

Hans Eckman provides transitional management and consulting for evolving companies.

- **Streamlining and automating business operations**
- **Getting the right information to the right people to support better decisions**
- **Implementing support infrastructure for new initiatives**

Automating Core Processes to Reduce Time to Market



- Market Velocity's new product platform decreased new client development time by 80% and client cost by 40%, while increasing profit margin by 135%.
- Spiderwear's storefront and warehouse management system increased order processing efficiency by 800%, and provided easy integration for new clients.
- Voicecom Telecommunications launched a strategic partner channel, then reduced partner launch time from 3 weeks to 3 days.

"He is very intelligent, has great vision, and best of all, he can execute. His written skills are the best I've seen. He is excellent at working with his constituents to identify the need/challenge and then works to find the best possible solution. He is dedicated and loyal."

-- Diane Morse, VP Sales & Marketing, Market Velocity, Inc.

Maximizing Team Productivity and Value

- The Home Depot eliminated 80% of paper-based safety reporting with an online information and work flow management system.
- GlobalLink Logistics automated 40% of agent daily tasks using an international freight forwarding tracking and alert system. (proof of concept prototype)
- SunTrust's Online Support (SOS) provided a single reference system for banking operations, and established a Just In Time support model.

"Hans has excellent communication and management skills. He was able to take very complex business problems and communicate them effectively to business and technical staff. I can honestly say that without Hans, the project we worked on would not have been close to being a success. Hands down, he's one of the brightest guys I've ever worked with, a true pleasure to work with."

-- Todd Story, Software Engineer, S&K Ventures Inc.



Aligning Support Frameworks with Strategic Goals



- SunTrust Business Analyst Center of Excellence demand management model was leveraged by Salesforce, Architecture Innovations, and Delivery PMO teams.
- SunTrust streamlined project delivery by creating job aides, simplifying required artifacts and activities, and deploying a customized SharePoint collaboration template.
- xpanxion stabilized offshore software development quality across diverse client methodologies using a new hybrid delivery framework and artifact templates.

"While there were several skilled team members that contributed to this effort, I believe that Hans was the driving force behind our success. His knowledge of the development life cycle, work product deliverables, project governance, methodologies, tools (the list goes on and on) made him uniquely qualified for this role. "

-- Carlos Ahrens, VP, Project Manager, SunTrust Banks, Inc.