



*with...*

## Maximum Potential International



**MARY ANN McILRAITH**  
Founder and President

### WHAT DOES MAXIMUM POTENTIAL DO?

Our mission is to turn people and organizations into world-class leaders. We do this by providing clients with a competitive advantage in implementing the visions of their executives through leveraging software implementations and people. We help global teams transform their companies by developing the future leaders of these corporations.

Maximum Potential International (M.P.I.), is a management and technology consulting firm that has been in business for 10 years and has corporate offices in Maryland and satellite offices in North Miami, Washington D.C. & North Carolina. Over 95 percent of our staff has 2 to 10 years of PeopleSoft experience, as well as substantial experience with other major vendor products.

### WHAT MAKES M.P.I. DIFFERENT?

Over many years and countless implementation projects, we have developed a unique methodology that provides a comprehensive, yet simple process for implementing software projects. In August 1997, MPI's breakthrough methodology — Rapid Implementation Methodology (R.I.M.) was published for public consumption. Already successfully utilized in hundreds of leading commercial, private and federal enterprises, R.I.M. has many fans in the industry and is one of the first proven implementation methodologies that offers a complete toolset for the entire project life cycle. Its hallmark is the compression of multiple process steps into several strategic quality gates, thereby greatly reducing rework and shrinking the project timeline. R.I.M. methodology helps implementation teams deliver products faster, at a higher quality, and at one-third the cost of traditional implementations.

Also, we're not just about technology. Instead of following the "old" leadership model of command and control, today's projects will require an entirely new, special skillset including coaching concepts, negotiation skills, and the ability to develop a high quality partnering relationship. This is addressed in R.I.M.'s High-Performance Leadership Module which introduces key concepts that are critical to every successful implementation. Feedback has led to a demand for a separate Leadership Guide and workshop that is currently under development.

### WHAT ARE THE BASIC TOOLS OF R.I.M.?

R.I.M. is a methodology that helps executives and project team members turn vision into reality by giving them a process that translates vision into business deliverables while meeting project schedules and budgets. By utilizing the rapid re-engineering discipline, R.I.M. gives the project team a jumpstart on performing rapid pro-

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prototyping and rapid design development. This unique and powerful model gives enterprises a business advantage in the form of a strong and proven road map that every team needs to save time and money.

The R.I.M. Manual is a comprehensive 700+ page toolkit addressing every phase of the project. The Methodology Guide is packaged in 18 chapters with a collection of over 200 tools, benchmarks, matrices, flowcharts, project plans and strategic instruments virtually ensuring a quality implementation.

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#### **HOW CAN I LEARN MORE ABOUT R.I.M.?**

M.P.I. provides R.I.M. training in a two-day workshop open by invitation to project team members and executive sponsors. These classes have acquired a reputation for their intensity and unique approach to translating difficult technology issues into everyday language that project teams can quickly understand and for providing class participants with tools they can rapidly deploy when they return to work. The focus of the training is directed towards the newly evolving 21st century technology community. R.I.M. is designed to rapidly facilitate a company's growth objectives while leveraging technology and human capital.

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