

Management Mentors

Two companies have joined forces to provide managers of the world insight and tools to help them be more productive and to achieve greater success in their management roles.

The companies focus on specific areas of expertise to provide diversity and a balance of insights needed to achieve significant management success.



TenStep, Inc. - Project management specialists providing methodologies, tools, and insights that every manager needs to achieve success.



MDE Enterprises, Inc. - Providing insight and tools to help IT managers of the world achieve more success.



TENSTEP, INC. SPECIALIZES IN BUSINESS METHODOLOGY DEVELOPMENT, TRAINING AND CONSULTING. OUR FOCUS IS TO PROVIDE VALUE TO OUR CLIENTS IN THE AREAS OF PROJECT MANAGEMENT, PROJECT MANAGEMENT OFFICE, PORTFOLIO MANAGEMENT, THE DEVELOPMENT LIFE-CYCLE AND APPLICATION SUPPORT.



C O N S U L T I N G >>>> T R A I N I N G >>>> M E T H O D O L O G Y

TENSTEP SPECIALIZES IN METHODOLOGY DEVELOPMENT, TRAINING AND CONSULTING.

- ▲ A FULL LINE OF CONSULTING SERVICES FOR PROJECT MANAGEMENT, CUSTOMIZATION, IMPLEMENTATION AND EXECUTION
- ▲ A COMPLETE CURRICULUM OF PROJECT MANAGEMENT AND RELATED CLASSES
- ▲ A FULL LINE OF METHODOLOGY PRODUCTS, INCLUDING OUR FLAGSHIP TENSTEP PROJECT MANAGEMENT PROCESS
- ▲ HANDS-ON WORKSHOPS TO HELP YOU SET UP PROJECT MANAGEMENT OFFICES
- ▲ MUCH, MUCH MORE.

WE DON'T SELL TOOLS. WE HAVE THE SERVICES AND SUPPORTING METHODOLOGIES THAT YOU MUST IMPLEMENT FIRST BEFORE EVEN THINKING ABOUT TOOLS.

HOW MAY WE SERVE YOU?

OUR VALUE PROPOSITION: WE TAKE THE TIME AND EFFORT TO DEVELOP THESE IMPORTANT BUSINESS PROCESSES **SO THAT YOU DON'T HAVE TO.** WE ALSO UPDATE AND ENHANCE THESE IMPORTANT BUSINESS PROCESSES **SO THAT YOU DON'T HAVE TO.**

TENSTEP WORLDWIDE

THE TENSTEP IS CURRENTLY AVAILABLE IN ENGLISH, SPANISH, GERMAN, CHINESE, DUTCH, ITALIAN, PORTUGUESE, RUMANIAN, CROATIAN, POLISH AND MALAY, AND IS SUPPORTED BY A WORLDWIDE NETWORK OF OFFICES IN:

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|-----------------|------------|-----------|
| ▲ UNITED STATES | ▲ BELGIUM | ▲ BRAZIL |
| ▲ CROATIA | ▲ FRANCE | ▲ GERMANY |
| ▲ ITALY | ▲ MALAYSIA | ▲ MEXICO |
| ▲ POLAND | ▲ RUMANIA | |

THESE OFFICES PROVIDE CONSULTING, TRAINING AND LICENSE SUPPORT ON ALL OF OUR TENSTEP PRODUCTS.





MDE Enterprises, Inc.

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Mission: provide practical insight and tools to help IT Managers of the world ***achieve more*** success.

Background: Mike Sisco, MDE's President & CEO was an IT manager and CIO for over 20 years before starting MDE Enterprises, Inc. in 2000. In that time he managed technology operations in a variety of industries including small startups and large distributed environments.

Since starting MDE, Mike has written 14 books and over 300 articles for publications such as IT Business Edge, TechRepublic, HP, VP Magazine, Cutter Consortium, and others.

Mike has led the IT due diligence and transition planning for more than 40 company mergers and acquisitions. His management experiences have given him a unique perspective of IT management by observing hundreds of companies with thousands of IT managers.

Products and Services: To accomplish its mission, MDE provides training and education materials developed specifically to help IT managers improve their operational management skills. Mike's approach is straightforward and simple:

1. Define **what** is necessary to be successful in an IT management role
2. Describe **how** to go about it.
3. Provide **tools and examples** to help you implement each concept quickly.

MDE books, tools, and training have been provided to thousands of IT managers and executives at all levels of experience and in all industries in over 140 countries.

MDE's **IT Business Manager Certification** program (ITBMC) for IT managers is one of the first in the industry that focuses on the business aspects of managing technology resources. The ITBMC program is highly regarded in effectively teaching an IT Management Process that ensures IT will stay aligned with business need and provide tangible value to the business.

There are three main focuses devoted to helping IT managers achieve more success.

Training www.mde.net/institute	Books & Tools www.mde.net/cio	Consulting www.mde.net/consulting
<p>MDE delivers the IT Manager Institute in select cities around the world. The class can be delivered in 3, 4 or 4 1/2 day sessions. Upon completing the course, students may take a 5-part exam to attain their IT Business Manager Certification (ITBMC).</p> <p>Available class topics include:</p> <ul style="list-style-type: none"> - IT Manager Institute - IT Business Alignment Dis~connect: what it is and what to do about it - Executives only: What you should expect and how to work with IT - IT Due Diligence & Assimilation Process 	<p>Thousands of copies of Mike Sisco's books and tools have been sold all over the world. His work is practical, to the point, and provides quick insight in how to be more effective as an IT manager.</p> <p>Titles include:</p> <ul style="list-style-type: none"> - IT Management-101 - Building a Strategic IT Plan - IT Project Management: - Developing an IT Business Plan - Building a Successful IT Organization - IT Asset Management - IT Staff Motivation & Development - Acquisition: IT Due Diligence - Acquisition: IT Assimilation - What To Look For in a CIO - Practical IT Policies & Procedures - IT Management Models - Mike Sisco's IT Management Articles Collection - Technology Cost Saving Strategies 	<p>MDE provides a limited amount of consulting services in the following areas:</p> <ul style="list-style-type: none"> - IT Due Diligence and Assimilation Planning - IT assessment and strategic planning - IT management assessment and development 