

DO YOU NEED PEOPLESOFT® CONSULTANTS WHO:

A cooperative of independent PeopleSoft consultants



HAVE HIGHER
EDUCATION
EXPERIENCE?



LIVE AND
WORK
LOCALLY?



CHARGE AN
AVERAGE \$50/HOUR
LESS THAN MULTI-
NATIONAL FIRMS?

WHY CHOOSE ICEBERG'S INDEPENDENT PEOPLESOFT CONSULTANTS?

- ◆ Iceberg is the LARGEST PROVIDER of independent PeopleSoft consultants at the University of Minnesota's \$84 MILLION UPGRADE.
- ◆ Independents are the best in the business, proving themselves every day on the job.
- ◆ Independents need to stay on top of technology and trends, never letting their skills slide.
- ◆ Iceberg pulls from the local talent pool, giving you a full five day work week and consultants who won't jump ship for a gig closer to home.
- ◆ Iceberg consultants' first loyalty is to the project they are working on, not a looming corporation with other goals and expectations.

ICEBERG TECHNOLOGY GROUP is unlike any consulting firm you've used before. We are a cooperative of independent PeopleSoft® consultants, each averaging over a decade of experience in:

- ◆ Development
- ◆ Architecture
- ◆ Project management
- ◆ Business analysis

As a cooperative, Iceberg is not top-heavy with highly paid managers you only see at the beginning or end of a project – to sell it or take credit for it. Iceberg has eliminated the middle man to connect universities directly with the best independent PeopleSoft consultants available. These are your area's most sought-after independents. They have proven themselves over dozens of PeopleSoft projects and choose to work with Iceberg because we treat them like the professionals they are.

TRANSPARENCY TO ALL, FOR THE GOOD OF ALL

Iceberg attracts the most in-demand PeopleSoft consultants with its totally transparent business model – taking a simple, straightforward \$10/hour over a consultant's rate to cover marketing and administrative costs. That's it. Consultants are comfortable that they are compensated fairly and clients get well-paid, senior consultants who are incented to stay on their projects. All while saving colleges and universities about one third off typical hourly rates.

EASY CONTRACT PROCESS

As a local provider of top-notch PeopleSoft talent, Iceberg also makes the contract process easy. Having worked with a variety of higher education contracts, we are familiar with your processes, including legislative oversight at state schools. We work with your forms and processes to make scaling staff up and down as fluid as possible. Plus our consultants' depth in PeopleSoft – from Financial Management to Human Capital Management to Campus Solutions – means they can readily move within your organization to keep your implementation or upgrade moving forward.

“Iceberg’s team of experienced consultants helped us move quickly and efficiently. They had the connections to supply us with excellent PeopleSoft consultants, and they took the time to understand and respond to our program’s needs.”

—Dennis Wenzel
Principal, North Highland Consulting
& Executive Program Director
Enterprise System Upgrade Program
University of Minnesota



THE ICEBERG STORY

Iceberg was founded in 2004 by a group of PeopleSoft consultants who realized that they could provide superior consulting to colleges and universities that often rely on multinational firms to staff their PeopleSoft implementations and upgrades. Over the years this small group of top-notch consultants grew its database to thousands of PeopleSoft consultants in cities across the United States.

Since 2004, Iceberg has:

Grown from \$350,000 in
revenue to **\$10 MILLION +**

Staffed over **500**
PeopleSoft openings

Become the **LARGEST PROVIDER** of independent
PeopleSoft consultants at the University of
Minnesota’s \$84 million upgrade

GLOBAL REACH, LOCAL TALENT

Iceberg pulls from your local market to provide you with PeopleSoft consultants who work a full, five day work week – during your hours. No dealing with consultants who arrive Monday afternoon and head out on a plane on Thursday night. Iceberg’s consultants are not only in your community, they are committed to your community.

DON'T WAIT ANOTHER DAY TO TRY US!

Contact Iceberg now to tap into the best PeopleSoft consultants in your area. Experience the ease and transparency of our cooperative model.

Call: 612.656.0511 Fax: 612.677.3156

Email: info@iceberggroup.org



www.iceberggroup.org