



Industry Focused Solutions

Our industry-focused approach means that we can deliver immediate value to the clients looking for solutions that leverage EMC software. Our vertical teams combine their business expertise with proven reusable assets and frameworks to optimize operations and deliver scalable business solutions in the following areas:

- ▶ Financial Services
- ▶ Insurance and Healthcare
- ▶ Life Sciences

Solution Accelerators and Frameworks

With our years of EMC experience, Paragon can deliver the assets and frameworks to lower the client's total cost of ownership (TCO) in the following areas:

- ▶ Insurance Claims
- ▶ New Account Opening/Enrollments
- ▶ Contracts Management
- ▶ Records Management
- ▶ Electronic Communications Risk Management
- ▶ SAP Accounts Payable Documentum Integration
- ▶ SharePoint Integration
- ▶ Decommissioning

A Results-Oriented EMC Partner

Paragon is a top-ranking EMC Content Management and Archiving (CMA) partner delivering strategic consulting, implementation and integration services. Our vertical market expertise and specialization in streamlining operations have given our team competitive differentiation to help close business opportunities and deliver the solution.

Successful Client Engagements/Wins

Financial Services

- ▶ Blue Healthcare Bank
- ▶ Compass Bank
- ▶ JPMorgan Chase
- ▶ U.S. Bancorp

Insurance and Healthcare

- ▶ American Red Cross
- ▶ Blue Cross of Idaho
- ▶ Blue Cross Blue Shield of NC
- ▶ Blue Cross Blue Shield of MA
- ▶ Selective Insurance

Life Sciences

- ▶ Amgen
- ▶ AstraZeneca
- ▶ Merck
- ▶ Novartis
- ▶ Sanofi-Aventis
- ▶ Wyeth

EMC Product Experience

Our Content Management Practice is grounded on the fundamentals of the EMC software product suite with specialized knowledge of how these products can meet specific business objectives.

- ✓ Captiva
- ✓ Document Management
- ✓ Web Content Management
- ✓ eRoom
- ✓ Business Process Management/BPS
- ✓ SAP Archiving
- ✓ RM/RPS
- ✓ Document Output Management (Document Sciences)
- ✓ Email Archiving
- ✓ Kazeon

Delivering Value From Strategic Roadmap To End-to-End Integration

Whether the client is in the early planning and business case stage, or contemplating integrating back-office systems, Paragon has the experience and tools to deliver success. Paragon will develop a custom-tailored roadmap that is more than a blueprint for a future state, with a recommended path for implementation that considers risk, cost and transition.

Roadmap Process

	Assess Requirements	Define Future State	Prioritization	Develop Business Case	Define Roadmap
Objective	Define Business Requirements	Develop Future State Blueprint	Enhancement Prioritization	Define Business Case	Roadmap
Key Activities	<ul style="list-style-type: none"> Interview Business and technical stakeholders Document/validate existing processes Define unit cost and cycle time metrics Conduct technical assessment of existing technology Determine integration requirements Conduct functional requirements analysis Summarize key functional and non-functional requirements 	<ul style="list-style-type: none"> Develop the future state process vision including process flows and functional capabilities Identify external systems application integration requirements Analyze/summarize key functional and non-functional gaps Define scorecard criteria for vendor package selection and/or functional requirements for existing applications 	<ul style="list-style-type: none"> Define process & technology improvement opportunities Determine build vs. buy for application enhancement Develop scoring methodology for application selection as necessary Define prioritization criteria and weight appropriately: <ul style="list-style-type: none"> - Risk - Client impact - Unit cost/cycle time - Cost 	<ul style="list-style-type: none"> Define cost estimates for selected initiatives Define estimated cost savings/revenue growth Develop business case: <ul style="list-style-type: none"> - B/E - ROI 	<ul style="list-style-type: none"> Define roadmap for key process/organization/change management and technology initiative Develop the implementation strategy Milestones/dependencies Identify transition plan

Paragon's EMC Documentum Differentiation

Paragon has the credentials and expertise to deliver scalable, content-enabled solutions:

- ▶ EMC Documentum partner for 8 years, Select Services Team
- ▶ Top ranking system integrator partner in 2007, 2008 and 2009
- ▶ Selected for Documentum early release implementations
- ▶ Captiva and Document Sciences certified
- ▶ Vertical market expertise specializing in process optimization
- ▶ Preferred partner for repeatable, content-enabled solution accelerators
- ▶ Integration components for a lower TCO
- ▶ Reusable assets for content migration and consolidation

About Paragon

Paragon Solutions, a division of Paragon Computer Professionals, is a business and technology consulting firm that specializes in enterprise information management to help clients leverage information assets for better business results. The company does this through its industry practices, solution accelerators and specialized technology competencies that help clients achieve operational efficiency, business scalability and regulatory compliance.

Paragon works with businesses that are focused in a few key industries – communications, financial services, healthcare, insurance and life sciences. The industry-focused strategy consulting and systems integration teams work with Paragon's competency groups addressing today's technology concerns in Process Optimization, Information Management and Information Integration.

For more information, please visit the Paragon Web site at www.consultparagon.com, or call 1.800.462.5582, ext. 3100.

Corporate Fast Facts

- ▶ Privately owned, founded in 1982
- ▶ US-based, New Jersey Headquarters
 - 6 domestic offices
 - 1 overseas development center
- ▶ On-site, off-site, dual-shore capabilities

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Improving the Way Work Gets Done™