



## *Transforming Business with technology*

As a small to medium business, you are familiar with managing change. But the fast pace of technology can be overwhelming

For small to medium businesses, time is becoming more precious. The flow of information demands flexibility and the ability to stay connected is critical.

The rapid development of technologies and applications means your business faces the challenge of ensuring your information and communication technology (ICT) solutions are current and continue to meet your ongoing requirements.

Having an ICT roadmap for the future is therefore critical to achieve your business objectives, which commonly include:

#### **Cost efficiency**

The changing economic climate requires businesses to be prudent and remove any unnecessary business costs. Investing in ICT can help you survive in the short term and enable long term competitive advantage and efficiency gains.

Getting competitive rates and keeping updated is critical to your technology framework. To achieve this, Hood Sweeney partners with leading providers to ensure that our clients get a competitive rate and regular updates on hardware and technology solutions.

Our partnerships include: Citrix Gold Solutions; IBM Business; Lenovo Business; Hewlett Packard; Interactive Intelligence Gold Reseller; Microsoft Gold Certified; and Cisco SMB Select.

#### **Productivity**

Adopting a proactive approach to ICT can help businesses to utilise resources more efficiently and ensure effective work processes and practices are in place, resulting in the ability to achieve higher profits.

#### **Business continuity**

Potential incidents like a disastrous event or business disruption are risks that most businesses can't afford to experience. It means downtime which comes at a cost to the business. Understanding the risks and preparing an action plan prior to an event plays a major role in the business' survival under such circumstances.

#### **Sustainability**

Businesses have a responsibility to conduct their affairs, including ICT practices, in the best interests of the environment as a whole. By integrating low-energy technology solutions, you are in a position to drive long-term value and further returns to your business.

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## ourservices

Hood Sweeney has been assisting businesses with technology solutions for over 15 years. Our clients range from private companies, publicly listed companies, government entities, professional services and small to medium enterprises.

Ask yourself:

- > Are you familiar with new technologies and do you know what you should be using?
- > Is your ICT environment adding value to your business?
- > Do you maximise the use of specialty knowledge to keep your systems running?
- > Can you access your clients and their information with ease, from wherever you are?
- > Are you confident that your business could continue to operate in the event of a disaster or disruption?

If you answered 'no' to any of these questions, here is how Hood Sweeney can help.

We take the time to understand your business drivers, technology needs, future plans and risk exposure. Working with you we develop a tailored solution to ensure your infrastructure and applications are protected, business continuity is achieved, contingency planning is in place and preventative measures are taken to reduce threats to your business.

By improving accessibility, connectivity and communications through ICT solutions, we can assist you in adding value to both your business drivers and your bottom line.

With dedicated, highly experienced and accredited experts on hand to help, Hood Sweeney can ensure that your infrastructure and applications are continually monitored, maintained and reviewed so there are no surprises.

## ourapproach

### STRATEGIC ICT CONSULTING

We listen and understand what are the unique requirements and strategic drivers of your business

- > Independent architectural assessment of your:
  - Network security
  - Data security and protection
  - Network structure and energy efficiency
- > Business continuity
- > Design ICT roadmap



### SOLUTIONS ADVICE

We design and implement solutions that fit and you can grow into

- > Energy Efficient ICT Systems
- > Unified Communications
- > Disaster Recovery Architecture
- > Infrastructure upgrades and refreshes
- > Remote and Mobile Access
- > Hardware and Software Procurement
- > Virtualisation



### ONGOING SUPPORT

We are committed to being available when you need us, so you have access to experts who can help you

- > Efficient service management
- > Help Desk services for over the phone support
- > Scheduled on-site preventative maintenance and critical issue on-site support within agreed service levels and response times
- > Remote support for servers, desktops and applications
- > PC, server and application roll-outs



### EVALUATION

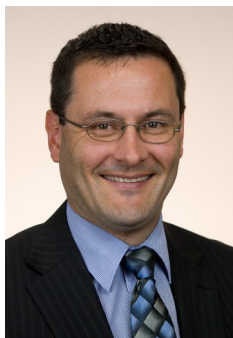
We regularly review your solutions to provide you with peace of mind and ensure they continue to meet your strategic goals

- > Periodic auditing and on-site reviews to ensure your infrastructure is optimised, stable and secure
- > Re-evaluation of your implemented ICT plan against:
  - Capacity planning
  - Strategic capability
- > Review of your ICT strategy to ensure it remains up to date and that it continues to meet your key business drivers

## ourvalue

We are 100% South Australian owned and operated showing our commitment to and investment in our local economy. We work with you, drawing on our experience and extensive technical knowledge, to ensure that your ICT infrastructure is capable of meeting your business objectives now and in the future.

## ourtechnologyleaders



**Keith Rutherford**  
Relationship Manager  
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Keith has extensive experience working within and consulting to a range of Adelaide and national organisations to improve their use of technology and processes.

His 20 years of experience has been gained from his senior roles at IBM, ETSA Utilities, Sky City, Department of Health and Ernst & Young. Keith has worked with varied organisations to improve their use of technology, including small to large enterprises, private companies, government bodies and the not-for-profit sector.



**Bronte Daniel**  
Executive Consultant  
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Bronte has over 30 years experience in a variety of consulting and line management positions with a background specialisation in information technology.

Most recently Bronte has worked at KPMG as an Executive Consultant; Adelaide Bank as Chief General Manager Corporate Services; Ernst & Young as a Partner and later as an Executive Consultant; and in private consulting as Daniel Management Consulting.

Bronte brings to the firm significant expertise in technology, business development, project management, process improvement initiatives, business continuity planning and systems integration.

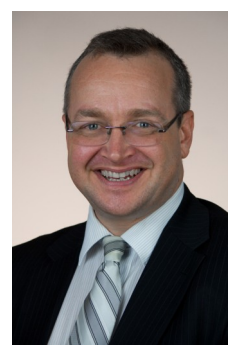


**Graham Wadsley**  
Director  
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Graham is a director in the Technology division. He joined Hood Sweeney over six years ago from C&PA where he was director of technical services.

With over 21 years experience, Graham specialises in the provision of managed support services, solutions architecture, Microsoft systems, Hewlett Packard and IBM infrastructures, remote access technologies and disaster recovery design.

Graham is responsible for overseeing the delivery of technical support to our clients, while ensuring that their business solutions remain appropriate and supportive of their business drivers.



**Gunther Schapel**  
Technical Operations Manager  
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Gunther is the new Technical Operations Manager in our Technology division. He comes to us from IBM in Melbourne where he has spent the last nine years working in various senior technical and service delivery roles.

For the past four years Gunther has been a Technical Projects Delivery Executive managing a team of seven technical and operations specialists providing service support to customers such as ANZ bank, NAB, BHP Billiton, Mobil and Australian Customs.

During this period, he was consistently rated as one of the best Technical Delivery Executives within Australia and he leaves IBM with very strong client relationships.



## *yourteam*

Hood Sweeney has a highly qualified and knowledgeable ICT team of 20 who have extensive experience in deploying and supporting varying leading edge technologies and

### Hood Sweeney Technology

#### Strategic consulting and solutions advice

Dedicated client relationship team lead by Keith Rutherford and Bronte Daniel

Account Managers  
Adelaide & Country SA

Solutions  
Architects

Pre & Post  
Sales Support

#### Ongoing support

Technical consultant team lead by Graham Wadsley and Gunther Schapel

Technical Support  
Specialists

Help Desk  
Support