



Partnering: So You Can Solve it All



Partnering: Our Take

We are always looking for companies that wish to partner with us to fill out their offering portfolio in some way. Our aim is to describe, in brief who we are and why working with Turnswing, Inc would be a good thing.

We come to market with an ability to solve a number of needs, based upon the skill-set, experience, and knowledge of our team. Our people, based upon the type of business we are, are a critically important asset. However more than "brochure fluff", our people factor is critical from a partnering point of view in that our people, once briefed, know how to represent you in a professional fashion.

The other point we want to emphasize is the spirit and practice of integrity and trust within which we operate.

A Learning Organization

Many times what we know is good enough to start the conversation but your client's or potential client's technology might be proprietary and difficult to bring anyone in to help – unless you knew they were good. We are that good – within limits. We've been working around business problems in supply chain, integration, and enterprise technology long enough to learn or devise a solution to almost any problem.

We employ an ideal client/ideal situation matrix to each partnering engagement. We first determine if we can work with you and your client (and vice versa) and then we determine to what degree we need to adapt in order to meet the client's needs. If we need new resources or need to learn new technologies we will (and we have with successful results). However where the stretch along either spectrum becomes too much, we will respectfully decline the engagement and work with you to find someone who can help.

Partnering with Turnswing

If you're interested in working with us, call us at 866-586-5686, or send off an email at info@turnswing.com with "partner inquiry" in the subject line. Find out more about us on our website at www.turnswing.com or our blog at www.turnswing.com/blog

General Areas of Experience

Our teams are skilled in the tactical (i.e. functional, technical) execution of tasks for enterprise class organizations in both the public and private sector. In addition to tactical resources, our skills also exist at the program, project and solution architect levels of the organization. In short, if you need to fill out professional expert portions of your project or have us take on an entire workstream, we have the resources to fit the bill.

Specific Areas of Expertise

Our team has experience in working with applications and suites ranging from the broad supply chain software suites such as the JDA Supply Chain Suite (formerly known as "Manugistics") to point-solution suites in the collaboration, strategic design and inventory optimization areas. The team has experience in rolling out CRM projects as well as large scale reporting and analysis suites based upon relational as well as OLAP database technology. Some recent reporting projects have revolved around deploying reports, queries and workstreams based upon the Cognos ReportNet product.

Our technical team has experience in deploying the supply chain suites discussed above as well as the supporting infrastructure of these technologies (including extensive work in Java and Oracle). Not only has our team worked in customizing, tailoring and building integration to and from these packages, we have built and deployed this class of product into Fortune 1000 companies.

As a Microsoft ISV Partner, we have extensive experience in a large number of enterprise-class products in the Microsoft suite including (but not limited to), .NET development, SQLServer development, Excel Services Development around Office 12, SharePoint (MOSS). Additionally we have extensive experience in deploying technology in a virtualization framework using Microsoft Virtual Server and other leading-edge virtualization technologies such as VMWare. With roots in commercial software development, our IT organization can build just about any application or integration framework needed.

Reporting Technologies

OLAP and Relational Database Reporting including Cognos ReportNet

Database Technologies

Oracle 8, 9i, 10g, 11i, Microsoft SQLServer 2000, 2005

Integration Technologies

PL-SQL, T-SQL, DTS, SSIS

Supply Chain Technologies

JDA Supply Chain

Development Platforms

.NET, J2EE, Windows, Web, SharePoint, MS-Office, Adobe