

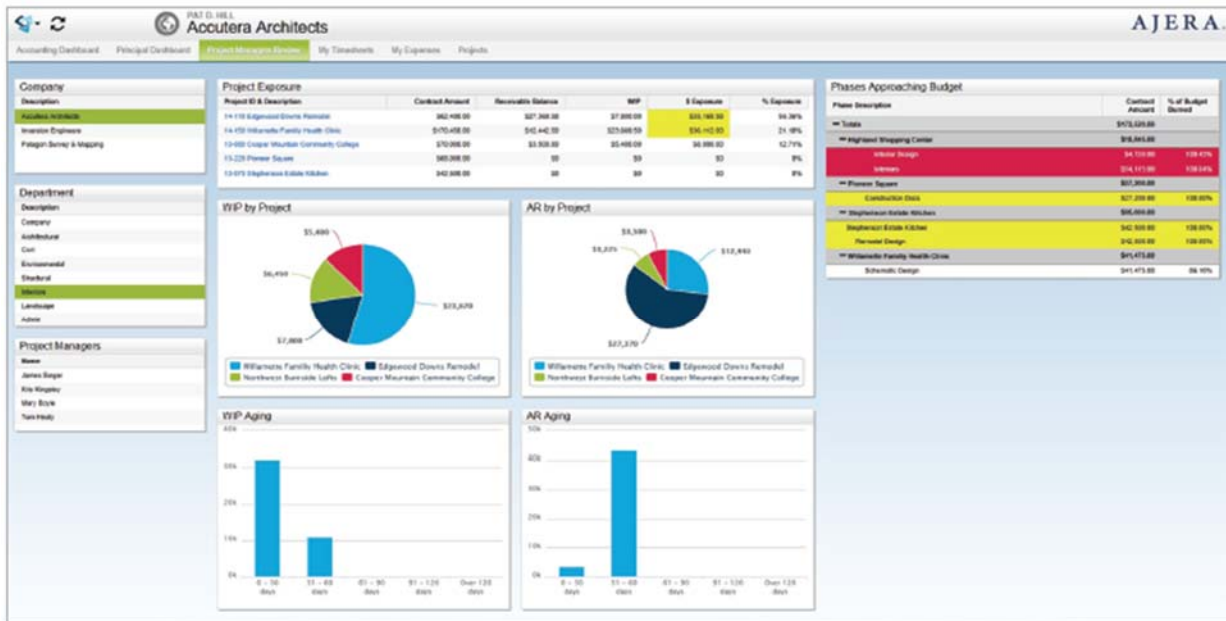
BUSINESS NEEDS ASSESSMENT FOR AJERA CLIENTS

Axiom offers a comprehensive business needs assessment to ensure our clients are getting the most out of their Ajera investment. As market conditions have changed or your firm has grown and evolved, the way you manage your business has most likely changed. The assessment will determine if there are additional ways Ajera can be used to support your business, such as functionality and features that may have a new relevance to your firm's current needs.

The onsite assessment is conducted by a senior Axiom consultant and includes key personnel interviews, process reviews, Ajera settings and usage. Axiom will deliver a final report that highlights opportunities and next steps.

THE PROCESS

1. **Data Set Review** - This pre-work includes a comprehensive review of the Ajera database to identify problems and prepare the Senior Consultant for the onsite visit and interviews. Specifically, this review will focus on security settings, and how Ajera Reporting, Inquiry, Dashboards and Financial Reporting functionality is currently being used.
2. **Onsite Visit and Interviews** - This one to two day visit includes interviews with key staff - executive team, project managers, finance team, marketing team and profit center managers. The Axiom Consultant will also conduct a review of core processes from the perspective of the stakeholders. Typical processes included are project initiation, forecasting and business development, scheduling, time entry, billing, and month end. Additionally, the review will include homegrown systems and spreadsheets.
3. **Best Practices and Opportunities Report Generation** - The findings will be summarized and best practices proposed.
4. **Report Review and Questions Meeting** - The final step is to review the findings and answer any questions about next steps.



To learn more, contact Axiom sales at sales@axium.com or call (800) 872-1540.