

The Hole in the Sweater

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I have a wonderful old sweater that I purchased from L.L. Bean some ten to twelve years ago. It is an all-cotton, patterned sweater made out of different colored, non-dyed strands. This sweater is like an old friend, and every time I wear it, I feel the comfort that you can only experience from something that is well-made and long-lasting.

If you're wondering what a sweater may have to do with your choice in a computer consulting company, read on.

I probably paid about fifty dollars or so for that sweater, but I've worn it for over a decade, and it still looks good and feels great!

A couple of weeks ago, I took the kids to get some really cheap sneakers that are being promoted by a certain NBA star. The sneakers are only available at one particular unnamed chain of stores, one of which happens to be at the Franklin Mills Mall. We went into this huge store and found that, in addition to tons of fifteen dollar sneakers, they had truckloads of other "value" items. As we were about to walk out, I noticed a display of men's cotton cable knit sweaters. They looked nice and I was stunned by the price...\$5.99 each. I quickly added two sweaters to our purchase and walked out of the store happy about my surprise find.

Last Thursday, we paid a Shiva call to a friend who had just lost her father. I was wearing my new red sweater. While sitting there, making small talk and eating rugelach, I moved my hand to scratch an itch under my arm and discovered that the left sleeve was about 30% detached from the body of the sweater, leaving a large, noticeable hole (probably 4-6 inches in length). Obviously, I was a little embarrassed. This was, I must add, only the second time I had worn the darn sweater.

All things for a reason...right? Just another reinforcement of the old cliché: you get what you pay for. This time, it got me to thinking about our model at Jobecca, and how we differ from many of our competitors. I feel strongly that our focus here has to be on removing unknowns from our clients project plans as there is nothing worse than being hit with unforeseen expenses while in the middle of an involved (and often expensive) computer implementation project.

That is why we insist on pre-project implementation plans. This allows us the opportunity to fully look under the hood, so to speak, do the necessary research and present a variety of options designed to fit a client's budgetary restrictions. The result is a project plan that will lead to a project designed to minimize surprises. We want our resulting system implementations to fit like an old comfortable sweater...a friend...several years down the road.

If you like this approach better than the "will the sleeves stay on" approach of some of our competitors, give me a call and we can talk.

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