

ABOUT WOSTMANN & ASSOCIATES, INC.

Expectations met. Trust earned. Value Delivered. Wostmann & Associates, Inc. (WAI) was founded in 1984 by IT professionals in Juneau Alaska who sought the challenge of developing technology solutions to meet the growing complexity of Alaska businesses. In the last decade, we have focused on establishing ourselves as the premier Alaska-based IT consulting firm, providing value to our customers, partners, and State with cost effective tailored systems and services.

In an effort to offer the State of Alaska the most comprehensive information technology services WAI is a member of a joint venture partnership, the Wostmann Group, and maintains alliances with renowned international application system vendors. Our successful reputation is exemplified by standing contracts with the State of Washington, State of Alaska, and the Federal Government.

WAI FACTS

- WAI has provided consulting services and programming support to Federal, State and private sectors for over 18 years.
- WAI has on average 10 years long standing relationships with each client served
- More than 90% of clients re-engage WAI for additional work
- WAI serves as the managing partner of the Wostmann Group (WG), a consortium of Alaska's leading technology and information service providers
- WG was awarded contracts in 12 of 17 IT categories with the State of Alaska
- WAI consultants average 15 years of industry experience in their respective field
- WAI has assisted over 45 government agencies throughout Alaska
- WAI is actively engaged in an average of 30 projects at any one time

WAI SERVICES

- ✈ IT Planning and System Selection
- ✈ Security Planning and Management
- ✈ Requirements Analysis and Design
- ✈ System Application Development
- ✈ Web Interface Design
- ✈ Database Development and Reporting
- ✈ Infrastructure Management
- ✈ System Integration
- ✈ Mainframe, Midrange, C/S Platform support
- ✈ Q/A, Mentoring, and Project Management
- ✈ Business Process Definition

THE WAI PHILOSOPHY

Reliability. We recognize that "getting the job done" timely and accurately is a top concern for our clients. We evaluate success in the short run in terms of deadlines met, and in the long run in terms of the strength of our client partnerships.

Integrity. We will not recommend or advocate a solution that we do not personally believe is right for your needs. WAI is united by the belief that a desirable outcome for our client is more important than following the latest IT trend.

Respect. We believe that respect is the basis for good business relationships and we hold a mutual respect with our clients. IT managers and technicians in Alaska reflect the pioneering, "can do" spirit of the state population. WAI is comprised of a diverse group of individuals each contributing specialized expertise in a cohesive unit to serve the Alaska community.

Contact us with your needs....

(907) 586-6167 Juneau

(907) 952-2665 Anchorage

<http://www.wostmann.com>

WAI METHODOLOGY

WAI adapts the tool to the business needs of the user. We understand your business first and then define a technology solution to support it. We assess your infrastructure, confirm the desired direction, and review emerging technologies to create a cost-effective system that works effectively within your existing environment.

WAI uses proven techniques to ensure quality control and client satisfaction. User involvement is fused throughout the process to ensure that the true needs of the client are discovered and met - Internal peer reviews, structured walkthroughs, and formal acceptance occurs at each milestone. Senior leadership is integrally involved in every project empowering staff to develop the ultimate solution for our customer.



WAI aligns industry methodologies with clients' in-house standards to create a win-win situation that is truly unparalleled in the IT industry. We observe and follow existing customer standards, help define them when they do not exist or need updating, and use industry standards (e.g., IEEE) as the basis for our recommend-

ations.

WAI has the flexibility and depth of skills to serve a range of roles on an engagement. Depending on your needs, WAI has the expertise to assign a Project Leader to manage a team or serve in a supporting role as a technical mentor. Utilizing our WAI Team Approach, we work side by side with the client to enable ownership of the IT solution and expertise for ongoing maintenance.

WAI Incorporates Customer Culture. With the client's assistance, we develop solutions that are readily accepted into the culture and adaptable to the environment thus reducing the effects of change on the client's employees. We have in-depth experience leading multi-discipline, multi-vendor teams to ensure a seamless product.

TECH PERSPECTIVE

OPEN SOURCE - WAI uses open source code solutions and develops solutions which contribute to the open source community.

TECHNOLOGY AGNOSTIC - By not being limited to a single platform or vendor, we are able to ensure that our clients get the best solution for their business needs.

SPECIALIZED TOOLS - WAI uses specialized tools and techniques such as Extreme Programming, UML, XML to enhance the process and quality of the resulting models

TECHNOLOGY DEMONSTRATOR - When customers are uncertain about the application of a particular technology and how it will function in their environment, WAI will develop a full-function limited scale prototype.

WAI SOLUTIONS

When applicable, WAI systematically develops solutions to meet a collective business need that can then be applied across departments, industries or regions. These solutions may serve as a platform from which to build an individualized product for your business:

E-PERMITTING SYSTEM
WEB IDENTITY MANAGER
E-LEASING SYSTEM
ONLINE INFORMATION SYSTEM

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