

# Capability Statement

## Core competencies

- Leadership in the art and practice of **decision analysis and design**
- Experts in **best practice decision design** for many domains – insurance, funds management, health revenue and cost management, clinical pathways, logistics, central and local government
- Architecture and design of **decision centric systems and solutions** for any domain
- Agile methodology experts for extremely rapid fabrication and delivery of light-weight, purpose specific solutions
- Strong technical and development skills across both **Open Source** (Java) and **Microsoft** development platforms
- Broad knowledge of **business process management** tools, design, and usage
- **Web2.0** and **mobile application** design and delivery

## Industry experience

### Successful 'OEM' product development

- IDIOM is the author of **industrial strength** software tools that are used by thousands of customers around the globe
- **IDIOM's** products have generated critical decision making components for large-scale, **mission critical** applications across many domains
- Customers include **government agencies** and **multi-nationals**

### Decision design and development to customer order

- **Multiple insurers** – underwriting, rating, and claims
- **Hospital funding/billing** – 66 hospitals, state government
- **Clinical pathways** – New Zealand government and international customers
- **Funds management and superannuation** – multiple Australian fund managers
- **Loyalty program** – award winning airline
- **Costing analysis** – regional rail operator
- **Real-time data validation** – European stock exchange data distributor

### Consulting re 'decision centric' solution architecture and design

- Local government compliance and revenue applications
- 'Know your client' validation rules for international counterparty data agency

### Turnkey system construction – IDIOM designed, developed, and delivered

- Funds management applications
- Tourism services, internet 'direct to consumer' applications
- Local government building consent management
- Rail costing systems

## Differentiators

- Author and exclusive owner of the Idiom products: **IDIOM** Decision Manager, **IDIOM** Forms, **IDIOM** IQ Workbench, **IDIOM** Database Mapper
- The first (2001) to differentiate '**decision**' as a distinct class within the universe of business rules, and to develop new analysis and development approaches based on this
- **IDIOM** has harvested the benefits of dozens of early adopter customer projects to develop, test, and refine decision centric development across many domains
- A global leader in development of the decisioning concept, with articles published in the *Business Rules Journal* (2007), *The Data Administration Newsletter* (2009), and *Modern Analyst* (2010), plus a strong global following of our Twitter identity, '*Intelligent Form*'
- Pioneered the fusion of decision centric development with agile methodologies to derive outstanding business agility with even lower cost, risk, and time to develop

Business  
rules  
for  
business  
people