

Versatility is a Technology and Management Consulting firm specializing in Digital and Business Transformation. We drive organizations to modernize and evolve – unlocking resilient growth and creating long-term competitive advantage. Through the development of tailored products and services, we deliver innovative solutions that foster operational efficiency, strengthen workforce capabilities, enhance agility and accelerate scalability – all powered by our A+ Business Accelerators: Automation, AI and Agility. Our focus areas include Agile Value Delivery: Transformation & Coaching, Business Process Optimization, IT Program/Project Management, Enterprise Strategic Advisement and Atlassian/Jira Product Implementation. Versatility partners with clients across various industries to achieve measurable business outcomes and sustained success.

### Core Capabilities

#### Agile Value Delivery: Transformation & Coaching

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- Lead Agile framework adoption across teams and enterprises transitioning from traditional delivery models to standardized, scalable frameworks such as Scrum, Kanban and SAFe
  - Accelerate product delivery by strengthening development capabilities, business and customer value alignment and enabling team cultural shifts
  - Conduct proprietary Agile Maturity and Scalability Assessments to measure performance and readiness against success criteria - propelling strategic growth
  - Drive enterprise-wide business agility by aligning People, Processes and Technology (PPT) to adapt rapidly and deliver sustained impact

#### Atlassian/Jira Product Implementation

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- Design tailored Jira solutions aligned with optimized business workflows to maximize operational efficiency
  - Implement Jira and related tools to support portfolio management, product development, DevOps, service management and work execution
  - Configure advanced functions such as workflow automation and extended app. integration enhancing productivity innovation
  - Deliver expert administration, training and maintenance to ensure sustained adoption and platform performance

#### Business Process Optimization

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- Modernize outdated, disparate process workflows using AI-powered automation such as Agentic AI, Robotic Process Automation, and orchestration platforms
  - Automate manual tasks and reduce operational inefficiencies
  - Enable data-driven decisions through integrated analytics
  - Enhance agility through scalable, future-ready process redesign



#### IT Program & Project Management

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- Lead complex system delivery across enterprise environments
  - Execute legacy system modernization and digital transformation initiatives
  - Manage COTS and custom software development deployments
  - Manage security audits, IV&V, and remediation efforts
  - Apply Agile, hybrid, and systems engineering methodologies
  - Align project delivery with strategic goals and value realization

#### Strategic Advisement

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- Develop business and IT strategies with transformation roadmaps aligned to company objectives
  - Advise on OKR design and execution to align teams with strategic priorities
  - Align technology investments with business priorities and ROI targets
  - Conduct operational and organizational assessments
  - Drive change management and adoption success

## CHALLENGES Companies Face



**Companies lose 20% - 30% in revenue each year due to operational inefficiency.\***

Across all industries, companies face challenges with operational processes that are:

- Manual
- Inefficient
- Laborious
- Inflexible
- Costly to Maintain
- Overly Complex
- Redundant
- Antiquated

\*International Data Corporation (IDC), market research firm

## Versa-Tech Delivers SOLUTIONS

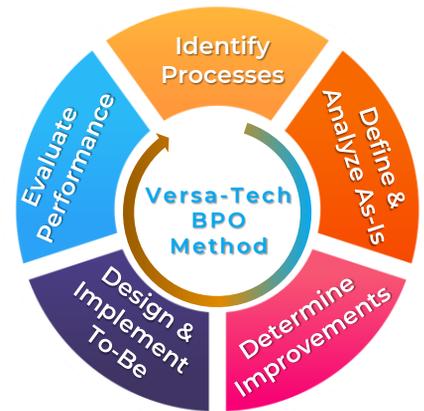


**Need to reduce costs? Aspire to scale your business? Improve employee job satisfaction?**

We integrate Automation, AI and Agility that transforms business functions by delivering innovative solutions using our proven Business Process Optimization method:

### Business Process Optimization (BPO)

- Assess current As-Is processes
- Diagnose bottlenecks, gaps and inefficiencies
- Determine process improvements
- Produce optimized future To-Be process incorporating Automation, AI and Agility with alignment to business value outcomes
- Evaluate performance improvement metrics



### Automation + AI + Agility



Leveraging partnerships with UiPath and Microsoft, we utilize these industry-leading **Agentic Automation** and advanced **AI-powered** frameworks, along with incorporating our expertise in **Agile** best practices that enables custom-tailored solutions to:

- Automate processes intelligently to reduce/eliminate manual intervention for humanly-performed laborious or repetitive tasks
- Integrate, retrieve and structure data from disparate sources
- Apply AI enhancements for accelerated decision-making capability for use in data and communications mining, predictive analytics and generative automated output
- Execute agile methodologies for lean product development and organizational agility for a nimble business environment

## VALUE Outcomes Realized



- Improve process and product quality
- Accelerate speed to market
- Achieve cost savings
- Scale business faster and efficiently
- Increase customer satisfaction and employee morale
- Advance operational productivity
- Improve Customer Experience from sales pipeline to onboarding
- Ensure accuracy and precision of results

**Learn more** about process automation use cases & how we can implement BPO to transform your specific business functions. For any industry, a **custom solution** can be integrated with your company's operational environment.



## Advance Your Product Development with Agile Value Delivery & Transformation



Unlock speed, flexibility, and innovation. Build what matters, deliver value faster, and scale with confidence.

### Struggling to Deliver High-Value Products – Fast?

Competitive pressure demands more and faster—but roadblocks hinder delivering real value, resulting in:

- **Delayed Releases** – Stalled growth & blocked revenue
- **Team Misalignment** – Team silos & dissonance
- **Inefficient Processes** – Rigid workflows kill momentum
- **Low Quality Output** – Costly bugs and rework
- **Inability to Pivot** – Lost market opportunities
- **No Product-Market Fit** – Customer frustration

### Drive Results with Agile Value Delivery & Transformation

Our Agile Value Delivery & Transformation approach turns product development into a high-performing engine, shifting teams from "doing Agile", to "being Agile", embedding it into culture and delivery, that fosters:

- **Faster Time-to-Market** – Deliver software quickly
- **Client-Centric Value** – Maximize value delivery
- **Empowered Teams** – Boost accountability & creativity
- **Reduced Risk** – Spot and fix issues early
- **Sustainable Agility** – Continuous improvement
- **Business Goal Alignment** – Strategic execution

#### Top Benefits of Adopting Agile\*:

Accelerates software delivery speed by 71%; Management of changing priorities increases by 70%; Business & IT alignment increases by 66%; Team productivity increases by 60%; Risk reduction and predictability increases by 51%.

\*Source: State of Agile Reports (14<sup>th</sup> – 16<sup>th</sup> editions)

### Activate the Versatility Agile Value Delivery & Transformation Framework

Our framework approach is structured, integrated and tailored to your culture, teams, and operations.

#### Agile Maturity Assessment

Asses current state and readiness to drive agile transformation

#### Education & Training

Tailored Agile training for lasting knowledge and capability

#### Performance & Monitoring

Continuous improvement via retrospectives, KPI tracking and adaptation



#### Transformation Roadmap

Customized Agile roadmaps aligned to your goals and improvement areas

#### Coaching & Mentoring

Hands-on team practice and one-on-one guidance for value-driven results

#### Scale the Organization

Expand agility with SAFe, LeSS, or hybrid frameworks for enterprise agile alignment

### Your Trusted Partner in Agile Value Delivery & Transformation

With certified Agile experts and proven transformation impact, Versatility helps organizations, across industries, achieve measurable outcomes and sustained agility. We guide teams from busy to valuable, whether new to Agile or scaling enterprise-wide.

Let us explore how Versatility's Agile Value Delivery & Transformation can support your teams' growth at any stage of your Agile journey, through our standalone propAgile Maturity Assessment and/or a comprehensive Transformation Initiative.

## Past Performance Highlights



### Machinify

Led Agile transformations for teams, with Jira customization, and Agile Coaching, that improved product development execution including delivery speed, quality, and customer satisfaction -Agile maturity scores increased +60%; Advised on OKR design, post-merger business/technology optimization; and, managed the company's first HiTrust security certification achievement



### Brown Advisory

Enabled a newly formed application development team to adopt Agile practices by launching the Scrum framework, providing coaching and training, and configuring Jira to create work visibility that improved collaboration, efficiency, and product-focused execution.



### Guidewire Software

Executed Agile transformation for Global Performance Solutions, enabling continuous delivery flow and improved value stream performance across global cross-functional teams.



### CareFirst BlueCross BlueShield

Directed implementation of an enterprise-wide Audit Management system, modernizing legacy infrastructure, integrating big data sources, enhancing reporting and streamlining workflows using Robotic Process Automation (RPA).



### US Dept. of Agriculture (USDA)

Provided program management for IV&V Software Engineering and Technical Analysis (SETA), including FITARA Scorecard improvement, maturity modeling and IT workforce development.



### Prince George's County, MD

Delivered IT project management for systems modernization, streamlining operations and migrating legacy processes to improve the user experience.



### University of Arkansas at Pine Bluff

Automated admissions, student, faculty and departmental management processes using AI-driven decision-making, eliminating manual steps and increasing operational efficiency, resulting in 88% productivity savings and an increase in employee morale.



### Emerson Solutions

Developed and deployed a custom Robotic Process Automation (RPA) solution that reduced manual invoice processing time by 80%.



### Morehouse School of Medicine

Provided business development, IT strategy and program management services supporting internal operations, government contract acquisition and expansion of innovation and strategic partnerships.