



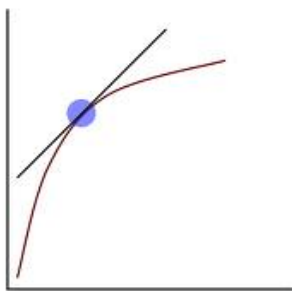
Quantum Newsletter

Managing Growth: Managing your business growth in 2011.



"Life is occupied in both perpetuating itself and in surpassing itself. If all it does is maintain itself, then living is only not dying."

- Simone de Beauvoir



Meet your business goals without slowing growth or risking security.

A single person can manage their affairs fairly easily: a little apartment, a little car, some groceries, and life can be kept rather uncomplicated. Add a spouse, however, and a first-born - then a second-born and maybe a family pet - and with every increase the management of the home must adjust, stretch, and conform to the new realities that these exciting (though complicating) additions bring to the life of an individual.

In terms of business and technology, this is called "scalability." Wikipedia defines scalability as "the ability of a system to handle growing amounts of work in a graceful manner." Some people have great scalability, and others.... Well, you've seen their children running wild at the supermarket.

In many ways, a business organization mirrors the growth of a family. It too must be scalable if it is to continue its expansion and growth in a "graceful manner." There are many bumps in the road, ways in which the increased tax on available resources can stretch services and employees to the breaking point. It's important to prepare your business to be scalable, ready not only for the next step in your organization's evolution but for its continued growth down the road.

At Argonaut, we focus on the technology and process side of managing growth. There are principles, like the following, that can be applied to an organization to ease the process of growth and ensure scalability. By expanding on these principles and tailoring them to your unique vision, goals, and circumstances, we can help you stay well in control of your own growth curve.

Principle 1: Embrace the Cloud

We have seen many organizations try to keep up with the technological changes around them by adding more system capacity and new capabilities. This can become an expensive and never-ending cycle, as they must continuously upgrade their own systems in order to keep up with the demands of their own growth.

Cloud computing, however, provides the technical capacity and ability that you need through an offsite provider: a "cloud provider." Top cloud providers such as Amazon (IAAS or Infrastructure as a service), Salesforce (SAAS Software as a service), and Google (PAAS or Platform as a service) enable you to meet the growing technological demands of your business without constant upgrades and the addition of new systems.

This enables your organization to increase your service performance without stretching or overtaxing your internal resources.

Principle 2: Simplify Services

Many organizations provide services that require their employees to perform repetitive, mundane tasks. This is often due to the complex systems and processes the organization has created to meet their increased service demands. This complexity meets the needs of the business but often lacks standardization for repetitive tasks and low-level decisions. This ties up the workforce and slows continued growth.

Simplifying an organization's systems and processes involves two important things:

Reducing complexity in the technology used and

Removing dependency on few individuals for what is required for critical services.

The goal for simplification is not only customer satisfaction but to free employees to focus on grander ideas. By loosing them from the mundane, they will be able to use their energies and abilities (the abilities they were hired for!) to help the business excel.

Principle 3: Merge Security Budget Into Technology Services

IT budgets can benefit from integrating security into their service suite. Rather than having a separate budget for security overhead, many security issues can be taken care of while accomplishing typical IT tasks. For example:

1. Ask product and service providers to integrate security into their services. Have you ever had software code developed by a software development company only to find that there were security holes in the code? This forces you to spend additional money fixing these security holes. Instead, ensure that your contracts with vendors demand inherent security controls and the necessary tests to validate these controls.

2. When budgeting a new project, simplify the project's security capability and avoid post install surprises such as security assessments. New projects typically have a spill over cost in both time and money due to security issues. By including the security costs in the project plan at the design and implementation phases, you simplify the process and save your budget and timeline as well. Like the management of a growing family, it is vital to ensure that your business can adjust to the realities and challenges of success in a smooth, graceful manner. Let Argonaut's consultants help your business prepare for the growth you are experiencing...and will experience down the road.

Argonaut - Listen, Respond & Serve



Argonaut is located just north of Atlanta in the historical town of Roswell, GA

Argonaut Quality Systems is an Information Technology consulting and services company committed to delivering innovative solutions to customers. Argonaut's aim is to help businesses be more productive, creative, flexible, quality-centric and less dependent on circumstances and structures.

Argonaut introduces creative solutions to provide improvement and renewal into organizations. Argonaut's team responds to high performance business needs with both transition solutions (managed services) and transformational themes (consulting services). Our Consulting services are focused on providing quality technology solutions in both IT Architecture and IT Security needs of organizations. Our managed services theme is built to provide sustainable services to our clients.

Business Growth:

Growing your business is much less risky than not growing your business

There is no such thing called a "Business Growth Hormone", but growth is a mentality created by each individual in your organization.



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Innovation Spotlight: Sustainable Cities International

Vancouver based Sustainable Cities International knows that the cities of the world are going to grow. It's the "how" of this growth that concerns them. By leveraging technical and social innovations, along with their international network of advisors and partner organizations, they seek to catalyze action on urban sustainability, ensuring that healthy growth can be maintained in a responsible, beneficial way. Their efforts and innovation in this area have won them several international awards, including the Canadian Award for International Cooperation and the Sustainable Urban Systems Design Award.

By providing project management, research, and training, Sustainable Cities International is able to tackle sustainability projects comprehensively and effectively. While they understand that there are important general principles that can be brought to every project, they also understand that each city will have its own individual challenges that must be addressed in unique and innovative ways. To meet these various challenges, they rely heavily on collaboration and the open sharing of best practices among their network of cities, adapting successful sustainability strategies to unique situations. This method allows them to serve such diverse cities as Portland (USA), Iqaluit (Canada), Porto Alegre (Brazil), Dakar (Senegal), and Matara (Sri Lanka). Visit <http://sustainablecities.net/> to find out more about Sustainable Cities and their international efforts to promote urban scalability

