

The Value of JumpStart Engagement over Consulting PaperWeights or Tech-only Demos: Lead With Impact. Deliver Real Outcomes

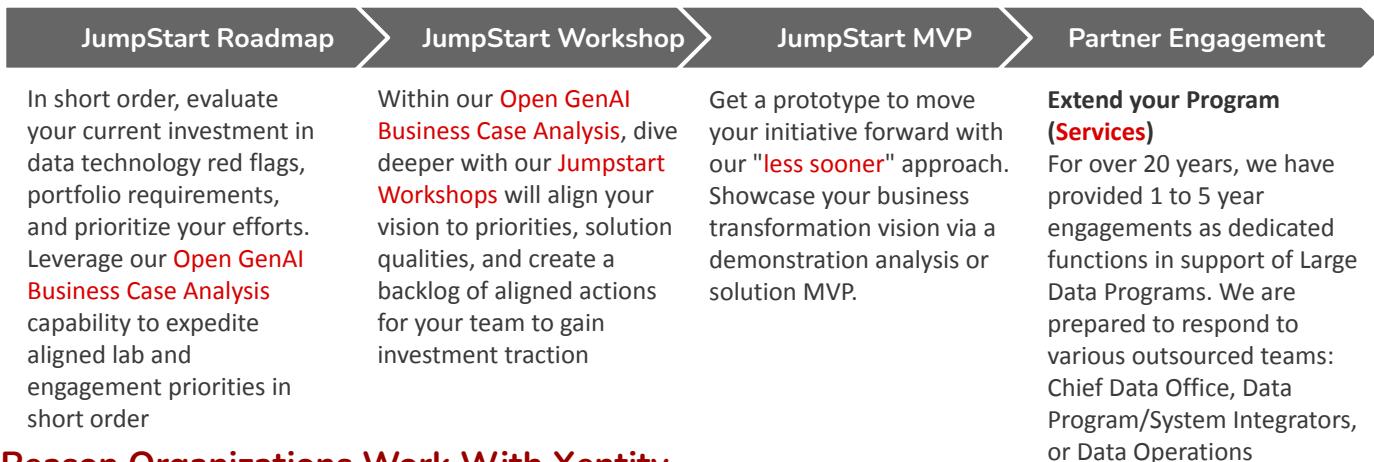
Data isn't the destination—it's the bridge to better performance.

The question isn't how much data you have; it's what you do with it. Xentity helps organizations turn information into actionable insights that achieve goals, improve operations, and deliver real results, focusing on what matters most: mission success, operational excellence, and measurable impact.

- **See what's happening, in real time** — understand and track operations, resources, and key activities.
- **Make better decisions** — give teams the information they need to act quickly and confidently.
- **Plan effectively** — use data to anticipate issues and improve future performance.
- **Simplify complex information** — use dashboards and visual tools for operations that make data actionable and easy to understand.
- **Derive key insights with analytics** — including predictive modeling and AI to identify trends, risks, and opportunities that inform business decisions

Get started with a JumpStart popular package engagement

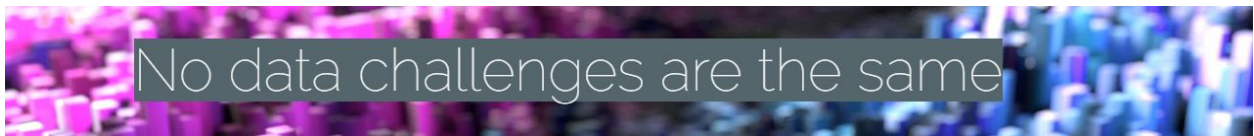
We engage in initial engagements to JumpStart initiatives both to gain interest and direction in your investment as well as test our capabilities out before looking to engage in longer-term engagements. This cuts across our Services: data strategic definition and roadmap; pilot new data flows or pipelines; rapid data app minimum viable product (MVP); workshop requirements ideation and prioritization; or conduct data technology due diligence or capability evaluations.



Reason Organizations Work With Xentity

- **Proven Expertise:** 20+ years supporting data programs at billion-dollar entities
- **Pragmatic Approach Delivers immediate value:** Reusable data business/mission patterns.
- **Line-of-Sight:** We're not IT. We're not management consultants. We broker the in-between mission.
- **Collaborative Partnership:** We listen, understand your priorities, and provide solutions for key decisions.





No data challenges are the same

Be it Strategic, Technical, or Operations, The JumpStart approach engages at the right level

Generate the momentum on your initiatives to move from data and solution slicing to enterprise scaled capabilities and infrastructure.

Engagement Type	JumpStart Roadmap	JumpStart Workshop	JumpStart MVP
Strategy	Ideation Focused, PairWise Comparison Backlog for investment planning	Multiple Line of Sight Activities to align Policy, Stakeholders	Listening Sessions and Desk Audits to result in collaboratively develop Investment Concept of Operations
Technical	Due-Diligence Analysis of your data technologies	Design Focused Alternatives Analysis Conceptual Ideation	Demonstrable Prototype of your target data pipeline, app, services, or knowledge solution
Operations	Data Supply Chain and workflow challenge prioritization	Agile Prioritization for Epics, Stories and Resulting Short/Mid-Term Sprints	Deep analysis of your dataset, pipeline, and demonstration of target changes

Meet with Xentity to design in a short call your engagement

In Short Order, design your engagement and selected activities from this and next page

<u>WORKSHOP STYLE</u>	A - WORKSHOP FACILITATION PREPARATION ONLY	B - SUBJECT MATTER IDEATION WORKSHOP PREPARATION	C - SUBJECT MATTER IDEATION WORKSHOP PREPARATION AND FAMILIARITY
• Action Focus	Ideation Focused	Design Focused	Decision Focused
• Investment Planning Phase	Executive Priority Input	Budget Ranges for Selection	Investment Decision Or Selection
• Audience	Managers	SMEs/Analysts	Decisional Governance
• Workshops Style	Enumerate & Prioritize	Requirements & Logical Modeling	Operations Concept Decisions
• Project Manager Level	Dedicated	Dedicated	Dedicated
• Domain Subject Matter Expert Level	Advisor	Dedicated	Dedicated
• Technical Expert Level	Advisor	Advisor	Dedicated
• Workshop Length	1/2 day	1 day	2 day
• Pre-Workshop Calendar Time(weeks post-award)	2	3	6
• Calendar Time (weeks post-award)	4	5	8
• # of Participants	3-5	6-8	9-16

Xentity is a leading Large Data Program Integrator specializing in geospatial, open, big data, IoT/remote sensing, and voice data. Over 20 years of experience, we have served a diverse client base of over 300 clients.

Workshop Preparation

PRE-WORKSHOP PACKAGE

	A - LOW	B - MEDIUM	C - HIGH
Pre-Populated Workshop Templates	x	x	x
Hold Line of Sight Interview	1	2	3
Review Strategic Input - Apply >>> Open GenAI Business Case Analysis	x	x	x
Build Organization Lexicon		x	x
Ideation meetings	1	2	3
trend analyze and capture inventory of epics, questions, data, systems		x	x
Workshop Sponsor Agenda Iterations	1	2	3
Prep draft alternative analysis			x

Workshop Activities

WORKSHOP PACKAGE

	A - LOW	B - MEDIUM	C - HIGH
Execute Workshop	x	x	x
Real-time Note Taking	x	x	x
Setup Offsite Workshop Logistics	x	x	x
Number of Workshop Activities:	4	6	8
Top 3 Objectives	x	x	x
Mission Priority Map	x	x	x
Epic/Use Case Points	x	x	x
Inventory Review	x	x	x
3 Month Action Plan	x	x	x
Data Bank Inventory Review		x	x
3 Process Models		Up to 3	Up to 5
3 Conceptual Data Models		Up to 3	Up to 5
Breakout Debriefs		1	3
Executive Sponsor Decision Session			x
Real-Time Survey Compilation			x
SME/Vendor Presentations			x

Workshop Deliverables (Post)

POST-WORKSHOP PACKAGE

	A - LOW	B - MEDIUM	C - HIGH
PDF Digitize Outputs	x	x	x
Single Deliverable	x	x	x
Executive Summary	x	x	x
Mid-Level Activity Plan	x	x	x
Modeling Documents in Architecture Templates		x	x
Cleaned-up Issue/Risk Registry		x	x
Add Creative Design to Digitization			x
Digitize Enumerations into online Agile or Cloud tools			x