**What Is It?**
The Brave River Solutions Business Strategy Workshop is a focused one-week program that helps decision makers in your company envision ways to take advantage of business opportunities. During the sessions, we will work with you to identify and prioritize business solutions that meet your strategic objectives. We will explore new ways to manage relationships with your business partners and examine your relationship with your clients. We will work with you to create realistic plans for developing and deploying solutions.

**Who Is It For?**
The Workshop is targeted at high-level decision makers able to affect important strategic changes in their organizations. We recommend that key partners involved in shared business processes also attend the sessions.

**What Do You Get?**
The deliverable from the Workshop is a presentation co-authored by your team and Brave River Solutions that includes:

- A mapping of your business goals aligned with strategic business and e-Business opportunities
- An analysis of the organizational and technical challenges your company faces in developing Business solutions or IT initiatives
- A proposed strategy for implementing your business vision, including a prioritized list of e-Business initiatives and a phased schedule for their development
- Justification of your e-Business strategy, including the initial business case analysis for each suggested initiative
- A high-level discussion of architectural alternatives for the e-Business initiatives we have identified
- A prioritized list of questions to be answered, issues to be resolved, and internal resources and business partners whose buy-in and involvement will be key to your success
- A list of recommended next steps

**Together We Will Answer Questions Such As:**

- What are the e-Business opportunities for my business?
- How will it effect the bottom line?
- Can e-Business help my company to attain its strategic objectives?
- Will e-Business or other business initiatives change my existing channel relationships?
- What should I do first and why?
- What skills do I need and how much can I do myself?
- What technologies and architectures should I choose?
- How do I get started?

**Our Definition of e-Business**
Technology based business solutions, aligned with your company's business initiatives, that provide support and open new possibilities for transacting business more efficiently. *That is e-Business.*

**BRAVE RIVER SOLUTIONS**
875 Centerville Road, Building 4
Warwick, RI 02886
Phone: 401.828.6611 x304
www.braveriver.com
The Workshop is up to one week in duration, culminating in a final presentation. The week is divided into strategic building blocks, the sessions are as follows:

A seminar to introduce e-Business opportunities in the industry. A facilitated session to raise the awareness of business opportunities and their potential impact on your company.

A structured exercise to build a common understanding of major business issues your company faces. We'll identify opportunities for closer interaction with business partners and explore any technical and/or organizational obstacles.

An exercise in creative collaboration. We'll explore possible improvements to business processes and draw up a set of hypothetical scenarios, based on the opportunities, goals and challenges identified in the previous sessions.

The core of the Workshop. Participants construct a strategy that both realizes your business vision and supports key corporate goals and objectives.

Dual-track working sessions. Our team of participants will obtain information needed to resolve key issues, while another team drafts the final Workshop presentation. Brave River Solutions will develop a list of recommended follow-up activities.

The Workshop presentation is delivered, critiqued and finalized.

Discuss next steps toward an Business solution.

---

**How is the e-Business Strategy Workshop Organized?**

**Seminar:**
Day 1, Morning

**Facing Business Opportunities:**
Day 1, Afternoon -
Day 2, Morning

**Developing a Vision:**
Day 2, Afternoon

**Strategy Session:**
Day 3

**Synthesis:**
Day 4

**Conclusion & Recommendations:**
Day 5, Morning

**Next Steps:**
Day 5, Afternoon

---

**e-BUSINESS STRATEGY WORKSHOP**
In some cases, the mandate from the Workshop will be strong enough for your team to proceed immediately to one or more e-Business projects. In other situations, more analysis will be required, additional business partners will need to be consulted, and/or a detailed business case will need to be developed. Brave River Solutions has a well defined set of additional service offerings to guide you through these additional steps.

Due to the intensity of the facilitated sessions and the need for a broad range of information, we will ask your team to do some work in advance of the Workshop. Upon registering for the Workshop, we will send you a series of questions to answer about your corporate and divisional goals, customer requirements, ongoing strategic initiatives and potential obstacles to implementing a business solution.

The Brave River Solutions Business Strategy Workshop provides your decision makers with the e-Business strategy that maps with your company's business drivers and strategic goals. The Workshop also bridges the gap between strategy and tangible results by providing practical implementation advice. In a very short timeframe, your company will understand the business opportunities and be able to begin developing an Business solutions plan.

What Happens Next?

How Should You Prepare for the e-Business Strategy Workshop?

The Bottom Line

"BRS is our business partner. They are our most effective and responsive Information Technology company."

Bob Wilbur
CIO
Designs, Inc.

For More Information,
Contact Brave River Solutions At 401.828.6611 x304
Or Visit Us at: www.braveriver.com