

# Power Measurement – Open Text Example

## The Power of the TeamsWin Key

The purpose of this document is to demonstrate the power of the TeamsWin Key using expensive advertising for companies like Open Text and DataWatch. They are document management companies that do not have our copyrighted key. Because we have our key, we can do everything in their advertising for a lot less.

### Open Text Example

To see what we can do, please check the advertising for Open Text. We store all the documents we use for decision making. As a by product of our process we also distribute copies of those documents. Plus with our TeamsWin Checklist database we also associate everything we do with the strategic entities involved with what we do. For everything we touch we can quickly not only drill down to locate the work product, we can navigate to the work process including the purpose, customer and suppliers. In other words our documents are associated with all the strategic entities involved with the document. Much of what we see in the Open Text advertising has to do with this type of connectivity, including project management.

### *And, Advertising for DataWatch Monarch*

Besides the advertising for Open Text, please check the advertising for the DataWatch Corporation, maker of the Monarch report parsing tool. There you will see the reason decision support requires documents management (with report parsing). To account for adjustments, decision support information must tie back to reports. In other words, the decision support information must make sense with what the decision makers already understand. Together, Open Text and DataWatch advertising begin to demonstrate what TeamsWin can do. But we do it without you needing expensive consultants.

### Our Price

Our price is based on fixed price estimates for everything we do. Our customers are busy people. Their time is the only limit to what we can accomplish in a year. The only variable is the number of customers. Our pricing is based on them each having time for four or five new projects a year. Once established, these projects are very simple to update. Normally there would be one customer, with all the requests coming to us through one person. That would therefore limit the number of projects that could be requested and approved by that person in a year. Lately we have worked with several customers in one company. As a rule of thumb, for every three customers our price would double.

### Summary

We can do everything they do for a lot less, like only \$25 to \$50K per year. For one customer, our price would probably be less than the cost of one clerk. Compare that with what you see in the Open Text advertising for consultants etc. Because we have the key, we do not need consultants.