

eRichards  
Consulting  
*bringing humanity to technology*

# Our Mission

To provide each of our clients with the best fit IT solutions by embracing humanity, integrity and vision.

# Our Philosophy, What We Believe

Every client has a different IT environment and situation.

Our philosophy is to work with our clients closely in order to create a roadmap so their IT systems run more efficiently providing a ROI that drives revenue and lowers the cost of doing business.

We believe that there are four phases to this process:

1. Assessing the Current State
2. Assessing the Proposed State
3. Analyzing the Benefit and Justification
4. Detailing the Investment in Order to Reach the Goal

We have found that building better communications between departments facilitates the delivery of new applications, all of which has profound results in creating a healthy operating environment.

Our goal is to pinpoint where our clients can maximize their IT spending so they will be certain to run more efficient and effective IT departments!

# Who We Serve

## **Commercial Sector**

In the commercial sector we have worked in the following industries: Financial, Manufacturing, Publishing, Non-Profit, Utility, Media, Hazardous Waste, Insurance, Healthcare and Pharmaceutical.

Some of our local Connecticut clients include: Thomson Learning, Greenfield Online, Scholastic, United Illuminating, Southern Connecticut Gas, Mega Life & Health Insurance, and Santa Energy.

Additional clients include: Nabisco, Bankers Trust, Museum of Modern Art, Simon & Schuster, Pearson, Scholastic, Towers Perrin, and NBC.

## **Government Sector**

e-Richards Consulting LLC has over 45 years of combined business/IT experience.

One of our first clients was the City of New Haven – the Facilities & Energy Management Department. This department had a lot of frustration with the central IT department so they hired e-Richards to build all of their IT systems including the following:

- Fleet Management System
- Accounts Payable
- Accounts Receivable
- Street Light Inventory System

We continued to work for this client for 10 years until the City shuttered the department. Our firm also did work for the Public Works and the Police Department of New Haven. We are presently working with the Town of Stratford redesigning their network, implementing a Microsoft Exchange Upgrade, Active Directory and creating an enterprise storage solution for all Town applications.

# Business Solutions & Practice Areas

- Strategic Technology Assessments

Architectural Roadmaps

- Business & Internet Strategy

Leveraging the Web Channel

Increasing Revenue through your Web Channel

User Assessment Study

- Project Management

- Custom Application Development

eBusiness / eCommerce

Web Development

Complete Software Development Life Cycle

- WebSphere Commerce Suite

Complete Implementation & Customization

Integration with legacy systems

- Oracle Services

Database Audits

Platform Migration

Performance Tuning

Leveraging Best Practices

- Staff Augmentation

- Enterprise Infrastructure

Security, VPN, Firewall, Anti-Spam, Anti-Virus, Checkpoint, Cisco, Windows, Exchange, Active Directory, Veritas

# Certifications

## WBENC (Woman's Business Enterprise National Council)

National certification for woman owned businesses

## State of Connecticut DAS

State certification for woman owned and small business

## New York City Department of Small Business Services

This certificate verifies that we have met all of the criteria by the WBE Program at the New York City Department of Small Business Services

# Completed Projects

## Technology Assessments/Architecture

### **Herbalife International** – Los Angeles, California

Created the Internet Strategy for this 2 Billion dollar company that was successfully implemented. Developed an architectural roadmap that created a three-part Internet Strategy for the Corporate Web Site, the Distributor Portal and the Individual Distributor web sites. Included in this strategy was an assessment of both the internet capabilities of the IT department and its personnel.

### **Shaklee** – Pleasanton, California

Reviewed the internet strategy and WebSphere Commerce Suite Implementation for this Multi Level Marketing Company.

### **Nabisco** – New Jersey

eRichards Consulting created the eBusiness Technical Architecture for Nabisco with a team of four that also gathered the business requirements for a proof-of-concept application that was Nabisco's Order Entry Systems (17,000 orders per day) for this architecture.

### **LL Bean** – Maine

Strategic consulting for architecture on both the mainframe and open system silos. We worked with their senior IT executives and completed a comparison of "Best Practices" for LL Bean's current policies and procedures.

### **Onyx Environmental Services** – Chicago, Illinois

Our CEO led the IT Governance Project – we reviewed the project scope, assessed personnel and company initiatives to determine why a 500k project was 300% over budget and one year late.

## **Custom Application Design/Web Development**

### **Simon & Schuster** – New Jersey

We built the major e-commerce systems that all business groups used for storefronts that sold books, digital content and other corporate assets. We interfaced these web systems into the (7) backend legacy systems.

### **Pearson** – New Jersey

eRichards Consulting developed the major e-commerce systems that supported storefronts from London to San Francisco on multiple currencies, shipping plans and business models.

### **Museum of Modern Art (MOMA)** – New York, New York

We stabilized a WebSphere Commerce Suite platform which included multiple enhancements through multiple phases including the awarding of an RFP. eRichards led the migration of <http://momastore.org> from the AS/400 platform to the Windows platform. This resulted in a doubling of the revenue for an increase of millions of dollars.

### **Greenfield Online** - Connecticut

Building an Online Ordering system that will be built within the C#.NET framework. This system will be integrated into Salesforce.com via the sForce API. This strategic client application will be a client portal and pricing calculator of products for both internal and external users.

### **Santa Energy** - Connecticut

Built a new Order Management System that interfaced with multiple legacy systems including: Xata and Microsoft's Great Plains Accounting. This system allows the automation of commercial orders from sales to dispatch (building the loads) and finally to billing the customer. Built on Microsoft's .Net framework.

## **Project Management/Staff Augmentation**

### **Scholastic** – New York & Connecticut

Our Project Lead/Technical Lead created the architecture for the Library Publishing System that will be used for school systems across the country.

### **Ann Taylor** – New York

eRichards worked with a strategic partner in launching Ann Taylor's e-commerce channel which realized a 20 million dollar revenue stream the first year.

### **Energy East/Southern Connecticut Gas** - Connecticut

Our lead consultant managed a team for a two year PeopleSoft project to SAP implementation.

# Customer List

- Alexia Foods
- Ann Taylor
- Avon
- Bankers Trust
- Blackstar Productions
- Chase Manhattan Bank
- Chanel
- City of New Haven
- Fairfield University
- GE Capital
- GE Energy
- Glaxo Smith Kline
- Greenfield Online
- HealthMarket
- Herbalife International
- IBM
- LL Bean
- Museum of Modern Art
- NBC
- Nabisco
- McGraw Hill Comstock
- Outdoor Life Network
- Pearson
- Pfizer
- Santa Energy
- Society Medics
- Scholastic
- Simon & Schuster
- Shaklee
- Southern Connecticut Gas
- The Mega Life & Health Insurance Company
- Towers Perrin
- Thomson Learning Labs
- Town of Stratford
- United Illuminating

# Why hire eRichards Consulting, LLC?

- **Reliability** – We do what we say we are going to do on time and within budget!
- **Responsiveness** – We listen to our customers, understand their needs and respond in a way that aligns with the values of the companies we work with. We address the bottom line of the budget both now and into the future.
- **Experience** – With forty-five years of combined partner experience along with our commitment to teamwork we are able to bring together the best senior level consultants who quickly understand our clients' challenges and develop better ways for them to do business
- **Execution** – With each client, we always strive to do what is best for them by delivering a solution that increases efficiency and effectiveness, drives revenue and lowers the cost of doing business. We have an impeccable history of delivering our clients' solutions on time and within budget.
- **Integrity** – Our steadfast promise to integrity in every aspect of our business results in eRichards being regarded as a trusted partner to our clients.

Above all is integrity!

# CONTACT INFORMATION

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