

ABOUT ENTAP

Leveraging their business process knowledge and technical expertise, ENTAP's consultants provide the enterprise business application analysis, integration, support and training necessary to generate improved operational efficiencies and increased profitability for clients.

Services include:

- Business Process & Change Management
- Business Process Outsourcing
- Enterprise Business Systems Analysis
- Enterprise Systems Project Management
- Custom Business Application Development & Integration
- Enterprise Resource Planning (ERP) Implementation & Support
- Business Application Training & Support
- Enterprise Hosting & Managed Services

CERTIFICATIONS

U.S. Small Business Administration

SBA 8(a)

SBA Small Disadvantaged Business (SDB)

National Minority Business

Enterprise Certifications

ENTAP is nationally-certified and MBE-eligible by the National Minority Supplier Development Council (NMSDC); currently ENTAP is NMSDC-certified in Indiana, Kentucky and Ohio

State MBE Certifications

Indiana and Maryland

Local MBE Certifications

Cities of Indianapolis and Louisville

Corporate Overview: ENTAP, Inc.

ENTAP, Inc. is an information technology consulting and outsourcing services firm founded in 2004 by Tracy Barnes. Over the years, ENTAP has developed a strong reputation for having the business and technical expertise needed to successfully deploy, integrate, upgrade and support enterprise applications and Enterprise Resource Planning (ERP) systems for organizations across the nation. We partner with clients to understand their business needs and requirements, and to provide the applications support and training necessary for them to achieve maximum productivity.

Government and enterprise software systems require highly trained and experienced individuals who understand the application's capabilities and limitations, as well as the environment in which it will be used. ENTAP enables its clients to better understand, utilize, and maintain the complex and critical software systems that their organizations are built upon. Through cooperative and collaborative partnering with our clients, we provide the right solutions using the right resources for the right results.

ENTAP was started in an era where large scale consulting services firms seemed to "miss the point" when providing services to clients. Clients began looking for alternatives to the large providers simply because they felt as though they were being lost in the shuffle. The founder of ENTAP recognized that need and launched ENTAP to focus on providing large scale services with a small business, client-focused approach. In addition, ENTAP's core competency and primary area of expertise was one that not many small consulting companies had the wherewithal to be successful locally as well as nationally.

ENTAP came to market quickly as a solid organization in the enterprise application space and is proud to offer the knowledgebase, experience and efficiencies to guide your organization in the areas of business process and system transformation.

Quick Facts about ENTAP

- ENTAP continues to prove itself as an emerging enterprise by boasting at least 100% revenue growth each year since its founding in 2004.
- As one of "50 Companies to Watch," ENTAP is recognized as thriving in its industry through exceptional entrepreneurial leadership and the capacity to sustain long-term growth.
- As companies have pulled back on purchasing IT consulting services and are paying more attention to their bottom line, ENTAP has continued to build its business over larger competitors through customer loyalty, word of mouth referrals and living up to its value proposition: being more cost effective and more flexible and timely in project completion, and delivering tangible results.

INDUSTRY EXPERTISE

- Federal Government
- State & Local Government
- Financial Services
- Insurance
- Non-Profit
- Retail & Restaurants
- Higher Education
- Health Care
- Utilities & Public Safety

CLIENT ROSTER

Auditor of the State of Indiana
Blue Cross Blue Shield (Florida)
Bowling Green State University
Butler University
City of Indianapolis / Marion County
Credentials, Inc.
Illinois Central College
Indiana Attorney General's Office
Indiana Department of Education
Indiana Department of Health
Indiana Department of Transportation
Indiana General Assembly
(House, Senate, Legislative)
Indiana Office of Technology
Indiana Secretary of State
Indiana University
Jones County Junior College
National FFA
Norwood Promotional Products
Sallie Mae
Seminole Community College
The Finish Line
Trends International
United States Infrastructure Corporation
(Formerly SM&P Utility)
University at Albany, State University
New York
University of Central Florida
University of Houston System
University of Maryland, Baltimore
County
University of Maryland, University
College
University of Pittsburgh
University of Texas – Arlington

Business Process Management and Improvement

ENTAP is an IT consulting firm specializing in business process outsourcing, management and improvement services for Federal, state, municipal and local government agencies. Our business process consultants take a holistic approach to analyzing processes to uncover and then implement opportunities to gain efficiencies in operations, drive productivity and achieve organizational transformation.

Certified business analysts and IT consultants assist government agencies to develop strategic solutions that align back-office operations with corporate IT strategy; these operations often include human capital management, financial systems processing, supply chain management, customer and supplier relationship management, and other custom-niche applications.

Leverage ENTAP's business process management expertise to:

- Achieve business process improvements through efficiencies in operations
- Analyze, optimize, automate and design more productive work flow processes
- Create scalability in systems for future growth
- Increase fiscal responsibility by enabling sound data-driven decisions
- Consolidate cross-functional information to increase access to data
- Create more robust reporting capabilities

PROJECT PROFILE

ENTAP Integral to Success of Indiana's 10-Year ERP Conversion Project

After years of detailed research and planning, in 2009 the State of Indiana upgraded to Oracle PeopleSoft Enterprise Financial Management 8.9 and implemented a single set of integrated financial databases with the ultimate goal of streamlining financial processing and reporting.

Initiation

The State Auditor engaged ENTAP to support the ERP conversion as needed and also train more than 3,000 state employees on how to use and maximize the new system. The State's staff had to be prepared to make greater contributions toward effectively managing Indiana's finances through better knowledge of the new system software and workflow processes.

Planning & Execution

ENTAP tapped its analysts with the most in-depth functional knowledge of the government sector's accounting challenges to develop the training methodologies and tools. A series of training sessions were held over a two-year period across the State of Indiana. ENTAP's experts also developed documentation, not only for each training session, but to serve as ongoing job aids for all 3,000+ finance staff members at more than 100 state agencies.

Closure: Results

The State's ERP Conversion project launched on schedule with no notable challenges due in large part to the intensive preparation and detailed training conducted by ENTAP's consultants. ENTAP ensured the State's staff was comfortable with and knowledgeable of the new system and processes. This achievement was made evident as the State Auditor reported significant improvement in the State's month-end close rate.

TECHNOLOGIES & SOLUTIONS

ENTAP supports **enterprise systems solutions** across all technology platforms, operating systems and infrastructures, including:

Oracle

- Oracle RDBMS (Standard & Enterprise)
- Fusion Middleware products
- Business Intelligence
- Sun Server Applications (UNIX)

Microsoft

- SQL Server RDBMS
- Server & Productivity Applications
- Sharepoint services

IBM

- DB2 RDBMS (UDB)
- Server Applications (UNIX / Linux)
- Rational Suite
- Business Intelligence

Enterprise Business Solutions Supported:

Oracle

- e-Business Suite
- PeopleSoft Enterprise / EnterpriseOne
- JD Edwards World
- Hyperion
- Siebel CRM

Microsoft Business Solutions

- Microsoft Dynamics GP (Great Plains)
- Microsoft Dynamics AX (Axapta)
- Microsoft Dynamics SL (Solomon)
- Microsoft Dynamics NV (Navision)
- Microsoft Dynamics CRM
- Microsoft Office SharePoint

SAP

- SAP Business Suite Applications
- SAP Business Objects

The ENTAP Project Management Methodology

A big part of a project's success can be measured in the efficient manner in which the project was managed. Being an experienced and highly regarded firm, ENTAP is the best choice to ensure that projects remain in scope, on time and within budget. From the planning stages through completion, ENTAP will work efficiently and in your best interest.

ENTAP's methodology is proven and flexible enough to meet the demands of any size project. Before beginning a project of any magnitude, it is important to know where you want to be upon completion, what steps need to be taken to get you there, what will be required of all parties involved, and what processes will be utilized to accomplish these goals.

Once the project is ready to begin, it is equally important to monitor and oversee the project in a prudent and efficient manner. ENTAP is well prepared to assist in conducting this oversight process. We possess the methodologies and experience to put the right parameters and efficiencies in place to complete a successful project.

ENTAP Project Management Methodology



INITIATION

Key to the success of any ENTAP project, the Initiation stage is a collaborative effort which details and documents the mission, goals and objectives of the project through structured meetings and discussions with client executives and management.



PLANNING

ENTAP's management, functional and technical IT consultants work with the client to develop the scope and requirements of the project. The client's existing business processes and technical architecture are evaluated in order to define the most effective enterprise solution.



EXECUTION

ENTAP consultants and developers configure and construct each deliverable within the project scope while ensuring adherence to timeline and budget. The custom integrated solution is then tested and presented to the client for acceptance.



CLOSURE

Closure includes releasing the final deliverables to the client, handing over project documentation, releasing project resources and communicating project closure to all stakeholders. The project "goes live" and is transitioned to client's internal team.

TECHNOLOGY PARTNERS



INDUSTRY RECOGNITION

- Indiana Company to Watch
- Indiana Black Expo Governor's Award for Achievement in Technology
- Indiana TechPoint MIRA Award Finalist
- Center for Leadership Development
- *Indianapolis Business Journal* Top 25 Minority Business Enterprises
- *Indianapolis Business Journal* Top 25 Computer Consulting Firms



The ENTAP Leadership Team

Tracy E. Barnes

Founder, President & Chief Executive Officer

Tracy Barnes brings significant business leadership and information technology experience to his role as ENTAP's president and chief executive officer. He has a proven track record in designing and delivering effective information technology solutions to organizations in various industries across the globe. Mr. Barnes has worked with clients in the U.S. and the United Kingdom providing technical project management, business process and systems analysis, and technology strategy and planning support. Prior to forming ENTAP in 2004, he worked with numerous higher education institutions, government entities and commercial vendors to complete successful technology-based projects – on-time and on-budget.



Joey Harpst

Vice President of Delivery

Mr. Harpst has a proven track record in leadership, management, software development and obtaining and exceeding revenue projections. With more than 15 years of supervisory experience in the information technology and consulting industries, Mr. Harpst manages all facets of program and project management for ENTAP. He consistently exceeds established revenue targets by maintaining costs, controlling expenses, streamlining business processes, improving application delivery tools, and tracking, monitoring, anticipating and reacting to key performance indicators. Prior to joining ENTAP, Mr. Harpst worked with numerous higher education institutions and several global consumer companies such as REVLON. He has significant experience in leveraging multiple software products such as Oracle PeopleSoft, Oracle EBS, SAP and J.D. Edwards.



CLIENT SUCCESS

"ENTAP's consultants have been instrumental in providing strategic oversight and expert business process strategy for the state's financial system conversion project. They've been instrumental in attaining desired outcomes of the project and helping each state business unit better meet the needs of the Auditor's office."

Auditor, State of Indiana

ENTAP[®]

Enterprise Application Consulting.
Business Results.

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