



Vision & Philosophy

Barclay Mead, President/CEO

To re-define how corporations do business with their IT partners - by leveraging the best prepared/motivated talent to face changing corporate challenges, in an economic and political landscape that demands new approaches and practices. *"We need to embrace a revolution in American business to once again prove to ourselves and the world that nothing comes close to the value of American Made."*

Dwayne McDaniel, Director

To have a positive impact on the IT industry - by being a pioneer in the introduction of new methods, services, and business models which leverage the American talent and enthusiasm, and returns Pride and Confidence in what we as an industry can deliver. *"With the right leadership, motivation, knowledge, and team commitment, everything is within reach. There's no such thing as can't do."*



Apprenticeship

Experienced Industry professionals work hands-on with apprentices through three progressive phases of mentorship:

Phase 1

Outsourced Real World Project Development
Apprentices work on real projects, pertaining to the core competency that best fits their skill set, for various corporations

Phase 2

1 on 1 Mentorship in External Corporate Environment
Apprentices shadow and work along side of Individually placed consultants in an external corporate environment

Phase 3

Continued Mentorship with External Corporate Sponsorship

**5924 SW Cherokee Court
Topeka, KS 66614**

**Phone 785-271-2070
Consulting@ITSTopeka.com**

www.ITSTopeka.com

Commercial Client Services



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About Value

Innovative Technology Services (ITS) is a full service consulting company specializing in project consulting, contract consulting, retainer consulting and recruiting/apprenticeship. ITS offers large to mid-sized companies a reliable, high-quality alternative to in-house resources for Business development, IT development, Project Management and Recruiting/Apprenticeship.

This *Veteran Owned* company is a true alternative to in-house or off-shore resources, ITS offers a very high level of practical experience, know-how, contacts, and confidentiality.

The real core value is professional expertise, provided by a combination of experience, hard work, and education (in that order).



Project Consulting Services

Proposed and billed on a per-project and per-milestone basis, project consulting offers a client company a way to harness our specific qualities and use our expertise to solve specific problems, develop and/or implement plans, and develop specific information.

Contract Consulting Services

Proposed and billed on an hourly basis, Contract Consulting offers a client company a quality temporary work force it can quickly grow to meet fast paced temporary demands for additional resources.

Retainer Consulting Services

We represent a client company as an extension of its business development and package selection functions. We represent the client company quietly and confidentially, sifting through new developments and opportunities as is appropriate to the client. Retainer-based antenna consultants can greatly enhance a company's reach and extend its position into conversations that might otherwise never have taken place.

Recruiting

ITS Recruits undergo an intensely rigorous screening process prior to any exposure to clients. Each Recruit is screened by

- Criminal Background check
- Professional achievement
- Industry experience
- Ability to mentor others
- Drug test
- Education
- Peer screening
- Must be bondable



About Challenging Industry Practices

High-level prestige management consulting:

Strengths: National locations managed by owner-partners with a high level of presentation and understanding of general business. They have enviable reputations, which make purchase of consulting an easy decision for a manager despite the very high prices.

Weaknesses: General business knowledge doesn't substitute for the specific niche

platforms, channels, and distribution expertise of local ITS.

Market specific or function specific experts:

Strengths: Expertise in market or niche, well versed in a specific software or platform.

Weaknesses: The inability to spread beyond a specific focus, to integrate to other platforms, to provide actual management expertise and wisdom beyond the specifics.

Companies do in-house research and development:

Strengths: No incremental cost except travel; also, the general work is done by the people who are entirely responsible; the planning is done by those who will implement it.

Weaknesses: Most managers are terribly overburdened already, unable to find incremental resources in time and people to apply to incremental opportunities. Also, there is a lot of additional risk in project and business development done in-house from the ground up.