



AQS leads in policy administration systems for commercial properties and casualty insurance companies—in short, they know insurance and software development. The challenge was that this highly regarded company had difficulty making a profit.

With Trissential's involvement, AQS focused on three business essentials to make itself viable—identifying and prioritizing internal improvements, effectively managing the implementation and bringing the projects in on time and within budget.

In a little more than a year's time, AQS achieved in excess of a \$4.5 million gain in profits, and 50% topline growth. Behind the scenes, they saw faster implementation of customer systems with higher quality—and a lower backlog. Customers were more satisfied, but even more importantly, employees were energized, with higher morale and retention.

As CEO, David Kerford said, *"Trissential provided us with up-to-date, disciplined practices and procedures and raised the technological maturity of our delivery teams.*

expertise. *Trissential was the perfect complementary*

partner, enabling us to focus on our core competencies during a period of rapid change. The results speak for themselves."

We give experts



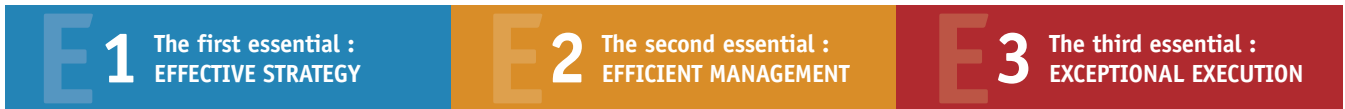
Trissentential changes how businesses improve through the Essential Business Model.

Trissentential is a management consulting and project execution organization specializing in business improvement. Three key ideas—to lead, manage and execute—are at the core of what Trissentential provides our clients that range from Fortune 100 firms to leading universities.

As a result, our business and technology solutions vastly improve decision making at every level of the organization. This has to do with our unique approach: we recognize the interdependency of the three essentials—strategy, management and execution—and understand how success is only truly achieved when they work together. This is the Trissentential difference and the Trissentential advantage.



OVERVIEW OF THE ESSENTIAL BUSINESS MODEL



Strategic planning that works as well on the spreadsheet as it does in reality.

The executive level of any organization is tasked with selecting and prioritizing the right work—and making sure the business architecture is built to handle it. Trissentential's expertise and tools allow you to focus on the work that delivers the highest value by planning with greater clarity.



A clear view of the daily details.

The complexity of business has evolved beyond the tools that management has used for decades. But with a better, more comprehensive toolbox like Trissentential provides, you can manage projects so they come in on time and on budget. Trissentential's work in this area makes estimating, scheduling and controlling a strength of your organization—which vastly improves both your strategic E1 planning and E3 execution.



The right details to create the ideal product.

E3 offers a tactical approach to executing every project with the highest degree of precision. The Trissentential process identifies risks early, puts in place all necessary metrics, allows efficient design and development, makes testing more effective, and reduces any deployment bumps.

For more details about Trissentential and the Essential Business Model, visit Trissentential.com.

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