



## Consulting and Incubation Services

**ACCELERANDO CONSULTING**

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### ABOUT US

At Accelerando we live and breathe the Internet of Things. We can help you get your job done faster and with less stress by employing the latest IoT technology combined with DevOps and Cloud Services to provide you with the information you need when you need it.

Our consultants can work on-site or remote or you can join us for intensive problem solving at our Innovation Lab in Sumner Park for an hour or a month. We offer full service from Problem to Product, and from Chips to Cloud.

If you or your organisation want to learn more about the potential to transform your business, we conduct training and practical workshops at your place or ours.

See our case studies at <https://accelerando.com.au/AccelerandoCaseStudies.zip>

## THE PROBLEM TO PRODUCT PROCESS

**Accelerando Consulting** works with you, the client, to not only meet your technology needs, but to first understand your business strategy in sufficient detail to deliver the appropriate technology strategy to accelerate your business to excellence.

We begin with an **Opportunity Audit** workshop, which is a structured process to explore your current situation and near-term plans in detail. The Opportunity Audit first considers the **Problem**, that is, what are your goals and opportunities, and what are the risks and obstacles that you face.

We next look at the **Players**, i.e. who else has similar problems or solutions. What did they try? What worked, what failed? Is there something already out there that may work for you? Sometimes we determine that the perfect solution already exists, other times we learn we must invent something new. Your **Priorities** are also important, since we espouse Rapid Prototyping and Lean Manufacturing of both software and hardware. Wherever possible we prefer to identify the most critical questions to answer and the most vital business value to be achieved, then create a plan to deliver these early and with

**Measurable Return on Investment**, beginning from the **Minimum Viable Product**. We believe early and ongoing customer feedback is crucial to maximising ROI, and that the experience of using early iterations of a product should rightly shape the course of later iterations.

The outcome of your opportunity audit (and the research and testing we do afterward) is a written **Proposal** for the solution. Whether the proposal involves off-the-shelf technology or a bespoke creation, we'll give you a recommendation for a PoC, a "**Proof of Concept**".

When building a Proof of Concept we use rapid development techniques and off-the-shelf components where possible to optimise for agility and efficiency over premature "gold plating". We want to place a functioning item in your hands sooner rather than later, in order that we both gain important validation on how well our proposed solution works for you.

We refine the offering in stages through a series of **Prototypes**, that build toward a complete solution meeting all your needs of functionality, reliability, longevity and aesthetics.

In creating your **Product**, we can arrange and manage manufacture (and/or software delivery) locally or offshore, or provide you with a design handover pack that you can take to your own development partners. All of this applies for software too, our cloud services experts select the most appropriate services to ensure a reliable and cost-effective deployment of your product.

## CONSULTING SERVICES

Accelerando offers a full range of services, including training and mentoring, coaching, advice, research, design and development.

Accelerando's staff and associates cover the whole spectrum of IT skills, from Chips to Cloud, and Accelerando commits to aiding clients to realise their business needs efficiently and economically, by engaging the appropriate people and using Lean Principles to maximise your Return on Investment. Our offerings are structured to provide rapid validation and fast turnaround, through leveraging our time spent evaluating and exploring the extensive collection of tools and components available to you thanks to emerging technologies. We believe our extensive knowledge of the Internet of Things space will deliver a premium solution that saves you time and money in the long run. We want to help you succeed, and hope you will want to tell your contacts how pleased you were with our services.

Service	Examples
Initial no-charge consultation (up to 1 hour)	Learn about your needs and suggest possible avenues for solution
Opportunity Audit (incl 1/2 day workshop/audit)	We meet to examine your problem through the lens of the Business Model Canvas and other tools, exploring your advantages, risks and competitors. After this event, we research and evaluate options and provide a detailed written proposal of our recommended path to solution.
Proof of concept package (incl. 4-8 hr design workshop)	We begin with a design workshop to refine your concept, then we perform intensive design and construction of a working proof-of-concept (typical turnaround 5 days).
Reality Check (1-2 hours)	Evaluate your technology position and advise whether you should stay on target or change direction (on-site or at our lab).
Agile and DevOps process improvement (principal consultant)	Our experienced leaders have led their own teams through transformations and can coach your teams to improve themselves through better practices and processes.

## ACCELERANDO CONSULTING

Service	Examples
Group Training (principal consultant)	Interactive lecture/workshop/discussion sessions aimed at providing your staff the knowledge and skills they need to excel.
Architecture and design (senior consultant)	Selecting products, tools and resources to achieve your goals effectively. Researching novel solutions and preparing a proof-of-concept demonstration.
Project management/team lead (senior consultant)	Facilitating your onshore and/or offshore teams to achieve project goals. Learning best practice agile methods by doing.
One-on-One DevOps Mentoring	Help your own team to learn to solve their challenges more effectively. At our lab or on-site (min callout 2 hrs)
Hardware development (Electronics engineer)	Design and manufacture of a custom solution for your unique needs.
Software Development (consultant)	Building your solution using best-of-breed open source tools, leading cloud services, our own specialist tools, and bespoke additions.
Development (junior consultant)	Additional developers under supervision of a senior consultant.
3D Design and drafting	Imagining, refining and constructing your physical product
Evaluation, testing and assembly (intern)	Evaluating products or components, preparing demonstration devices, assistance with 3D printing or machining processes.

### On-site Coaching

DevOps is not a job or a title, it's a way of doing the job. The DevOps way is to evolve a culture and toolset that empowers everyone to effectively maximise value through radical transparency and extreme agility. We can guide your team through the process of choosing practices and tools that will enable the team to accelerate to excellence, delivering more value, more often.

### Our Sumner Park Ideation Lab

At Accelerando's Sumner HQ (Brisbane southwest) we offer not only office, meeting and photo/video studio space, but a modern fully equipped workshop that lets us build almost anything we desire. We also maintain a network of local specialists in areas such as plastics, laser-cut and CNC metalwork, and printing.

# IDEATION, INCUBATION, AND CO-WORKING FACILITIES

Accelerando's upper level ideation space consists of a boardroom, desk accommodation, whiteboards, projection screens and video production facility. Our lower level contains workshop and casual co-working space.

If you are a virtual organisation with no permanent office, we offer access to specialist equipment, desk space for remote workers and a private space for whole-team collaboration days.

Our co-working space consists of:

- Shared or Dedicated desks
- Kitchenette facility with a high-quality espresso machine
- Comfortable sofas and big-screen TV
- Whiteboards and flip-pads

Our workshop facility includes:

- 3D Printers
- CNC milling machine
- Laser cutter
- Drill Press, Table Saw, Bandsaws
- Lathe and Mill
- Soldering and electronics tools
- Huge range of electronic and mechatronic components.

Service	Includes	Extras	Daily	Monthly
<b>Co-working</b> Use of a desk. Locker use of media room and workshop	Internet, Coffee, Softdrink, Workshop use.	Components and materials used (if any). Assistance with advanced tools.	<b>\$35/d +GST</b> (Move your possessions to a locker when done)	<b>\$400/mo +GST</b> (Reserved desk with lockable drawers). 15% discount on consulting services.
<b>Startup “collaboration day”</b> Bring your whole team together for a day to catch up, brainstorm, and build your ideas	Boardroom, Private office, Media production facilities. Internet, Coffee, Softdrink, Workshop use.	Components and materials used (if any). Assistance with advanced tools.	<b>\$150/d +GST</b> (per team of up to 6)	<b>\$500/mo +GST</b> (per team, for 1 day per week). 15% discount on consulting services.

Additionally, our expert facilitators, mentors and developers are available to help you at our hourly consulting rates (charged per 1/4hr, advance bookings recommended).

