



# 4SUM Partners



## Successful Projects On-time and On-budget with Professional SCOPE Management

Dear Colleague,

I am excited to tell you that **The Certified SCOPE Manager (CSM)** is a new job role formalized by the European Union Certificates Association (ECA) headquartered in Vienna, Austria. Globally, the awareness and the demand for CSM's is growing as corporations in Europe, Asia, Australia, and North America discover the resultant savings in time, money, and rework. The need is especially critical when outsourcing is involved. Project successes attributable to the northernSCOPE concept in Finland and the southernSCOPE in Australia affirm the contribution of professional SCOPE Management to the on-time, on-budget, and in-scope delivery of software.

A professional SCOPE Manager works with the customer to ensure that they specify better and more complete requirements, and also facilitates communication with vendors and software suppliers to meet those needs. (*Note: a Certified Scope Manager typically works 1-3 days per month per project.*)

Quality Plus Technologies, Inc. has joined forces with the Finnish company 4SUM Partners to bring professional SCOPE Management training and certification to the United States and internationally. This training, offered for the first time in North America, is based on the success of the northernSCOPE™ professional SCOPE Management concept (see [www.fisma.fi/in-english/](http://www.fisma.fi/in-english/)). The nine-day training program is offered as two separate week sessions and culminates in the Certified SCOPE Manager exam as outlined in the enclosed brochure.

Join us to change the software development world! **Please consider attending our upcoming Certified SCOPE Manager training in Tampa, Florida, or Amsterdam, The Netherlands.** For further information, feel free to call me (cell) at 727.686.1329 or visit my website at [www.qualityplustech.com](http://www.qualityplustech.com). Thank you for your time and consideration.

Respectfully,

Carol Dekkers, CMC, PMP, CFPS, P.Eng.  
President  
October 17, 2007

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