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ENTERPRISE ARCHITECTURE  
SERVICES SPECIAL

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## 10 Most Promising Enterprise Architecture Technology Consulting/Services Companies - 2019

While digital business today is making IT less about individual technologies, and more about technology-enabled business models, enterprise architects, and technology innovation leaders must leverage state-of-the-art technology to support their business ecosystems. While designing and delivering new operating models, forward-thinking organizations are aligning enterprise architecture (EA) to create new revenue streams, services, and customer experiences.

Leaders are employing unique methods of collecting, storing, organizing, and protecting data, as well as analyzing the same to draw useful insights, for boosting business innovation. EA allows users to filter essential information from the heaps of data collected, processed, and managed by enterprises. EA services are beneficial in defining data structures and strategies, selecting data platforms, and building effective data solutions to deliver compelling outcomes within a shorter time. The use of data extends to improving the business, application and technology segments of enterprise architecture models.

As organizations use a data foundation to make a strategic plan for driving growth, EA service providers also need to ensure the security of the information being shared and exchanged. EA service providers implement controls in the organizational processes for lowering business risks. Besides, the migration to an API-based architecture facilitates flexibility that would have been unimaginable in legacy systems. The EA services today work toward eliminating the setbacks faced by organizations using legacy infrastructures and aid them in modernizing their businesses without making significant changes to core operations.

While the market is replete with EA service providers, choosing an appropriate service provider is a cumbersome task for CTOs, CIOs, and CEOs. CIO Review magazine's editorial team, with the support and guidance from EA technology veterans and industry analysts, has selected a list of EA solution providers that streamline business processes and define the path to success.

We present to you CIO Review's "10 Most Promising Enterprise Architecture Technology Consulting/Services Companies - 2019."



**Company:**  
WinterCorp

**Description:**  
Specializes as a consultant enabling companies to define their data strategies and architectures, select the data platforms, and, build the data solutions

**Key Person:**  
Richard Winter  
Principal Architect & CEO

**Website:**  
wintercorp.com

# WinterCorp

## Boutique Consulting For Data Management



Richard Winter

**I**t is evident that for all the emerging trends in the industry including AI, IoT, cloud, analytics, and the digital transformation of business, a reliable data foundation is imperative. In the last five years, business expectations regarding data have changed radically. Data and analytics have come a long way from a sophisticated business tactic to the very central driving force of digital transformation

and business competition. But, even the companies that have invested in analytics find it tedious and frustrating to exploit the vast oceans of data available to them. They can't find the data they need; or can't get to it, or can't trust it, or they can't process it and keep it up to date. All these issues are the symptoms of incomplete or out of date data architecture. As a result, they struggle to implement the right initiatives required for a successful business transformation. In this scenario, having a robust data strategy and data architecture grounded in experience along with engineering insight can make a substantial difference. Helping businesses meet critical data expectations while making crucial decisions is WinterCorp, a renowned data management consultant.

As an independent advisory firm, WinterCorp is dedicated to helping companies define their data strategies and architectures, select data platforms, and build effective data solutions that deliver compelling business outcomes. With rich experience gained over decades, WinterCorp exudes exceptional understanding of the fundamentals of ever-consistent data management technologies. The company's core services include data vision and strategy, data platform architecture, data platform assessment/selection, cloud data architecture, data solution design, and data review/advice.

"For more than 25 years, leading Fortune 1000 companies and smaller organizations, including startups, have relied on our specialized engineering insights, sound judgment, and the highest quality results in critical decision-making situations," says Richard Winter, CEO of WinterCorp.

In order to undergo an effective business transformation, an organization requires the right kind of data foundation and a strategic plan of action that meets the target data architecture. WinterCorp provides its clients with a data roadmap that powers their business transformation. "We help each clients define the

role of data within their business along with the strategies and actions that derive strategic advantage through AI and analytics," states Winter.

In a typical client engagement, WinterCorp's subject matter experts invest considerable time to analyze the customer's business interests, data uses, technical requirements and service level objectives and subsequently apply in-depth engineering expertise and practical experience to help them find and implement the best solution.

**“We help each clients define the role of data within their business along with the strategies and actions that derive strategic advantage through AI and analytics”**

To elaborate more on the effectiveness of their consulting services, Winter cites a case study where an executive at a rapidly growing financial institution approached WinterCorp with his reservations about his company's cloud database platform and whether it was capable of supporting the three major business initiatives planned for the next 18 months. After being asked to provide a Scalability Assessment of the cloud data warehouse, WinterCorp spoke with all the stakeholders; reviewed the requirements; performed an engineering analysis; and eventually offered recommendations. Upon accepting WinterCorp's recommendation, the client transitioned to a more scalable cloud data warehouse and has since been successful in their analytics program.

Currently, WinterCorp has been publishing research on cloud database developments including two reports about the Oracle Autonomous Database Cloud and a forthcoming release on the Teradata AppCenter in 2019. Rick Burns, an industry veteran with deep expertise in the engineering and scalability of database engines, has recently joined the company as a senior staff member, strengthening the technical team. The company has recently hired a veteran VP of sales—Randy Stackaruk—who is designated to lead one of the significant expansions for WinterCorp by leveraging his vast experience in helping enterprise clients with their critical data challenges. "We are also reinforcing our cloud database and cloud data architecture capabilities, with a new initiative led by Dr. Norbert Kremer, a data scientist and cloud expert with certifications of the Google and AWS cloud platforms," concludes Winter. **CR**