



DiscoverPointTM

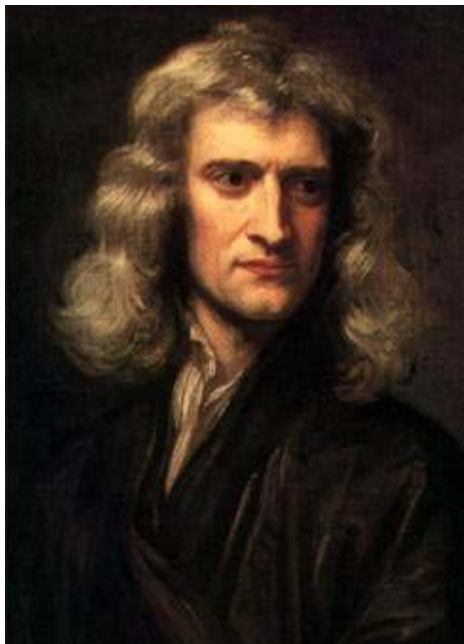
*Automated Information Discovery and
Social Networking for SharePoint*

www.DiscoverTechnologies.com



Effective Use of Information & Collaboration:

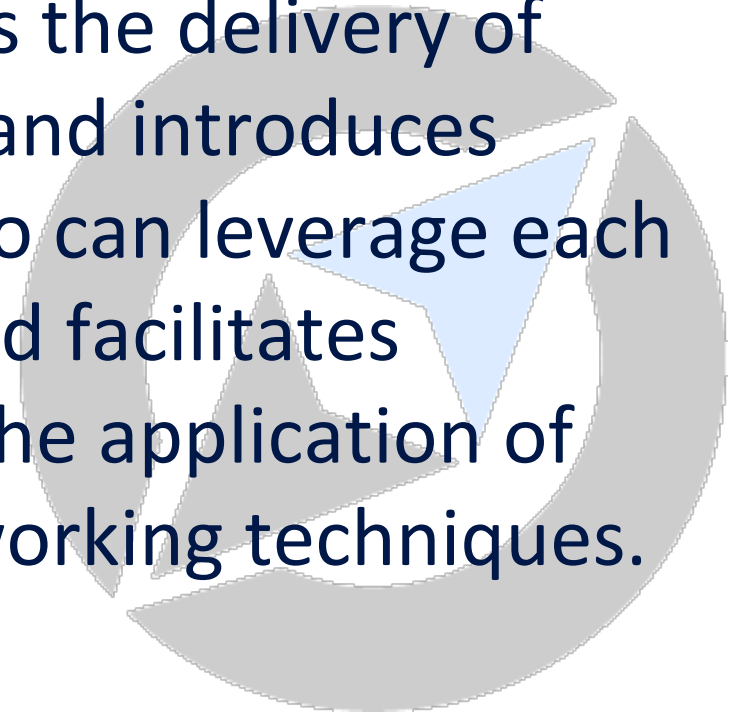
The greatest achievements are often the result of effective collaboration between subject matter experts, not the sole work of individuals.



“If I have seen further than others, it is by standing on the shoulders of giants.”
Sir Isaac Newton, February, 1676

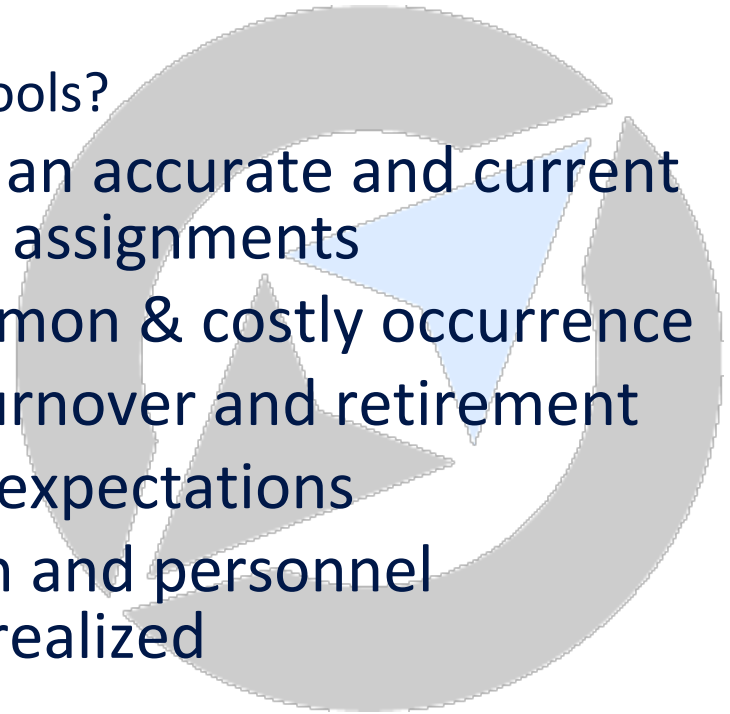
What is DiscoverPoint?

DiscoverPoint is a technology based solution that automates the delivery of information, identifies and introduces knowledge workers who can leverage each other's work efforts, and facilitates collaboration through the application of widely used social networking techniques.



What is the Business Problem?

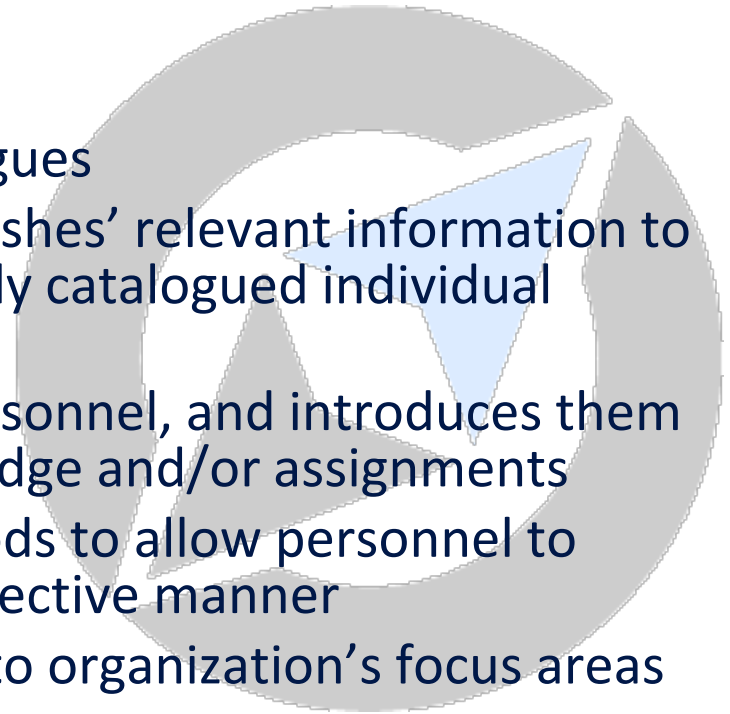
- Searching for information and people is largely a ‘manual’ and inefficient exercise:
 - How to search?
 - What to search?
 - When to search?
 - Multiple repositories and search tools?
- Most organizations do not have an accurate and current database of personnel skills and assignments
- Re-inventing the wheel is a common & costly occurrence
- ‘Brain drain’ due to employee turnover and retirement
- Employee productivity is below expectations
- The benefits of your information and personnel investments are not being fully realized



How Does DiscoverPoint Work?

Improves the SharePoint Collaborative Environment:

- DiscoverPoint understands each knowledge worker's areas of interest and expertise through the continual analysis of:
 - 'Documents' they create
 - Information they access
 - Communications with their colleagues
- Monitors information sources and 'pushes' relevant information to each user, to match their automatically catalogued individual information requirements
- Compares areas of expertise of all personnel, and introduces them to others with complimentary knowledge and/or assignments
- Incorporates social networking methods to allow personnel to collaborate in a more efficient and effective manner
- Provides Management with insight into organization's focus areas



Why is DiscoverPoint Unique?

AUTOMATION!

- Automatically determines areas of expertise and interests of each knowledge worker
- Automatically delivers relevant information to match each employees specific needs
- Automatically identifies colleagues with aligned expertise for collaboration purposes
- Integrates social networking capabilities to facilitate more effective collaboration
- Delivers Tangible Results:
 - Improves Productivity
 - Enhances Organizational Performance
 - Reduces Costs



What Types of Organizations Will Benefit from DiscoverPoint?

Organizations with the following characteristics:

- Significant investments in the collection, management and delivery of structured and unstructured information
- Dependent on knowledge workers to accomplish the organization's objectives
- Large number of subject matter experts, often geographically dispersed
- **Where:**
 - **Collaboration is key to the organization's success**
 - **Improved performance is desired**
 - **... and the cost of operations is important**



Return on Investment: Improved Productivity

Bottom Line Impact: Assuming only 1-2% productivity change:

# Knowledge Workers	Cost/Year/Worker	Productivity Level 'Before'	Productivity Level 'After'	Productivity Net Impact	<u>Annual</u> Cost Savings
250	\$100,000	80.0%	81%	1.0%	\$250,000
250	\$100,000	80.0%	82%	2.0%	\$500,000
1,000	\$100,000	80.0%	81%	1.0%	\$1,000,000
1,000	\$100,000	80.0%	82%	2.0%	\$2,000,000
2,500	\$100,000	80.0%	81%	1.0%	\$2,500,000
2,500	\$100,000	80.0%	82%	2.0%	\$5,000,000

According to IDC:

- 56% of all knowledge worker's time is spent searching for, or gathering information
- 9% of their time is spent conducting 'unsuccessful searches'
- Only 26% of their time is spent actually analyzing information

Return on Investment: Improved Performance

Improved Performance/Results... Priceless:

- Bring your product to market faster
- Beat the competition
- Catch the bad guys, before they strike next
- Win the litigation case
- Find the answer to engineering challenges
- Discover the next miracle drug, sooner than later
- Protect the soldier better
- Uncover alternative energy sources/methods
- Deliver better services to your customers or constituents





 **DiscoverPoint**TM

Thank You.

For more information,

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