

QUICKSTART • WHITE PAPER

Project Delivery Reimagined

We have invented a new project delivery model for the cloud centric world. Our proven QuickStart plan and Rapid Deployment Team can deliver Cloud projects faster, more affordably and with less risk.

Qubix

You have a **choice**.

Great teams ready on-demand.

We're a non traditional consultancy, with a different operating model. We view life from our client's perspective, with a mission to deliver what's right for you and your circumstances. That's why we have invented a new project delivery model for a cloud centric world we call Rapid Deployment Teams (RDTs).

You now have a project delivery choice that includes ready to go, affordable, proven cloud first experts or teams who will accelerate time to benefit, remove risk, and mould to your unique project needs.

If you are implementing or plan to deploy an Oracle cloud solution, and you already know what business change needs to take place, or whether you'd like us to work with you to shape it, we offer a uniquely flexible model that can rapidly deliver the right outcome for you.

What is a Rapid Deployment Team?

It's the next generation of contract resourcing. It's not "body-shopping" and it's not just contract recruitment. It's a new model. It's pre-selected, proven, ready to go teams of highly skilled cloud experts, following a proven methodology, ready on-demand for your project.

Rapid Deployment Teams can be mobilised individually or as a team to fit your needs. They're not theorists who will learn as you learn. They are hand-picked by Qubix because they are practitioners who follow the Qubix Cloud Journey Method - which has delivered 100% success in all of our Oracle cloud projects¹.

So whether you want us to augment your team, or provide the complete team, we can scale to your needs.

¹ Just ask us for a reference, we have lots of clients who love us.

TOP BENEFITS OF QUBIX RAPID DEPLOYMENT TEAMS

1	Cloud proven
2	Flexible
3	Fast to mobilize
4	Cost less than traditional consulting
5	Reduce failure rates
6	Accelerate time to benefit
7	Challengers equipped with best practices
8	Follow proven Qubix Cloud Journey Method
9	Backed by The Qubix Group
10	Work globally

Source: QTS Research

Cloud QuickStart Fixed Scope Solution's

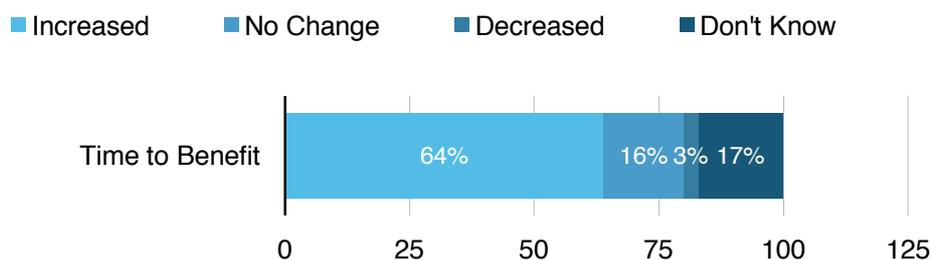
When you finally get the internal approval to implement a new cloud solution, you want it deployed **quickly**, **predictably**, and **affordably**. To achieve this Qubix Talent Solutions has created QuickStart predefined solutions that include five core components:

1. needs analysis requirements
2. transformation workshop
3. process and app design
4. fixed scope implementation services
5. user enablement

Our QuickStart project are delivered by our cloud specialist Rapid Deployment Teams. The result is fast and predictable solution deployments. The greatest value to our clients is that there are no surprises and costs are minimised.

QUICKSTART - ACCELERATES TIME TO BENEFIT

Source: QTS - Internal Project Benchmarking



Disrupting Consulting

As more businesses adopt a cloud first platform the expectations of the time, effort and cost to implement solutions has changed, but traditional consulting models haven't.

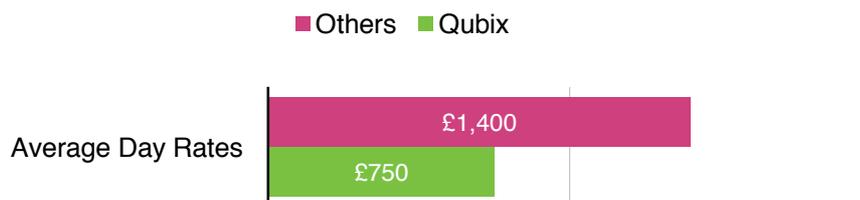
TRADITIONAL CONSULTING VS NEXT GENERATION RESOURCING

Traditional Model	Resourcing Reimagined
Time sheet focused	Outcome driven
Little re-use	Re-use fundamental
Very labor intensive	Automate key delivery elements
High margins	Value based pricing
Knowledge kept secret	Insights open sourced
Everything feels custom	Productised deliverables
Projects measured in months	Projects delivered in days
Average Daily Rate £1,400	Average daily rate £750

At Qubix we are disrupting the consulting model to deliver projects faster, with less risk and more affordably.

PROJECT COST REDUCTION

Source: QTS - Market Rates Benchmarking



We offer flexible solutions – you may have a budget of £5,000 or £1,000,000. You might need 1 person or a team of 4. Your project may last 1 month or 6 months. You may need “deep consulting” expertise or the efficiency of someone who just gets stuff done. We deliver the right solution at a fraction of the cost of traditional alternatives.

Automation & Algorithms

We believe that to enhance value for our clients we have to meet at the intersection of expert advisory insight, innovation and automation. Why? Because this is where disruption happens, and we have some very practical proof points that will be applied by our Rapid Deployment Teams for client engagements.

(1) Qubix CloudBridge

Qubix CloudBridge is a data orchestration platform available via a monthly subscription. We created it to reduce the amount of implementation (consulting) time required to integrate on-premises data with the cloud.

Why is it innovative? Because it makes cloud data integration easier.

Is it disruptive? Yes. It removes consulting time & fees.

Qubix CloudBridge also enables our client's to take ownership of their own data integration and data management needs, which results in higher self-sufficiency. We are productising project delivery to reduce costs and accelerate time to benefit.

(2) Needs Analysis Bot

The "Needs Analysis Bot" is an online platform for capturing, reviewing and assessing client needs and targets. It doesn't replace the value of debate and in person interaction, in fact it makes more time available for higher value interactions.

Why is it innovative? Because it automates needs analysis.

Is it disruptive? Yes. It removes consulting time & fees.

The Qubix QuickStart approach and Cloud Journey Method include the "Needs Analysis Bot" as part of the experience of going live with our Rapid Deployment Teams. It's an essential part of our secret sauce to accelerating project delivery.

Not all teams are made equal.

Underpinning our innovative approach to delivering projects, we are also rigorous and intelligent in how we select and assemble our Rapid Deployment Teams.

We interview and conduct thorough background checks on all team members and personally call all references. We have 20+ years of feedback about hundreds of highly talented people who we repeatedly work with on significant projects. We bring our own proprietary insights to ensure you get the best talent for your project. We go way beyond just verifying their background on LinkedIn.

All our team members will be Qubix certified before completing a project. This means:

1. They will have passed all Oracle & Qubix required specialisations and certifications.
2. They will have direct cloud project experience.
3. They will have completed the Qubix Way training.
4. They will be practitioners of the Qubix Cloud Journey Methodology.
5. They can setup Qubix CloudBridge.
6. They have access to the Needs Analysis Bot.
7. They have access to Qubix online project delivery platform.
8. They have access to the Qubix Consultant Support desk.
9. They will have access to Qubix knowledge-base and best practice libraries.
10. They meet our culture and professional standards to be ready for you!

Why take a risk finding your own team? Can you trust your internal resourcing teams to really know who knows cloud, who claims to know? Take the risk out of your project by working with Qubix to build your team.

Customer Experience Design

Qubix is a leader in partnering with our clients as they consider and adopt a cloud first strategy. We have aggregated 100+ person years of cloud experience which we have now focused to help you accelerate the delivery of successful projects.

When we provide one person to you, or a complete Rapid Deployment Team we have developed an oversight process that not only gives us deep knowledge of our teams abilities, but allows us to be intensely vigilant about a project's progress, ensuring 100% client and team satisfaction.

Our work doesn't stop when the team starts. We are constantly asking how does it "feel" to work with us as we strive to deliver a remarkable project experience.

Your Project Team is Ready

We understand that a decision to move to cloud is a strategic one. We know this because we've advised leading businesses globally on their move to cloud and created the [Boarding Pass to Cloud](#) program to share this experience.

We'd love to talk to you about our QuickStart solutions and our Rapid Deployment Teams. We're flexible and happy to provide the one key person you need, or a ready to go team who will deliver your project successfully first time and affordably.

Why not find out more:

[Visit the Qubix Talent Solutions QuickStart Website](#)

[Download QuickStart & Rapid Deployment Teams Data Sheet](#)