



About Abeo

Abeo was formed in 1997 to provide engineering and systems integration services to the United States Navy. Over time, we have consolidated our position as a technology integrator and consultancy obsessed with flawless execution and customer satisfaction.

Advanced Consulting Services (ACS)

ACS is the branch of Abeo that works with clients to maximize their technology investment and help them improve business performance.

- Systems integration
- Project management
- Network engineering
- Information security
- Human performance
- Change management
- Process re-engineering
- Cost-benefit analysis

ACS Customers

- US-VISIT / Accenture – Cost-benefit analysis, systems engineering simulation
- Defense Systems Management College / Accenture – Computer based training simulations
- Transportation Security Administration / GRA – Training technology consulting
- Department of Justice / eMentum – Process reengineering
- IBM – Intrusion detection, scanning, and security assessments
- JPMorgan Chase – Anti-virus software implementation

Change Management

Great organizations change before they have to. They promote an environment whereby employees view change as a pathway to performance. They know that resistance is extremely expensive. Abeo ACS has five offerings to help clients navigate change, minimize risk, and protect their investment in new ways of working.

- **FutureTrials**
Trial your change before it happens; see the integration of your technology, process, and people components before go-live; create a new capability to trial new initiatives
- **Communications & Outreach**
Create a communications strategy to maximize employee engagement; design and develop a communications plan that's right for your organization; evaluate your current communications; facilitate a strategic communication planning workshop with key members of your organization; organize and run local "town meetings" or large-scale events with both live and remote audiences; enable state-of-the-art Internet-based communications and other media solutions; create high-impact written communications -- newsletters, announcements, marketing literature, communication kits, and more
- **Sponsorship Building**
Identify and evaluate impacted audiences to understand how changes will affect them; take steps to foster awareness, understanding, and commitment for key stakeholder groups
- **Change Readiness Planning**
Assess your organization's readiness for proposed technology innovations; devise a goal-oriented, step-by-step plan for successful business transformation; coach your leaders to spearhead and support change; understand your culture, workflow patterns, and user and stakeholder requirements; predict the impacts of technology on your business
- **Governance & Decision Making**
Evaluate decision making in your organization; determine how decisions need to be made to support your change program

Excerpt from "Moving the Future Forward: How FutureTrials Propel Change", by Abeo Author Robert Hendrickson - "The fact is that traditional methods fall short. Testing, pilots, training, and integrated workplans all have their place, but a glimpse is simply not enough when you can take a long, hard look at your new world, today. And that is exactly what you can do by implementing something I call a FutureTrial. A FutureTrial is a program by which all elements of your change—people, process, and technology—come together weeks or even months before your go-live date. It's a chance to actually see your future operations unfold and your expensive deliverables come to life as your employees take real customer phone calls, conduct transactions, capture key information, hand off work to their colleagues, and interact with other areas of your business. In reality, and perhaps more importantly, a FutureTrial is also an incredibly inexpensive way to locate and fix your vulnerabilities, and to radically reduce your risks."



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