



# Clarity Partners Firm Overview

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# Clarity Team

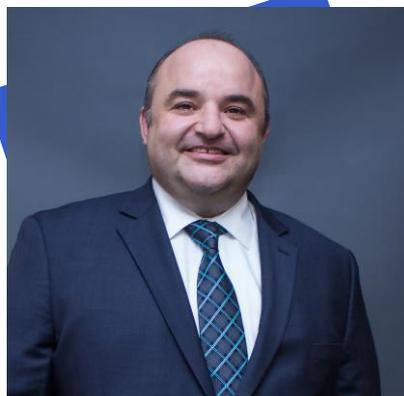
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**David Namkung**  
Managing Partner



**Jim Flowers**  
Partner



**Burak Pirgun**  
Partner



**Kelly Tetterton**  
Director

# Company Overview

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- ◆ **Chicago-based** management and technology consulting firm
- ◆ Founded in **2004**, currently have **150** employees
- ◆ Revenue of over **\$26M in 2017**
- ◆ Over **200 successfully completed projects** for public and commercial sector clients
- ◆ Prime vs Sub (**46% vs 54%**)
- ◆ **Numerous awards** for growth and achievement





## Diversity

- ◆ **Certified** as both a minority business enterprise (MBE) and a disadvantaged business enterprise (DBE)
- ◆ Greatly value diversity in the workplace and proudly engage a diverse workforce
- ◆ Current workforce is made up of **52% minority** employees and **44% women**
- ◆ Encourage diversity at **all levels** as 67% of managerial/supervisory roles within the company are held by minorities and women

# Core Offerings and Competencies

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## Management Consulting

We help our clients align their business processes, people, and information systems with their enterprise strategy.

- Application Managed Services
- Business Intelligence and Data Analytics
- Business Process Reengineering
- Change Management and Training
- Cloud Services
- Custom Application Development
- Ecommerce Solutions
- Enterprise Performance Management
- Financial and Management Reporting
- Financial Transformation and Chart of Account Design
- Independent Validation and Verification
- Program and Project Management
- Strategic Planning and IT Planning
- Web and Mobile Application Development

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## Technology Consulting

We help our clients implement technology solutions to meet their business needs.

# Notable Projects

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- ◆ **Exelon:** Clarity is providing resources to support Exelon's Project Management Office for the upgrade of the Oracle Meter Data Management solution. In addition, Clarity is providing training design and delivery for end-users.
- ◆ **Metra:** Clarity redesigned and developed Metra's public-facing website and e-commerce platform, utilizing the Drupal content management system, hosted on Amazon Web Services (AWS).
- ◆ **Cook County:** Clarity implemented the Oracle Hyperion Budgeting & Planning system and supported the implementation of the Oracle E-Business Suite for all County departments. Additionally, Clarity designed and installed the Hyperion infrastructure.
- ◆ **GE Digital:** Clarity is responsible for the global implementation of Anaplan for the Five Year Financial Long Range Planning models for all product lines and across all industry verticals.
- ◆ **University of Chicago:** Clarity has been working with the University on a Drupal Migration pilot project to upgrade and migrate five (5) Drupal websites to Amazon Web Services. This investigatory project will provide enhanced security and stability with the much-needed site updates and industry-leading hosting, and will develop a standardized process for future sites to follow.
- ◆ **City of Chicago Office of the City Clerk:** Clarity redesigned, developed, and supports the OCC website and sales application EZ BUY, which allows residents to purchase vehicle stickers and daily parking passes online. These efforts led to over \$50 million in additional revenue from 2012 through 2016; reduced the need for seasonal summer sales staff by 50%; and provided a 40% increase in online sales.

# Notable Projects

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- ◆ **Chicago Police Department:** For the past 7 years, Clarity has a managed service agreement developing new software, supporting and maintaining 250+ existing production systems, including the Police Department's data warehouse and reporting environment.
- ◆ **Cook County:** Clarity implemented a new public-facing, county-wide website on the Drupal platform. We also provided guidance on branding strategy and assisted the County in maintaining governance over the site.
- ◆ **State of Illinois:** Clarity is supporting Deloitte's implementation of SAP Financials for the State of Illinois. Clarity is providing PMO support, as well as legacy interface and data conversion expertise.
- ◆ **University of Chicago:** Clarity is completing a short-term remediation of the University's Hyperion Planning environment. Clarity will develop and modify Hyperion application objects, as well as provide project management support and administer end-user training.
- ◆ **City of Chicago:** Clarity is replacing the City's current budget system and developing and implementing a new Hyperion Public Sector Planning and Budgeting solution integrating with existing key systems employed by the City.
- ◆ **Chicago Park District:** Clarity redesigned, built, and hosted the agency's web site and ecommerce platform. Since go live, the ecommerce system has successfully performed hundreds of thousands of transactions valued at nearly \$200 million in park revenue.

# Product Expertise

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# Future Strategy

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- ◆ Our core area has been focused on local public sector (City, County, State)
- ◆ Our growth rate over the last 5 years has been 187%
- ◆ We plan to expand into commercial sectors and geographies
- ◆ We plan to grow in the following areas:
  - Enterprise Performance Management (Oracle Hyperion and Anaplan)
  - Business Intelligence
  - Portfolio and Project Management
  - ERP SaaS Solutions (Oracle, Workday, and Microsoft)
  - PaaS Cloud Solutions (Amazon and Microsoft)
  - Custom Application Development
  - Web and Mobile
  - Application Managed Services (ERP and Custom Apps)
- ◆ Lastly, we will grow to meet the needs of our clients

# Why partner with Clarity?

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- ◆ **Delivery experience and assets** – 14 years of management and technology consulting experience in public and private sectors with a proven track record of success on 200 projects
- ◆ **Price** – lower overall engagement costs and billing rates compared to competition because of our more efficient business model
- ◆ **Diversity** – certified minority owned firm with over 52% minority employees and 44% women
- ◆ **Scalable** – proven ability to grow and scale to deliver complex projects with 30+ projects over \$1 million, 15+ projects over \$5 million
- ◆ **Talent** – many of our people come from large consulting firms and chose Clarity because of our work culture and we have a very robust process for developing our own talent
- ◆ **Easy to work with!**