

"Technology today needs to be a competitive advantage and a driver of business; aligned across operations to deliver information where it's needed, when it's needed and how it's needed. It's the only way businesses can respond to the rapidly changing global economy."

- Kevin Calloway, Managing Partner

IJHANA is a progressive global technology consulting firm that facilitates transformational growth and change through a collaborative approach.

Our clients call us when they have something pressing on their minds—whether it is a major strategic or operational need or an organizational challenge. They look to us for honest, objective, thoughtful, and experienced advice. We work with our clients to address these challenges, resolve complex problems and significantly improve their operating performance. We offer unparalleled technical expertise and high-impact solutions to resolve complex business challenges.

Our collective depth of both functional and industry expertise as well as breadth of geographical reach allows us to address problems that no one else can. We are passionate about taking on immense challenges that matter to leading organizations. With our hands-on technology solutions we help healthy companies grow and troubled companies get back on track.

Whether you're seeking to drive IT performance to a higher level or are restructuring to improve costs we help leaders make distinctive, lasting, and substantial improvements to the performance of their organizations. Our clients look to us to tackle their most difficult issues and serious challenges.

To find out how IJHANA can assist you with your long- and short-term goals, contact:

Thomas Dillman.
Thomas@ijhana.com or go to IJHANA.com.

"Working with your management team, IJHANA applies our deep operational heritage to elicit meaningful change throughout an organization, creating a stronger enterprise poised for growth. In short, we add VALUE."

- Thomas Dillmann, Managing Partner.

IJHANA HAS SUCCESSFULLY REALIZED THE FOLLOWING TECHNOLOGY SOLUTIONS

CASE STUDY

JUNE 2010

Harbor Freight Tools

Conversion from an order catalog and retail centric operation to a robust multi-channel retailer.



Business Goals: Off set costs of retail store expansion - new customer target.

Issue: 15 year old web technology incapable of serving new customer volume and integration.

Solution: Highly flexible and scaleable eCommerce Platform built in Open Source using Magento Enterprise.

- Recouped Investment in 2 months.
- Over 7000 concurrent users
- PCI DS compliant
- New Customer Targeting
- Scaleable Infrastructure
- Low Cost Customization

CASE STUDY

FEBRUARY 2009

Sony Picture Television International (SPTI)

Development of a centralized global publishing system with global advertising reach.



Business Goals: Central brand control and global advertising publishing platform.

Issue: Each country region had individual one off technical system with huge variety in technology, standards and capabilities.

Solution: Content Management System using Drupal with integration to 7 additional web platforms including video and ad serving.

- Target Audience 200 million people
- Dynamic Satellite TV Schedules
- Integration with 7 distinct technology systems
- Content Support for:
 - 3 Major Television Brands
 - 37 Countries
 - 27 Languages

SERVICES

Areas where IJHANA can contribute to growth and value creation include:

IT RESTRUCTURING

Technical Team and Work Flow Creation

- Strategy development
- Talent and resources development and hiring
- Operational support
- Growth initiatives
- Expanding relationship base
- Evaluate Add-on acquisitions
- Subsequent business realization
- Corporate Data Analytics

Transaction Services

- Order Fulfillment
- Order Processing
- Shipping Tables and Logistics Integration
- Product Information Master (PIM)

Cost Management

- SG&A Efficiency and Organization Design
- Supply Chain Management
- Logistics and Distribution
- Sourcing/Purchasing Optimization
- Manufacturing Footprint Optimization (MFO)
- Lean Operations
- Technical Cost Reduction

IT Infrastructure and Investment Optimization

- IT Project Turnaround
- IT Restructuring and Transformation
- IT Due Diligence
- IT Cost Management

Revenue Growth

- Sales Effectiveness
- Channel Optimization
- Customer Service Effectiveness
- Pricing Optimization
- Marketing & Advertising Effectiveness
- Product Development and Innovation
- Global/Geographic Expansion
- Corporate and Competitive Strategy

Working Capital Management

- Inventory Management

INTERACTIVE SOLUTIONS

Core Software Services

- Online Business Strategy
- Information Architecture
- User Experience Design
- Software Development
- e-Commerce Platforms
- Web Application Development
- Infrastructure Planning and Implementation
- Project Management
- Quality Assurance Planning and Implementation

Integration Support

- Warehouse Management Systems
- Inventory Management Systems
- Tax and Financial Systems
- Product Information Master - selection, development, implementation
- Data Warehousing
- Data normalization and cleansing

Infrastructure Build Out

- Content Distribution Network
- Co Location Server Hosting
- Security Systems
- Network Attached Storage
- PetaByte scale environments

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