

# Delivering High-Value Solutions with Microsoft Office SharePoint Server

Dominion Digital delivers high-value Microsoft SharePoint solutions to our clients by leveraging our expertise in Process Analysis and Optimization, Technology and Agile Development, and Usable Interface Design.

## Case Study:

### Web Content Management Solution with SharePoint

#### The Situation

This Fortune 500 food distribution firm found their existing Microsoft CMS-based website increasingly limited in its ability to continue to meet their business needs. With their changing business strategy, they wanted to re-design their website and improve the information structure and content to focus on their customers. Having been pleased with Dominion Digital's performance on previous engagements, the company approached Dominion Digital again for assistance with this high-value initiative utilizing Microsoft Office SharePoint Server (MOSS).

#### Our Approach

The Dominion Digital team approached this project in an iterative fashion, collaborating with their client counterparts to produce deliverables on a regular basis and encourage a constant knowledge transfer of the website implementation. To meet the business needs of having a website with a strong customer focus, the project team first defined the website audience, which guided the website information architecture and graphical design, site map and site structure in MOSS. The MOSS master pages, page layouts, and content types were then created to implement the re-focused design.

#### The Result

With the client's aggressive timeline and the late 2006 release of MOSS, the Dominion Digital team faced this challenge with all the expertise and skill one would expect from a seasoned Microsoft Gold Partner. Dominion Digital was able to deploy the first SharePoint 2007 production system in the mid-Atlantic after its release in late November 2006, resulting in a successful launch of a transformed website for an extremely satisfied client.

*"Dominion Digital's approach to systems development is unsurpassed by any other consulting firm I have experience with."*

#### Partial Client List

Alstom Power  
Bank of America  
Capital One  
Comerica  
Crutchfield  
General Electric  
Harvard University  
LexisNexis  
Martha Jefferson Hospital  
Northrop Grumman  
Performance Food Group  
PRA International  
Shaw Systems Associates  
SNL Financial  
SunTrust Mortgage  
University of Richmond  
University of Virginia  
University of Virginia Health System  
Ukrop's  
United States Navy

#### Solutions with SharePoint

Process Analysis & Improvement  
Requirements Engineering & Management  
System Architecture & Design  
Custom Application Development  
Interface Design & Usability

#### Dominion Digital, Inc.

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**Case Study:**

## Intranet / Extranet / Internet Solution with SharePoint

### The Situation

In planning for future growth, this Global 2000 international insurance company engaged Dominion Digital to complete an audit of the company's existing Microsoft CMS installation that was being used for its numerous Internet and Intranet sites. Based on the challenges and risks discovered in the current state, as well as the opportunities for improvement in the future state, the client contracted Dominion Digital to migrate its existing Internet sites from Microsoft CMS to MOSS, as well as fully re-design and enhance their Intranet site on the MOSS platform.

### Our Approach

To ensure the success of the project, Dominion Digital approached the migration of the Internet sites in an iterative manner, first completing a pilot migration, followed by 3-week iterations that each delivered 10-12 fully migrated websites. The Intranet re-design included an assessment of the current Intranet sites and input from business stakeholders on future needs, from which we produced a multi-year phased roadmap. This roadmap included a Phase 1 rollout on the MOSS platform that was completed within several weeks, as well as additional phases that leverage MOSS capabilities including Workflow, Forms Automation, Business Intelligence and integration with other enterprise systems.

### The Result

The migration to MOSS has been highly efficient, which has allowed this client to establish SharePoint as a consistent web platform across their enterprise for Internet, Extranet and Intranet applications. By using an approach that focused on delivering business value with each iteration, the team has been able to quickly adapt to changing business needs. By implementing the SharePoint technology platform and by addressing topics such as content ownership, system governance, and performance metrics, this client is positioned to fully leverage their SharePoint platform to create business value.

**Case Study:**

## Process Assessment and Workflow Solution with SharePoint

### The Situation

The Media Group of a large international non-profit organization encountered a significant challenge. Teams located on multiple continents needed to collaborate with one another to produce a single, integrated product. They engaged Dominion Digital to assess and optimize the group's operational processes and create the blueprint for how the organization's 100+ users would leverage the Enterprise Content Management and Workflow capabilities of their SharePoint platform to increase their performance.

### Our Approach

Serving as a pilot project for the roll-out of the SharePoint platform for this 5,000-person organization, the Media Group and Dominion Digital collaborated on defining the business processes and the overall SharePoint solution architecture. Utilizing our technology and process expertise, Dominion Digital defined a solution that included data entry in InfoPath forms, reporting in Excel Services and dozens of different views of the data that catered to the many stakeholders of the Media Group's on-going projects.

### The Result

"Think big. Start small. Scale quickly." By starting with a pilot project, this organization was able to quickly gain experience with their SharePoint platform and rapidly bring new capabilities to their teams. To help bring clarity to this group's operational processes, we condensed a large stack of process documentation into an easy-to-understand process map, which then greatly simplified the SharePoint technology implementation. The solution greatly improved this group's effectiveness through in-flight monitoring, file sharing, on-line approvals, dashboards and a single system of record for their media product portfolio.

*"First let me compliment you on your near-perfect translation of thought into form. You exceeded what I was hoping for. What more can I say..."*

**Co-Founder**  
**Financial Services Firm**

*"Overall a very wonderful experience for everyone all around. I've worked with different consultants, but this time it felt like the people were part of my team and not an outside company. Definitely a people consulting company."*

**Technical Director**  
**Leading Gaming Software Firm**

### About Dominion Digital

Founded in 1997, Dominion Digital is an award-winning process and technology consulting firm that has helped more than 100 clients rapidly drive business value by bringing focus, direction and momentum to their high priority initiatives. Serving as trusted advisors and system integrators, the firm partners with progressive business leaders to deliver right-sized solutions to their most challenging business opportunities.

Delivering successfully on even the most demanding efforts, Dominion Digital's team of high-caliber, seasoned professionals share a passion for business results and client satisfaction. Dominion Digital has been awarded the Virginia Chamber of Commerce's Fantastic 50 Award, as well as the Ernst & Young Virginia Entrepreneur of the Year Award.

**Microsoft®**  
**GOLD CERTIFIED**  
*Partner*

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