satisfaction.
- Industry Expertise. We have acquired on-the-job industry-specific knowledge—we understand not only the challenges of data integration, but also data integration in your industry.
- Influence on Product Direction. With Informatica Professional Services, you have a direct line to Informatica R&D because IPS provides consistent, continuous feedback to R&D on product direction.
- Scale. Informatica Professional Services partners with a wide range of data integration service providers, so we have many options for addressing your services needs.
- Value. Informatica has the background to discriminate between value-add and commodity services. We will make sure you receive the best value for the lowest price. Sample Informatica Professional Services Projects

Chesapeake Energy is in the first stages of using Velocity to help fast track our Informatica implementation. Already it has provided our program team with a common terminology, a common semantic model and a set of best practices for accelerating our large-scale migration project and reducing its risk. Essentially, Velocity is helping to keep us all on the same page and on the right track.”

—Stephen Taylor  
 Chesapeake Energy.

## Sample Informatica Professional Services Projects

### End-to-End Solutions Management

- Requirements Definition, Analysis, Design, Deployment, Go Live, & Support
- Integration Competency Center
- Data Integration Platform
- Data Migration
- Data Quality

### Enablement Packages

- Baseline Architecture Engagement
- Migration Readiness Assessment
- Development Acceleration
- Full Project Lifecycle
- Development Lifecycle Project Manager
- Global Architecture Assessment
- Major Release Upgrade
- Metadata Strategy and Enablement
- Performance Tuning and Deployment Readiness
- Project Definition and Assessment
- PowerExchange Baseline Architecture for Batch
- PowerExchange Baseline Architecture for CDC
- PowerExchange Baseline Architecture for Real Time
- Informatica Data Quality Baseline Deployment
- Data Cleanse and Match Baseline Deployment
- Metadata Manager Quickstart
- Metadata Manager Customization



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