



# GOVERNMENT: STRATEGY, SOLUTIONS, IMPLEMENTATION

**We're a tech cooperative that helps organizations navigate the complexities of enterprise software.**

From organizational analysis to implementation and upgrades, we offer extensive knowledge, unrivaled quality and relentless dedication. We will partner with you through every challenge... the ones you see and the ones you don't.

As a tech cooperative, we believe what's good for clients, is good for consultants:

- ④ Less overhead means more affordable rates.
- ④ Thousands of skilled consultants in our network.
- ④ Our consultants average 10 to 15 years experience.
- ④ We forge long-term partnerships based on loyalty, consistency and quality.

## ICEBERG IN ACTION

### State Financial Upgrade Project

When a 3-year, \$35 million project saw more than 100 consultants come and go, we stepped in and transformed a revolving door into zero turnover.

### Major University Enterprise System Upgrade

A troubled project replaced high-priced, inexperienced consultants with Iceberg consultants, getting more talent for less money.

### OUR SUCCESS SAYS IT ALL:

Staff around **100 consultants** per year.

Worked with state and local governments at all levels, including Minnesota, Wisconsin, North Dakota, University of Minnesota, University of Wisconsin, Hennepin County, City of Minneapolis, Saint Paul Public Schools and more.

Five straight years with revenue around **\$10 million**.

"Iceberg's consultants are innovative and client-focused. They think of the client's needs first. I really appreciated their honesty—good news or bad news—and their ability to deal with any problem that came their way."

Manager, Supply Chain Systems & Analytics  
Hennepin County Medical Center

## WHAT WE DO

**We do enterprise software:** we'll guide you through the upfront analysis, then create and implement a plan. We do massive enterprise resource planning (ERP and software as a service (SaaS) projects, as well as wide array of other technical services.

### Transparency

Iceberg attracts the most in-demand consultants with our totally transparent business model. We take a simple flat fee on top of consultants' rates to cover management and administrative costs. That's it. It's better pay for consultants, while saving state and local governments about a third of typical hourly rates. Plus, clients get well-paid, senior consultants who are incentivized to stay on their projects.

### Easy Contract Process

We've worked with a variety of government contracts, so we're familiar with the contract process, legislative oversight and insurance requirements. We're included in the information technology and professional services master program for your entity.

### Global Reach, Local Talent

Iceberg pulls from your local market to provide consultants who work a full, five-day work week—during your hours. No dealing with consultants who arrive Monday afternoon and head out Thursday night to catch a plane. Iceberg's consultants are not only in your community, they are committed to your community.

### Our Model

We were founded in 2004 by a group of consultants who saw a better way to do business. By treating consultants well, we're able to treat clients well. Our honesty, transparency and fairness attract top talent, which means better results for clients. We've been doing it since the beginning—our very first client was the State of Minnesota.

### INDUSTRIES

- Government
- Education
- Health Care
- Finance
- Business Services
- Manufacturing
- Retail

### SERVICES

- Enterprise Software
- SaaS Solutions
- Application Upgrades
- Project Management
- Business Analysis
- Application Development
- Production Support
- Globalization
- Training
- Testing
- Quality Assurance

### LET'S CONNECT

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