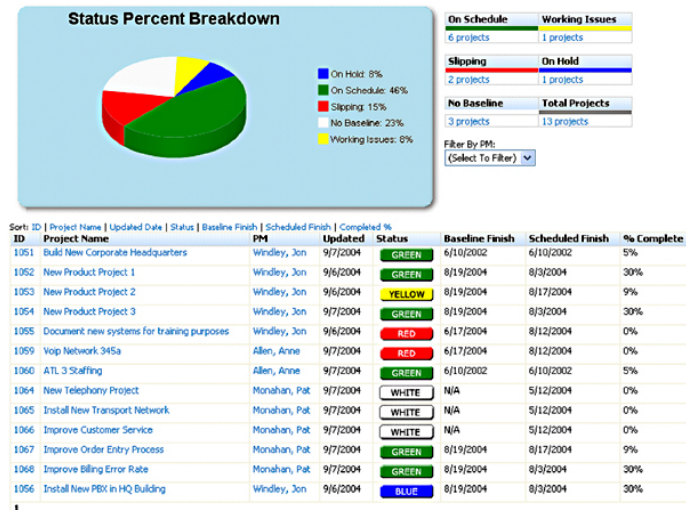


## It's About Control

Managing projects to successful implementation has long been the focus of corporate management. Increasing levels of technology have been implemented in an attempt to improve the rate of project success and value contribution to the enterprise. While much has been written about the large percentage of major projects that fail to meet time, budget or functionality expectations, little attention or analysis has been focused on those projects that do meet expectations. Did those "successful" projects deliver on the advertised or expected benefits and value proposition? What did they contribute to the goals of the business and overall corporate success?

In today's competitive environment, simply being "on time" and "on budget" isn't enough. Projects must add true value to the corporation. At the same time, many corporations have spent considerable resources implementing "metric dashboards" or "scorecards" to track process performance. If a metric is off-target, what projects are going to get the effort back on-target? Are those projects in jeopardy? Do the project managers understand the impact that their projects have on the corporate goals?

**Fusion Point™**, the foundation of Retreon's simple, fast, effective Corporate Performance Management suite, is focused on addressing this critical need. **Fusion Point** is a web-based, wizard-driven project management tool that provides corporate-wide access to key process and project information. **Fusion Point** allows project managers to capture the key elements of project management (statusing, project plans, escalations, critical issues, milestones, etc.) in one location allowing management real-time access to vital project information.

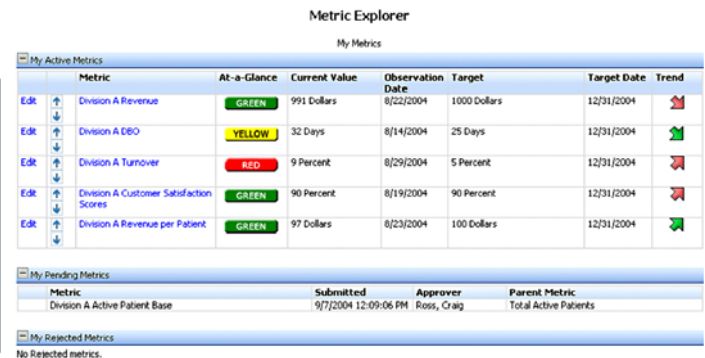


Additionally, **Fusion Point** allows the management team to link key business metrics to the projects that will drive improvements to those metrics. **Fusion Point** provides program managers, managers, and executives with the following benefits:

- **Fusion Point** links corporate metrics and projects – it helps to quickly identify which metrics have no associated improvement projects and prevents "orphaned" projects that are not related to a specific corporate metric
- **Fusion Point** makes individuals accountable for performance – metrics are built by individuals and are tied to the metrics of their manager ensuring that each individual's goals are directly tied to those of the management team

- **Fusion Point** is a "force multiplier" - through the use of **Fusion Point's** "rapid update" and proactive notification technology, program managers can effectively manage a significantly greater number of projects than is possible through standalone software or spreadsheets
- **Fusion Point** helps management understand where to focus their time and energy - **Fusion Point** uses color codes like red, yellow, and green to show metrics and projects that need immediate attention allowing project managers to "escalate" critical issues directly from the web to their management team
- **Fusion Point** shows key information at a glance - an overview of projects or a list of the metrics that you own is available from a single page with drill-down capability; the critical information you need to run your business is always at your fingertips
- **Fusion Point** is designed for real-world business by people with real-world operational experience - Unlike applications designed by those who have never run a large organization, **Fusion Point** was conceived and developed by a team running a large organization for internal use; it has been time tested and honed in real-world situations

**Fusion Point** does far more than simple, single-mission "dashboard" or project management tools. By capturing the *inter-relationships* between projects, metrics, goals and corporate success, **Fusion Point** provides a shared insight to the management team and a real-time understanding of the state of the enterprise business operation. This shared insight spans the current state of business operations to the future view resulting from the anticipated contribution of the various projects-in-process.



## Real-World Experience ... Real-World Results

As a complement to **Fusion Point**, our industry leading process management team is uniquely qualified to provide real-world process consulting that delivers results. Our team has more than 40 years of combined experience in the telecommunications industry with across-the-board experience in managing operational environments. In particular, our team has a balanced combination of "big six" consulting experience coupled with direct management of engineering, operations and program management organizations in telecommunications. We bring real world experience and results to every effort we lead.

**Fusion Point** provides the tools for executive management to monitor the process performance of the business on a timely basis with a simple web browser-based solution. It gives executive management a way to ensure that the project management investment in "doing things right" is greatly enhanced by the certainty that they are "doing the right things".