



SERVICES WITH @L-IS

We collaborate with you via a **5 step** approach in a **unique** workshop:

1. **Identify**, qualify and structure the subject matter,
2. **Map** the subject via the smallest set of keywords unique to the subject,
3. **Organize** a framework for inclusion of new developments in the subject,
4. **Validate** potential candidates' expertise in light of this framed subject,
5. **Communicate** more easily between experts and non-experts in the subject.

Each step leaves your subject knowledge in a **stable state**, thus allowing you to properly consider the objectives of the succeeding steps.

Expected benefits of our services:

We work at your side!

Costs	Benefits
Effort: 5 days workshop with our team	Gain: 34% reduction of your teams' work volume

Additional training, technology transfer, and remote maintenance of the results may of course be considered as optional services, depending on your needs.



WHO ARE WE?



Under the trademark **AEBIS Inc.** has been accompanying, as part of an international group since 1988, its clients' transformations by developing innovative services to:

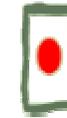
- ☞ **Reduce product cycle times,**
- ☞ **Improve process performance,**
- ☞ **Increase team productivity,**
- ☞ **Rationalize systems.**

We are expert in:

- . Modeling (of information, processes, and knowledge) to be used for enterprise architecture and organizational analyses,
- . Assessment, Training, and Coaching for implementation of CMMI models,
- . Knowledge Management and creation of collaborative workspaces.

For more information about @L-is and our consultation services, please contact us:

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AEBIS®

LOOKING TO TAKE STRATEGIC CONSULTING TO THE NEXT LEVEL?

You are an acknowledged expert in **strategic consulting**, across a wide range of subjects, increasingly urgent and complex, requiring the involvement of multiple **subject matter experts**.

Today, your clients no longer settle for being simply "satisfied" by your analyses and reports; they expect to be **delighted** by the **thoroughness** and **pin-point accuracy** of your recommendations with respect to the subject matter.



In just a **5 days** workshop with **AEBIS Inc @L-is**, you will be able to:

1. Exercise **indisputably accurate judgment,**
2. Construct **compelling marketing arguments,**
3. Accelerate team **learning curves,**
...regardless of the underlying subject matter!





Two examples:

→ A trade study for the metal-working industry in France:

The initial analysis presented the products (intermediate components), business logic (smelting, forging, rolling, alloys, casting, industrial processes, etc.) and in particular the policy of **local supply chain**.

However, this analysis overlooked the **interdependent relationships** between hiring firms and subcontractors, often among the same local companies:

- **Our analysis** clarified this point and highlighted the lack of coordination of this web of subcontracting in France,
- These “ecosystemic” relationships are the **core source** of the strengths and weaknesses of any local supply chain.

→ A “due diligence” study of an insurance company operating within a client niche of a single community:

The initial analysis highlighted:

- The solid market share, due to **customer loyalty** since the company knows its clients personally, and the resulting profitability,
- The rich range of its product line, through **continuous innovation**, and its various distribution channels,
- Numerous **potential synergies** with possible investment partners.

However, this analysis missed identifying the true sources of **agility**, for the company’s organization and especially its IT operations:

- This is the **inner source** of its ability for product innovation and maximizing repeat business.
- **Our analysis** highlighted the **hidden risks** of this outwardly productive agility, that is, the success of the company was unknowingly highly dependent on a handful of key people.



WHAT IS @L-IS ?

@L-is is both a method and a modeling language, allowing us to tackle knowledge in its most basic states, including:

- **Circular reference dilemmas** (i.e. “chicken and egg” problems),
- Resolving multiple level **confusions**,
- **Root cause analysis** for success and failure outcomes.

These are the common themes of the previous 2 examples.

For any subject of this type, **@L-is** helps you go further, in terms of thoroughness and accuracy, than classic analysis methods.



WHAT IS NOT @L-IS !

@L-is does not replace professional judgment or management skill:

- That remains, and always will, your purview and added value.

@L-is is not an information base:

- The Internet and its resources are more than suited to this task.



@L-IS COMPONENTS

→ To accelerate identifying the applicable **fundamental premises** for a given subject:

- **@L-is** espouses a method based on Distinction Theory (“*Laws of Form*”).

→ To define the essential and **unquestionable** basic concepts underlying these premises:

- **@L-is** provides a technique based on:
 1. the notion of lexical elements,
 2. the construction of definitions in the form of short, precise and unambiguous statements.

→ To formally combine these concepts, in order to give **depth** to your analyses and recommendations:

- **@L-is** is built upon a small number of formal, well-defined **symbols**, including both constants and variables.



WHERE DOES @L-IS COME FROM?



@L-is is the result of more than 10 years of research and development into knowledge management modeling techniques, a collaborative effort undertaken with Sherbrooke University (Canada).