

## Features

- Free 30-day trial for subscribing to our newsletter
- Risk-free purchase. If you're not happy with the quality of your assessment, we'll replace it or refund your money
- Early identification that project schedule and product quality is slipping
- Coordination of critical information among many distributed teams
- Competitive diagnostic information we can act on immediately
- Best match of convenience to effectiveness
- Identification of the costs of not improving process
- Effective feedback of process tailoring needs
- Ability to judge which outside consulting firm understands my company the best
- Ability to see variance in process quality over a large group of people
- Standards kept up to date and results compared to industry averages:
- Better matching of applicants to companies and teams

## MAT MAT Grid: Results

Discipline	Perceived Problems	Ability To Perform	Commitment To Perform	Directing Implementation	Verifying Implementation	Knowledge	Clear User Responsibility
Business Modeling	-1.222	-0.667	0.778	-0.778	-0.667	0.222	1.778
Requirements	-1.333	-1.222	0.778	-0.778	-1	-0.444	1.222
Analysis & Design	-1.556	-0.778	1	-1	-0.556	-0.333	0.778
Implementation	-1	0.667	1.222	0.556	-0.444	0.778	1
Test	-1.444	0.111	1.778	0.333	1.333	1.333	1.889
Deployment	-1.444	0.222	2.333	0.778	0.444	1	1.111
Environment	-2.444	-0.444	-0.444	-0.778	-1	-0.556	0.333
Project Management	-1.222	0.333	2	0.778	0	0.222	1
Configuration & Change Management	-1.556	-0.444	1.444	-0.667	-1.111	-0.222	0.889

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*The MAT gives you a grid with red and green boxes showing what's going well and what isn't*

*Helping  
you find  
what to fix*

**Markham  
Assessment  
Tool  
Information**

Bedford Technology Group, Inc.

The Future Begins Today

1851 Fescue Circle  
Suite 200  
Huddleston VA 24104  
Markham Assessment Tool  
Daniel Markham  
President

**Bedford Technology Group**

**Markham Assessment Tool**

Daniel Markham

President

Phone: 540-297-8489

Fax: 540-297-9187

E-mail: DanielBMarkham@MarkhamAssessmentTool.com

1851 Fescue Circle

Suite 200

Huddleston VA 24104

Bedford Technology Group

Tel: 540.297.9187

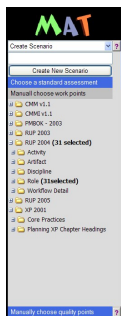
www.MarkhamAssessmentTool.com

# The better, faster, cheaper, and more practical way to measure process at your organization

How well are you implementing your processes at your organization? Everybody has an opinion about what needs more attention and what needs less, but without buy-in from the people who matter, board-level and ground-level, process implementation and improvement doesn't stand a chance.

Long before the project is late, the budget has overrun, or the customers get their hands on your product, long before you start measuring the quality of the widgets, the people doing the work already know what is working and what isn't.

The Markham Assessment Tool works at the board-level, providing a process balance sheet to show where people perceive the organization is losing money. And it works at the ground-level, getting needed buy-in from the people who count so that you can make a difference.



The MAT supports several major process standards, with more on the way.

**You can do a better job without spending a lot of money**

Today's business isn't like it was twenty years ago. Whether you're try-

ing to align distributed teams or choose the best outside consultants to work with your firm, you need a better way of understanding and justifying these decisions. The MAT allows you to compare outside consultants to your organization to see which is the best aligned — which "speaks your language". It also lets you measure complex projects : distributed, offshore, multi-segmented. And when you're done you just don't have a 40-page consultant's report that sits on a desk. You have immediate, actionable results.

## Set it up and get on with it

In today's marketplace, moving fast means competitive advantage. It means you stay in business and beat the competition. The Markham Assessment Tool allows you to measure your organization no matter what the size — from four to four thousand — in an afternoon. Old-fashioned assessments can take up to six months, costing hundreds of thousands of dollars. The MAT gets you moving today, immediately, at a fraction of the cost.

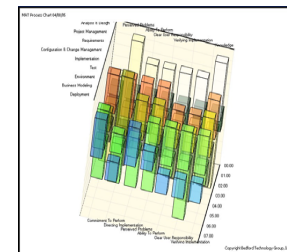
## Re-use Your Assessments

Use your assessments as a benchmark to measure candidates against. Profile

teams in trouble and find the exact people to help them out. Spot inter-team difficulties before they occur. Get ready for a quality assessment by quickly identifying areas that need the most improvement.

As your organization builds a baseline, you'll be able to notice trends and fix quality issues earlier, not later in your process.

And the MAT will grow with you. In return for your support, the MAT will keep standards up-to-date so that you're always assessing against the latest and greatest. We'll continue to add process standards and quality measures so that you don't have to learn or know them all. We'll help you by doing the hard work, leaving you to do the work that matters most, your job.



The MAT supports over 32 different types of graphs and charts to show process status at your organization. You can also download into Excel format for further work on your desktop