

Consulting & Advisory

Discover **Comans Services**



AGENDA

Our Core Values

Why Comans Stands Apart

IT Solutions, Tailored to Your Needs

Value-Driven Pricing for Scalable Success

Onboarding for Growth and Efficiency

Beyond Onboarding: Continuous Support & Partnerships

Our Success Stories: Real impact for Real Clients

Consultancy & Advisory

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Our Values

Our core values are the essence of Comans Services' identity and the foundation for our shared success with clients.

Design as Our Foundation

Placing thoughtful design at the heart of our solutions to ensure they are not only effective but also adaptable and enduring for our clients' success.

✓ Integrity

Upholding honesty and fairness in every action we take.

✓ Innovation

Pushing the boundaries of technology to deliver cutting-edge solutions.

✓ Customer-Centricity

Ensuring that every decision is made with our clients' best interests at heart.

✓ Excellence

Striving for the highest standards in every service we offer.

✓ Collaboration

Believing in the power of teamwork to achieve collective goals.

Why Comans Stands Apart

Comans Services

Innovative, Tailored, and Proactive
The Comans Difference

VS

Competitors

Standardised Offerings, Uniform
Solutions, Structured Pricing

Tailored
Solutions

Expert
Architecture

Scalable
Pricing

Proactive
Support

Business
Consulting

Uniform
Services

Reference
Architecture

Opaque
Pricing

Reactive
Support

Canned
Advice



Managed Solutions, Tailored to Your needs

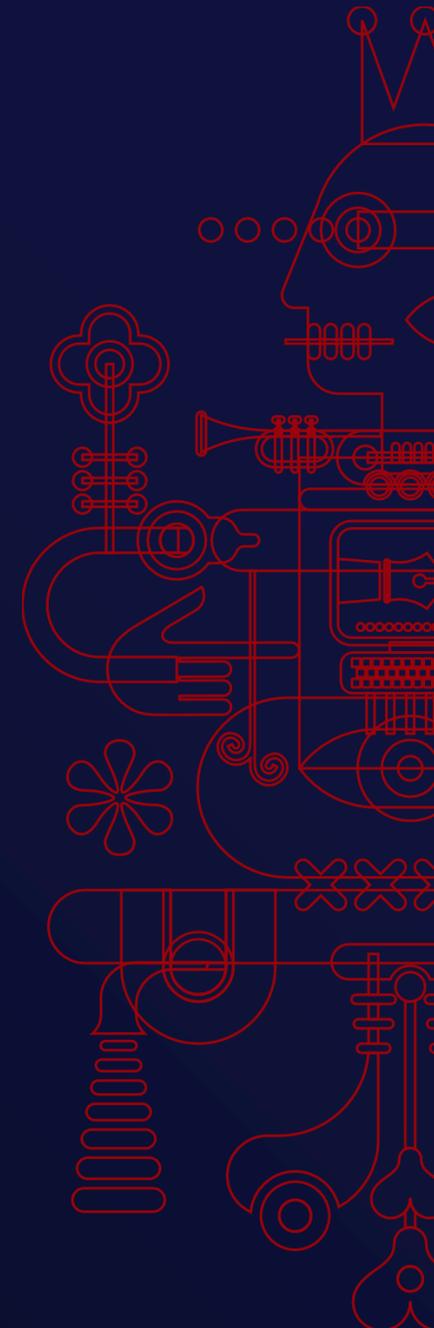
Our roots in architecture and consulting have honed our ability to see the big picture, ensuring every IT service is both meticulously designed and seamlessly integrated.

We believe in IT services that fit like a glove designed for your unique business challenges and opportunities.

"Details matter, it's worth waiting to get it right."
- Steve Jobs

"Quality in a service or product is not what you put into it. It is what the client or customer gets out of it."
- Peter Drucker

"Design is not just what it looks like and feels like. Design is how it works."
- Steve Jobs





Value-Driven Pricing for Scalable Success



Investing in Your Growth, our Value-Driven pricing model with customisable pricing tiers designed to grow with your business, providing what you need, when you need it.

No hidden fees. Clear, upfront pricing so you can plan your IT budget with confidence.

Pay for value, not volume. Our services are priced to give you more for less, ensuring maximum ROI.

“Comans were flexible on how I wanted to structure the pricing model, which allowed me to budget and use the services that gave me maximum value”
- Ian Horton, Neami national

Scalable Pricing Model

Our pricing is structured into three distinct tiers, each designed to meet your specific service needs effectively. This tiered approach ensures that our comprehensive IT solutions are accessible across various domains and service requirements.

T&M

Quick Start

Immediate Support with Flexible Terms

- ✓ Rapid response to your IT needs
- ✓ Cost-effective entry point
- ✓ Test our services with minimal commitment
- ✓ Full access to our resources and expertise

Pre-Purchased

Budgeted Hours

Controlled Costs with Predictable Budgeting

- ✓ Ideal for Managing IT expenses proactively
- ✓ Suited for variable work, and seasonal demands
- ✓ Guaranteed resource allocation for your projects
- ✓ Known costs up front for budget clarity

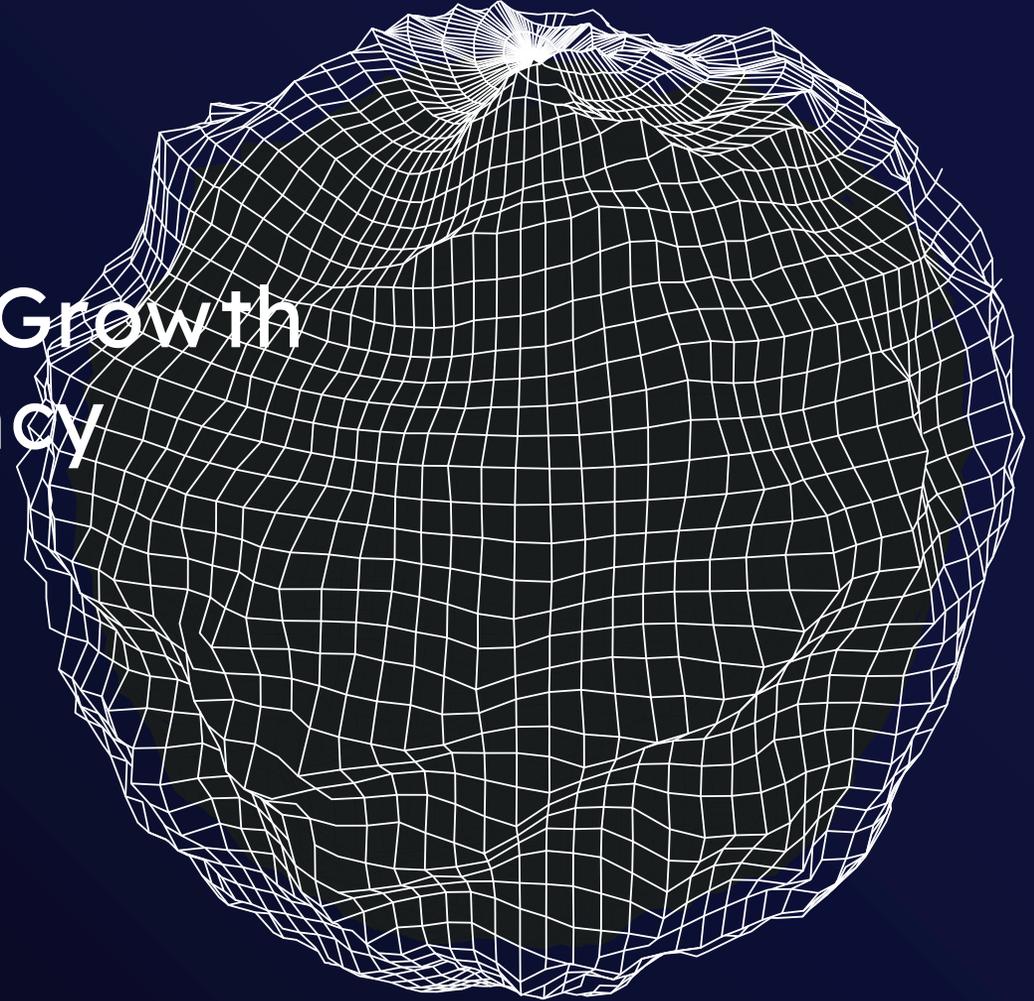
Contract

Guaranteed Assurance

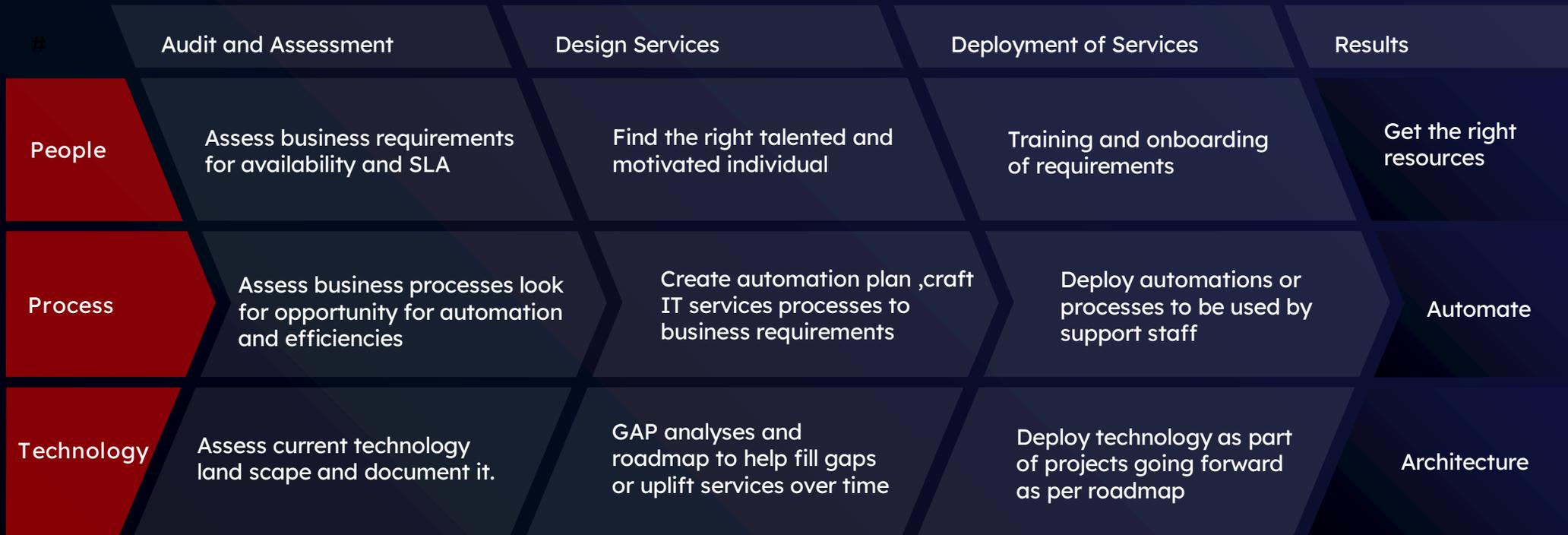
Comprehensive Tailored Services with Guarantees

- ✓ For businesses requiring robust SLAs
- ✓ Ensure continuity with trained, dedicated staff
- ✓ Benefit from consistency and reliability of service
- ✓ Option for dedicated on-site support personnel

Onboarding for Growth and Efficiency



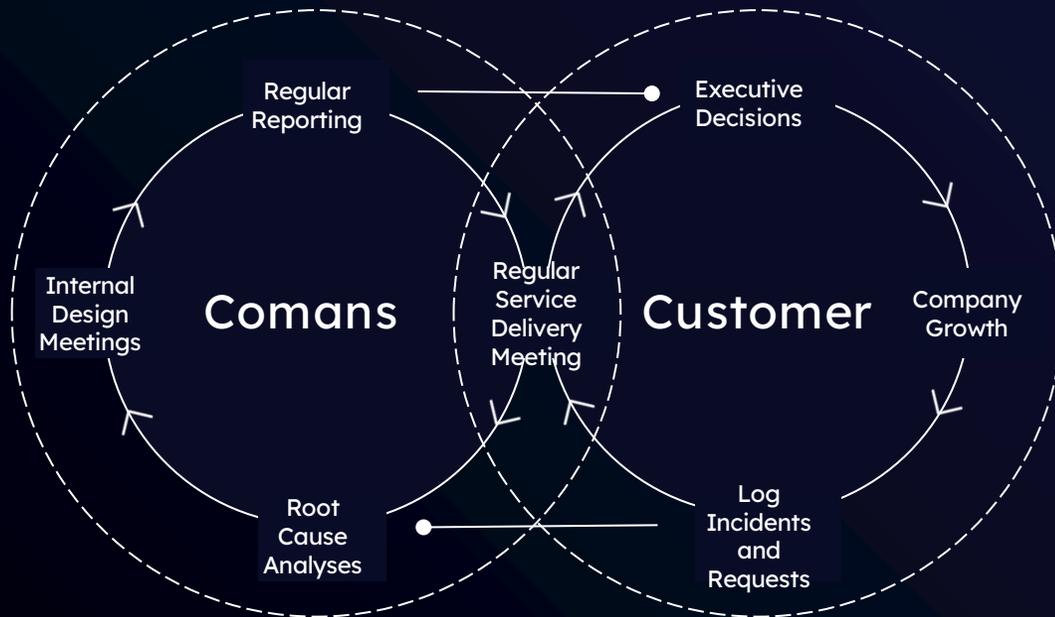
Our onboarding is custom-designed to integrate seamlessly with your business model, ensuring a perfect fit from day one.





Beyond Onboarding: Continuous Support & Partnerships

Our ongoing support model is designed not just to maintain but to enhance your IT infrastructure continually. It's about forming a lasting partnership where we grow together, aligning our support with your business's trajectory for long-term success.



✓ **Adaptation**

As your business grows and evolves, our support adapts to meet your changing needs, ensuring seamless IT operations.

✓ **Relationship Manager**

Benefit from a dedicated account manager who understands your business and is committed to your success.

✓ **Proactive**

We don't just wait for issues to arise. Our proactive approach identifies and resolves potential challenges before they impact your business.

Our Success Stories: Real Impact for Real Clients

Case Study:

Elevating Pharma Networking Standards

→ Expert IT Solutions for Pharmaceutical Excellence

Faced with the critical task of finding knowledgeable networking and architecture staff specialised in the pharmaceuticals sector, our client required experts trained in GAMP 5 and TGA/FDA standards for a series of pivotal projects within their pharma campus.



Lead Engineer: **Casey Gilbert**

Meeting Specialised Needs with Precision and Expertise

Comans Services deployed our seasoned pharmaceutical architects and network engineers to provide Tailored Network Services. Our team was instrumental in the design and implementation phases of essential CSL projects, focusing on new building constructions and R&D facility upgrades.

Our involvement ensured that projects progressed on schedule, with technical challenges being promptly resolved. The expertise of our engineers guaranteed that all designs and documentation adhered to the highest industry standards, contributing to the client's operational excellence.



Network Engineer

Employed top-tier network engineer to ensure robust and efficient IT infrastructure tailored for the pharmaceutical industry's unique demands.



Network Architect

Provided expert network architecture to design cutting-edge network solutions that enhance R&D capabilities and production efficiency within pharma facilities.



Regulation & Validation

Provided comprehensive GAMP 5 and TGA/FDA standards compliance validation, ensuring all projects met rigorous regulatory requirements for manufacturing and security.



Documentation

Delivered detailed and precise documentation, essential for maintaining clarity, supporting ongoing maintenance, and facilitating future scalability and audits.

Case Study:

Long-Term IT Architecture Excellence for Saputo

→ A Comprehensive Approach to Manufacturing

Saputo faced a scarcity of skilled architects proficient in food manufacturing practices and automation within their manufacturing plants, coupled with the need for extensive IT support for ongoing and multi-year upgrade projects.



Lead Architect: Jamie Hosemans

Crafted sophisticated architecture solutions

Comans Services stepped in with our Tailored Architecture service, providing a dedicated full-time architect for strategic road mapping, design, and solution architecture specialized in dairy manufacturing processes. Ad hoc business analysis services were also deployed for critical projects like disaster recovery.

Our partnership, now in its fifth year, has empowered Saputo with elite architectural leadership that has been integral in enterprise and solution architecture, contributing to IT systems and services for manufacturing plant mergers, acquisitions, and upgrades.



→ Enterprise Architect

Our dedicated enterprise architects provided Saputo with visionary planning and strategic frameworks, ensuring IT alignment with long-term business objectives in the food manufacturing sector.



→ Solution Architect

Crafted sophisticated architecture solutions to support Saputo's cheese and milk production processes, enhancing efficiency and scalability across operations.



→ Business Architecture

Delivered critical business analysis services to drive strategic projects like disaster recovery planning, reinforcing Saputo's resilience and operational continuity.



→ Documentation

Created comprehensive design documentation to facilitate clear communication, seamless project execution, and support meticulous upgrade implementations for data centers and manufacturing sites.

Case Study:

Office Transition and Ongoing IT Support

→ **Seamless Move, Enhanced Operations**

Blue Power Partners entrusted us with a critical office move, demanding comprehensive networking solutions, office setup, and aggressive timeline management.



Project Manager: Matthew Florczak
Support Engineer: Murray Morgan

Complex IT projects with precision

Our team executed a full-scale office move, integrating cutting-edge Meraki WiFi solutions, configuring workspaces, and establishing modern meeting rooms. We are providing ongoing desktop support for staff, served as the hardware vendor for essential IT equipment, and offered network support for vital configuration tasks.

The project was completed on schedule, ensuring a smooth transition with zero downtime. Our engagement extended to internet link installation, IT systems design, and strategic consultation, significantly enhancing Blue Power Partners' operational efficiency and decision-making processes.



→ Office Relocation

Delivered a turnkey office move solution with state-of-the-art networking and setup, meeting strict deadlines.



→ Desktop Support

Ensuring new starters and existing staff experienced zero disruption with responsive desktop support.



→ Hardware Support

Supplying and managing laptops and phones, equipping the team with reliable tools for success.



→ Strategic Consultation

Offering expert IT consultation, guiding Blue Power Partners through pivotal decisions for future readiness.

Case Study:

Automated Identity Management

→ Automated Identity Management System

Neami National faced a unique challenge with a high turnover of staff within their mental health service provision. Comans Services addressed this by developing an innovative Identity and Access Management (IDAM) system, fully automated to handle the dynamic nature of staff changes.



Automation Engineer: Murray Morgan
Automation Architect: Jason Comeau

The automation extends beyond mere user management

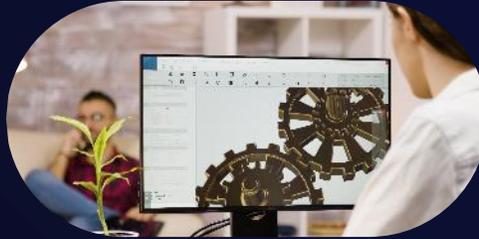
Comans Services addressed this by developing an innovative Identity and Access Management (IDAM) system, fully automated to handle the dynamic nature of staff changes. Our solution, powered by sophisticated automation using Power Automate and dataflows, processes approximately 300 daily transactions.

This system meticulously manages new user additions, group assignments, guest users, and timely updates in Active Directory without manual intervention, allowing Neami National to focus on their crucial work without the administrative burden.



→ IDAM Automation

Developed an advanced, fully automated identity management system, meticulously designed to streamline user provisioning and deprovisioning processes in real-time.



→ Power Automate

Implemented a sophisticated solution utilising Power Automate, dataflows, and hybrid workers that integrates seamlessly with Active Directory.



→ High Volume Processing

Our system is calibrated for efficiency, processing over 300 daily transactions, each one reflecting the dynamic changes in user roles and access within Neami National.



→ Enhanced Security

By automating user access management, we've fortified the security infrastructure, ensuring only authorized personnel have access to sensitive areas, thereby significantly reducing the risk of security breaches and enhancing overall IT governance.

Case Study:

Upgraded and expanded the existing network

→ embraced the challenge of modernizing their network

Upgraded and expanded the existing network infrastructure to support the technological needs of a new building, ensuring seamless integration with the existing campus network. The new building on campus now benefits from an upgraded network that not only meets today's standards but is also scalable for tomorrow's innovations.



Network Engineer: Casey Gilbert
Lead Support: Matthew Florczak

Enhancing Connectivity and Security

For Nazareth College, we have embraced the challenge of modernising their network to accommodate the demands of a technologically advancing educational environment.. Our meticulous approach to documenting the network infrastructure serves as a blueprint for efficient operation and future growth. By installing top-tier networking hardware, we have set the stage for a robust, reliable connection that is paramount in an educational setting.

Our ongoing support and preparedness to provide immediate onsite assistance exemplify our commitment to ensuring uninterrupted learning and administrative activities.



→ Documentation

Produced detailed documentation of the entire network, capturing the intricate details of the architecture and providing a valuable reference for future expansions and troubleshooting.



→ Network Support

Established a robust support framework for continuous network monitoring and maintenance, delivering quick resolutions and proactive optimisations.



→ Security Runbooks

Created comprehensive security runbooks, providing clear guidelines for responding to security incidents, ensuring preparedness, and safeguarding the college's digital environment.



→ Network Expansion

Upgraded and expanded the existing network infrastructure to support the technological needs of a new building, ensuring seamless integration with the existing campus network.

Case Study:

Empowering Web Solutions with Data Architecture

→ Innovative Design & Architecture

At JTB Studios, our tailored data architecture services have been instrumental in enhancing their web design and development capabilities. Our role extends beyond mere consultancy; we actively participate in the creation of robust designs and data structures that are the backbone of intuitive and dynamic web applications.



Data Architect: Jason Comeau

Tailored Data Architecture

At JTB Studios, our tailored data architecture services have been instrumental in enhancing their web design and development capabilities. Our role extends beyond mere consultancy; we actively participate in the creation of robust designs and data structures that are the backbone of intuitive and dynamic web applications. By engaging in thought leadership through workshops, we help solidify JTB's reputation as an innovator in the digital space. Our data models are meticulously crafted, ensuring that the end products not only deliver on performance but are also future-proof and adaptable to evolving business needs.

As strategic partners, we inject Comans' deep-seated technical knowledge and corporate insight into the mix, empowering JTB Studios to make informed decisions that resonate with their clientele's aspirations. Together, we are setting new benchmarks in the realm of web development and design, one project at a time.



→ Expert-Led Workshops

Represented JTB Studios in workshops, offering expert insights on data design and architecture, reinforcing their position as a leader in web development.



→ Data Modeling

Crafted comprehensive data models that underpin the functionality and efficiency of complex web applications, ensuring scalability and performance.



→ Collaboration

Provided ongoing consultation for web development, contributing to strategic decision-making with a focus on innovation and user experience.



→ Strategic Consulting

Leveraged Comans' technical acumen and corporate experience to enhance JTB Studios' service offerings, driving growth and customer satisfaction.

Case Study:

IT Managed Services

→ **Great Network, Seamless Operations**

"Star of the South," renowned as Australia's leading offshore wind initiative, has chosen our team to deliver top-tier WIFI and comprehensive IT management services.



Project Manager: Matthew Florczak
Support Engineer: Sana Sherwani

Managed Services

Our team executed a cutting-edge Meraki WiFi solution, configuring workspaces, and establishing modern meeting rooms. We are providing ongoing desktop support for staff, served as the hardware vendor for essential IT equipment, and offered network support for vital configuration tasks.

The project was completed on schedule, ensuring a smooth transition with zero downtime. Our engagement extended to internet link installation, IT systems design, and strategic consultation, significantly enhancing Blue Power Partners' operational efficiency and decision-making processes.



→ Meraki Rollout

Delivered a new floor in Collins Street, with state-of-the-art networking and setup, including VC rooms and meeting areas.



→ Desktop Support

Ensuring all laptops are supported and working, including life cycle management.



→ Hardware Support

Supplying and managing laptops and phones, equipping the team with reliable tools for success.



→ Strategic Consultation

Offering expert IT consultation, guiding SOTS through pivotal decisions for future readiness.

Our Recent Customers

TRANSPORT



Energy



EDUCATION



RETAIL



MANUFACTURING



NOT-FOR-PROFIT



OTHER

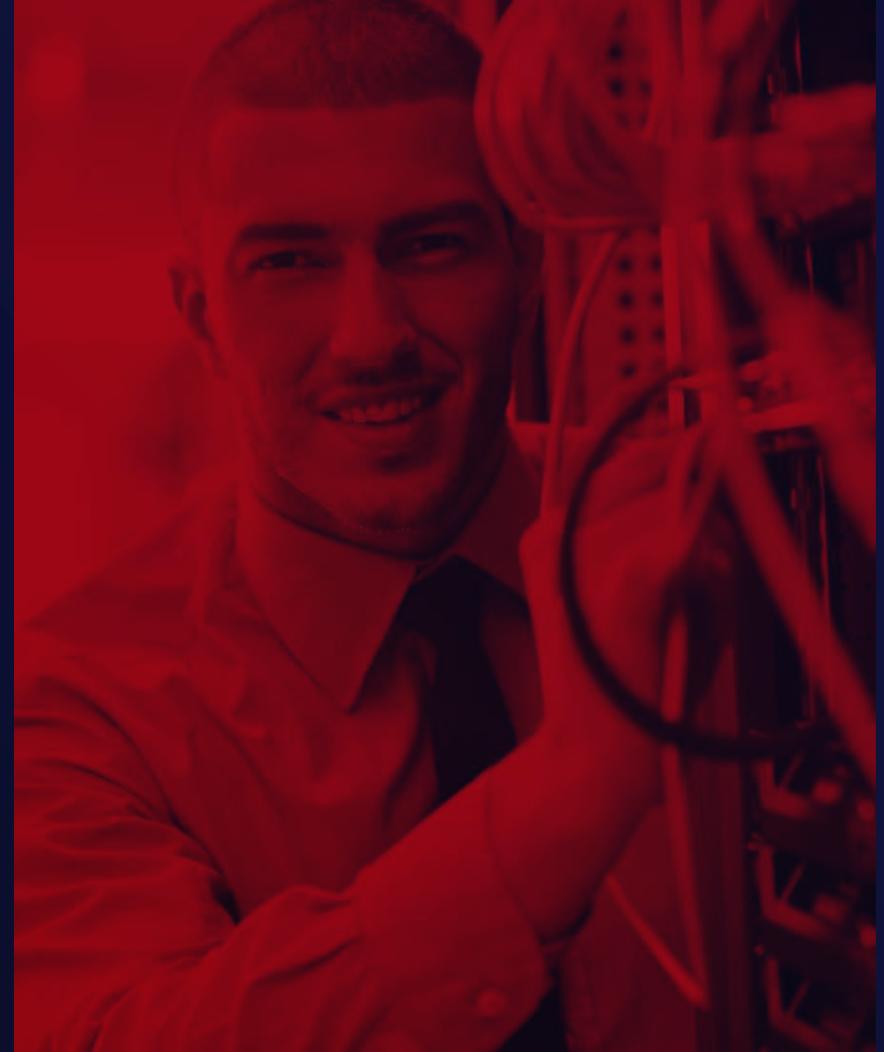


Consulting Services: Tailored Strategy Consulting

Consultation On Your IT Operating Model

Enhance your IT department's operational model with Comans' tailored consulting services. Specialising in devising IT strategies, we focus on comprehensive analytics, efficient governance, and the creation of broad IT policies. Our collaborative approach means working intimately with your team to understand and improve your IT support structures, resulting in an optimized operational model.

Our consultants will deeply engage with your IT environment, performing in-depth assessments and formulating a resilient strategy throughout your organization. By leveraging analytics for critical insights, establishing robust governance, and protecting your IT infrastructure, we lay out a comprehensive plan for a more responsive and dynamic IT operation.



01

AI Enhancements

Leverage our expertise to augment your operational model with AI integrations, offering tailored solutions aligned with your industry's demands and your business's workflows.

02

Team Leadership

Our in-depth leadership consulting assesses organisational areas for improvement, allowing us to proactively enhance your operating models to meet real-world business demands.

03

Service Delivery Management

Creating and enacting effective service delivery protocols is key to ensuring a reliable and regulation-adherent customer experience, and we offer extensive support at every step of this vital progression.

Consultative Data Services

Elevate your organisation's data management capabilities with Comans' customised data consulting services. We excel in creating data strategies that encompass thorough data analytics, effective data governance practices, and the formulation of expansive data policies. Our method involves partnering closely with you to grasp the intricacies of your organization's data ecosystem, shaping a data management plan that is a perfect fit.

Our data consultants immerse themselves in your unique operational environment, carrying out detailed data assessments and establishing a robust strategy across the board. From data analytics that uncover actionable insights to the institution of stringent data governance frameworks and securing your data assets, we provide a detailed blueprint for a data-empowered, agile future.



01

Data Model Creation

Utilise our specialized knowledge to enhance your data architecture, with customized guidance designed to suit your particular industry and business processes.

02

Data Management

Our comprehensive data analysis identifies potential weaknesses, enabling us to proactively strengthen your data management systems against real-world challenges.

03

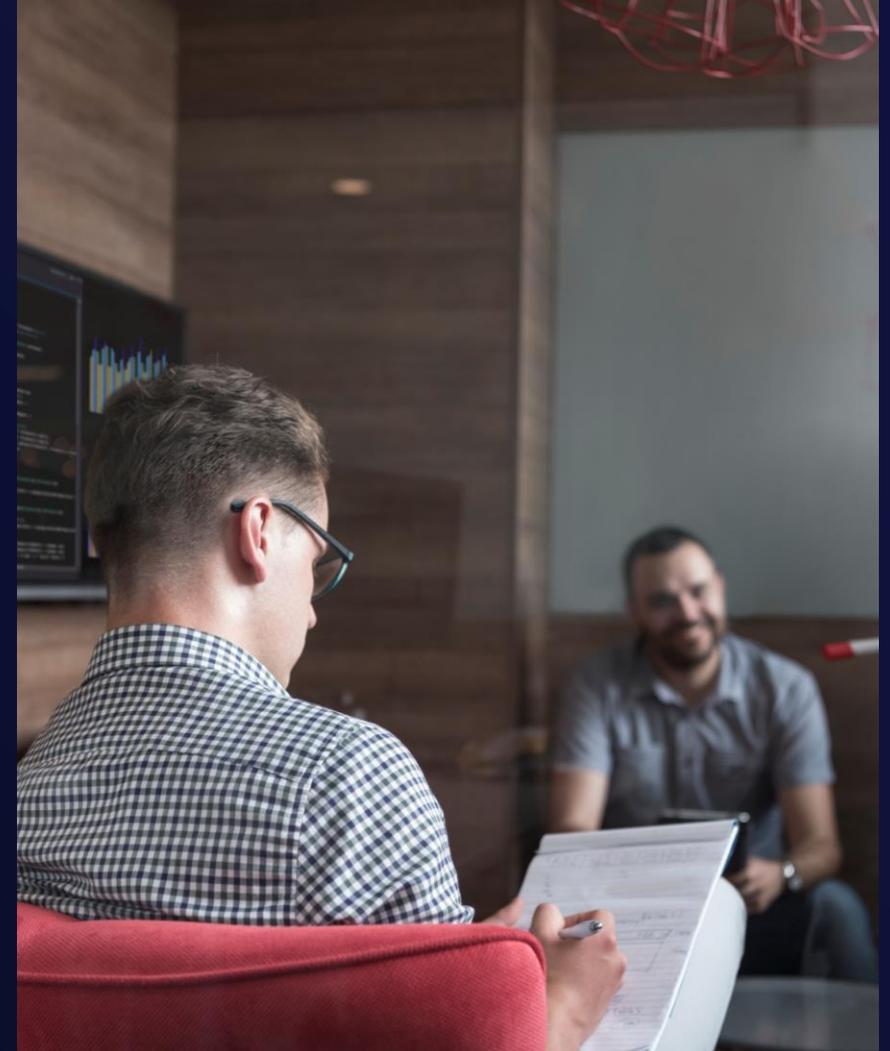
AI Data Strategy

Formulating and implementing robust data governance strategies is crucial for upholding a secure and regulatory-compliant AI data framework, and we provide comprehensive guidance throughout this essential journey.

Consultative Networking and Infrastructure Services

Enhance your organisation's network and infrastructure with Comans' tailored consulting services. We specialise in crafting network strategies that include high level and detailed designs, robust governance practices, and the development of extensive infrastructure policies. Our collaborative approach means working closely with you to understand the complexities of your organisation's network requirements, devising an infrastructure plan that aligns perfectly with your needs.

Our network architects dive deep into your unique operational environment, conducting in-depth assessments and formulating a solid strategy throughout your systems. From analytics that reveal critical insights to the creation of stringent governance structures and the protection of your network assets, we deliver a precise blueprint for a resilient and adaptable network infrastructure.



01

Solution Design

Employ our expert insights to refine your network infrastructure, with solution design services tailored to meet the specific demands of your industry and operational workflows.

02

Project Delivery

By managing the project from conception to completion, we mitigate risks, ensuring a robust and reliable network that stands strong against real-world demands.

03

Architectural Roadmaps

Developing and executing solid architectural roadmaps is vital for maintaining a structured and regulation-adherent IT environment. We offer extensive expertise throughout this process to create a clear path.

Consultative Security Services

Boost your organisation's defense mechanisms with Comans' tailored security consultation services. We specialize in custom cybersecurity strategies, including in-depth penetration testing, robust security hardening practices, and the development of comprehensive security policies. Our approach is to work closely with you to understand the nuances of your organisation's threat landscape, crafting a security posture that fits like a glove.

Our security experts delve into your specific operational landscape, conducting thorough risk assessments and developing a fortified strategy across all fronts. From penetration testing that simulates sophisticated cyber-attacks to developing stringent security policies and hardening your digital environment, we offer a comprehensive roadmap to a secure, resilient future.



01

Security Consulting

Leverage our expert insights to strengthen your cybersecurity framework, with bespoke advice tailored to your specific industry and operational needs.

02

'Pen' Testing

Our rigorous penetration testing uncovers potential vulnerabilities, allowing us to proactively fortify your systems against real-world attacks.

03

Policies

Developing and instituting solid security policies is key to maintaining a secure and compliant IT environment, and we guide you through every step of this critical process.

Strategic Process Automation for Tomorrow's Success

Comans Strategic Services transcends traditional IT support, offering visionary leadership and deep expertise to navigate the complexities of modern technology landscapes. We deliver top-tier strategic consulting, providing CIO-level guidance, optimising your business processes, and augmenting your internal capabilities to ensure you stay ahead of the curve.

Embrace the future of operational efficiency with Comans Services' Business Process Automation. Leveraging the sophisticated capabilities of Power Automate and other tools, we transform your repetitive, time-consuming tasks into streamlined, automated processes. Our service not only accelerates your daily operations but also unlocks new levels of productivity and innovation, allowing your team to focus on strategic initiatives that drive business growth.



01

CIO-as-a-Service

Gain the insights and leadership of a seasoned CIO to drive your IT strategy without the commitment of a full-time executive.

02

Business Process Automation

Streamline efficiency and innovation with our Business Process Automation services, harnessing the power of Integrations or Tools to transform routine tasks into automated workflows.

03

Staff Augmentation

We bridge any gaps in your IT capabilities with our expert augmentation services, ensuring seamless project continuity and excellence in delivery.

Partnering With Comans Services

At Comans Services, partnership means progress. We engage with your team to understand and anticipate your needs, aligning our expertise with your business objectives to drive growth and innovation.

01

Tailored IT Solutions

Custom-fit technology services that adapt to your evolving business landscape.

02

Expert Consultation

Access to industry-leading expertise for strategic decision-making.

Strategic Partnerships for Transformative Success

- **Growth Oriented Strategies**
Forward-thinking approaches that support and scale with your company's growth.
- **Proactive Design**
Anticipative design that keep your operations running smoothly.
- **Integrity and Best Value**
We are customer centric and always make sure our customers get the best value.

Getting Started Comans Services

01

Request a Custom Proposal

Initiate your journey with Comans Services by requesting a custom proposal that aligns with your unique business needs. Our dedicated team is ready to craft a specialised solution that encapsulates your specific requirements, ensuring a bespoke service experience tailored just for you.

02

Select Your Pricing Structure

Define the financial framework of your collaboration with us by selecting from our flexible pricing models. Whether it's Time & Materials (T&M), Budgeted Hours, or a Fixed-Contract, we're prepared to accommodate your preferences and kickstart the process without delay. Let's activate your tailored IT solution today.

Contact Us

Get In Touch With Us!

Office Hours

Monday - Saturday
08.00 - 17.00

More Information

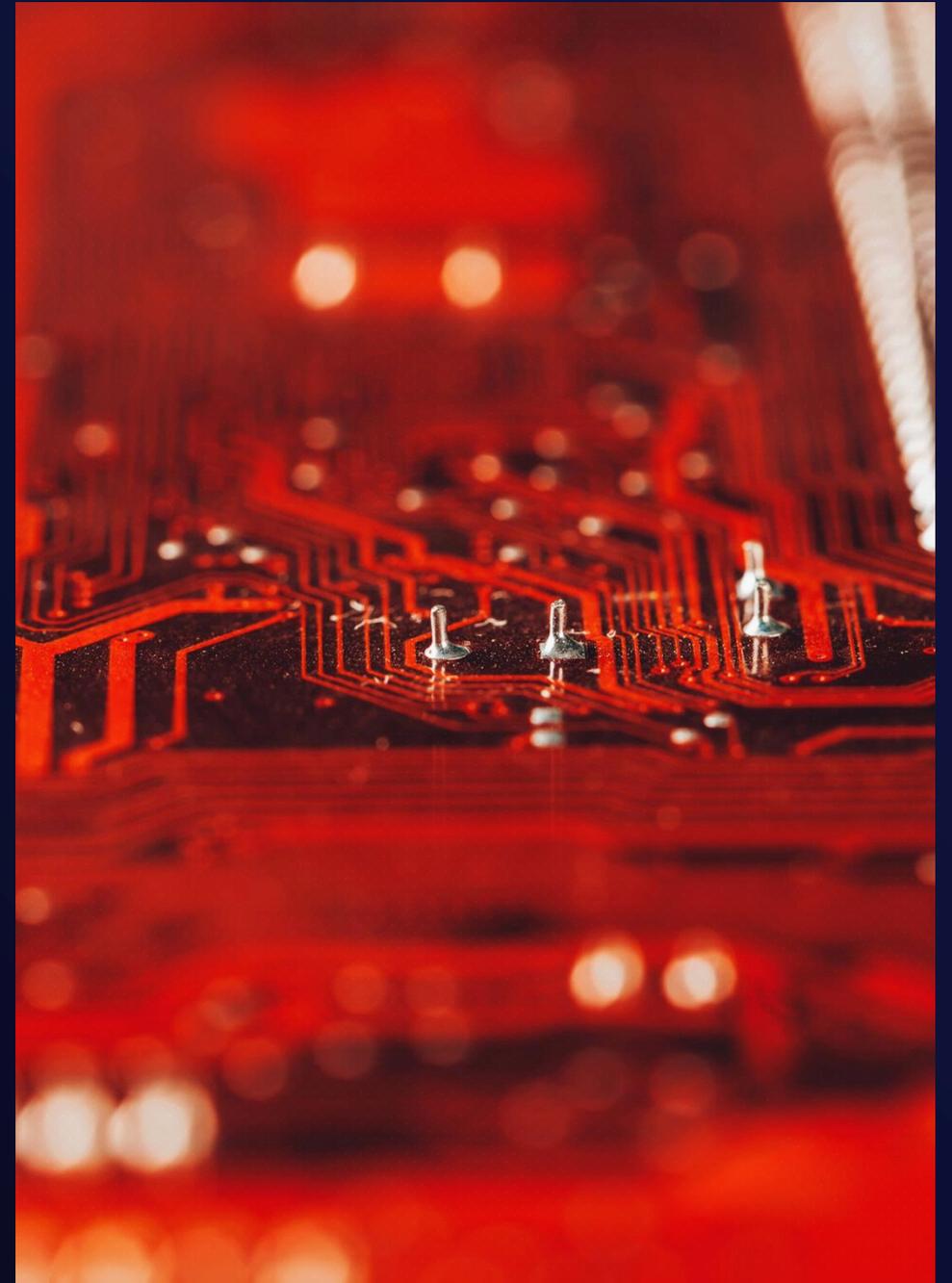
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Get In Touch

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Southbank VIC 3006



Thank You

I'd like to thank you for your time and attention.

We're excited about the prospect of partnering with you and are dedicated to fostering a successful and enduring relationship. Thank you for considering us as your trusted IT ally. Should you have any questions or wish to discuss further, we are at your service.

