



Management Consulting

Sound strategy is the cornerstone of success and a prerequisite for high performance. In a successful organization, the decision-makers must assess the market and environment accurately, and develop a winning strategy.

Leveraging leading-edge technologies and global business experience, CAL2CAL collaborates with its clients to refine strategy and help them achieve high performance. We help our clients create value and architect change through our unique spectrum of management consulting and IT solutions that work - solutions that allow for improved competitive position, better performance, and efficient utilization of resources.

Our Management Consulting services are broadly divided into the following areas:

- ▶ Business Strategy
- ▶ IT Strategy & Architecture
- ▶ Business Intelligence
- ▶ Change Management
- ▶ Outsourcing Strategy

FOCUS AREAS

- Healthcare Quality Improvement & IT
- Social & Public Welfare
- ICT & Safety Nets
- Outsourcing

GLOBAL PRESENCE

- U.S.A.
- U.K.
- Australia
- Canada
- India



HEALTHCARE QUALITY IMPROVEMENT & IT

Our Healthcare Consulting Group works with clients to ensure that patient need is at the center of everything they do. Within pharmaceutical and medical products, providers, payers and public service health entities we are transforming global health care by connecting information, insights and technology to improve the quality of the patient experience.

In an environment dominated by concerns over escalating costs, quality of care and faltering innovation, health providers have recognized the need to significantly improve health care outcomes.

CAL2CAL works with healthcare providers to put patients at the heart of their operations. That means creating a higher standard and better access of care. We help providers meet patient expectations, and improve the health care experience—and quality of life.

CAL2CAL has helped public service organizations around the globe optimize resources and streamline health care delivery processes. From India to the United Kingdom, from Australia to the United States, our initiatives has helped improve the quality, access and



affordability of health care including public health.

SOCIAL & PUBLIC WELFARE

Our Governments work is dedicated to helping governments and other public service organizations worldwide achieve high performance in the face of complex challenges. Through innovative consulting and technology solutions, we enable public organizations to deliver increased and improved services while containing costs—driving value for citizens and stakeholders.

ICT & SAFETY NETS

Our ICT Group interacts with multi-lateral agencies (like The World Bank, Asian Development Bank, UNICEF, WHO etc.) and governments on the availability, effectiveness, and implementation of emerging Information and Communication Technologies (ICT). These solutions improve the efficiency of Social Safety Net programs in developing and developed countries.

This work involves research and evaluation of various alternative ICTs, including nascent technology that is not yet commercially deployed. The results of these research are then applied to a variety of scenarios in developing countries such as those within Africa and Asia. Capacity Planning is done based on



population and demographic profiles of these countries, and rightsizing evaluations for the various ICT alternatives available. The capacity planning and rightsizing evaluations profile the technology architecture, and predict the effectiveness and estimated cost of implementing these alternatives.

In 2004-05, CAL2CAL authored The World Bank's Social Protection Discussion Paper (#522) - "Improving the Efficiency of Social Safety Net Program Delivery in Low Income Countries..." This paper is available on The World Bank website.

OUTSOURCING

As organizations look to new sources of innovation, efficiency and competitive advantage, outsourcing is increasingly chosen as a means to achieve these goals.

Outsourcing is more than a cost-saving mechanism. Smart decision-makers know that outsourcing is an indispensable business tool to not only reduce cost, but to drive business value into their enterprises.

Contrary to popular myth, CAL2CAL believes outsourcing isn't about what you can subtract from a business; It's about what you can add!