

# PEOPLESOFT: FOR HIGHER EDUCATION

We're a tech cooperative that helps universities navigate PeopleSoft. We connect universities directly with the best PeopleSoft consultants available. These consultants have proven themselves over dozens of PeopleSoft projects and choose to work with Iceberg because we treat them like the professionals they are.

Our consultants have at least 10-15 years experience in:

- ⊗ Project management
- ⊗ Business analysis
- ⊗ Development
- ⊗ Architecture

## Transparency

Iceberg attracts the most in-demand PeopleSoft consultants with our totally transparent business model. We take a simple flat fee on top of consultants' rates to cover management and administrative costs. That's it. It's better pay for consultants, while saving colleges and universities about a third of typical hourly rates. Plus, clients get well-paid, senior consultants who are incentivized to stay on their projects.

## Easy Contract Process

We've worked with a variety of higher education contracts, so we're 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 means they can readily move within your organization to keep your implementation or upgrade moving forward.



### BY THE NUMBERS

Staffed more than **500** PeopleSoft openings.

The largest provider of PeopleSoft consultants for the University of Minnesota's **\$84 million** upgrade.

Five straight years with revenue around **\$10 million**.

"Iceberg used our standard contract, making the process easy and fast. There were no lawyers rewriting sections and negotiating terms. We were able to interview, approve and on-board Iceberg consultants in days rather than weeks."

Andrew Hill, Former Program Director  
Enterprise System Upgrade Program  
University of Minnesota

## Global Reach, Local Talent

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

## Why Rely on Iceberg for PeopleSoft Consultants?

- Tap into our vast network of PeopleSoft consultants.
- Find specialists, including Human Capital Management, Financial & Supply Chain Management and Campus Solutions.
- Get top-notch senior consultants with big-five backgrounds.
- Lower your project risk with experienced consultants who are entrepreneurial.
- Go with the consultants who have lived through multiple PeopleSoft projects and know best practices.

## The Iceberg Story

Iceberg was founded in 2004 by a group of independent PeopleSoft consultants who realized 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 U.S.

“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.”

Executive Program Director,  
Enterprise System Upgrade Program,  
University of Minnesota

## LET'S CONNECT

 612.656.0511

 612.677.3156

 [info@IcebergGroup.org](mailto:info@IcebergGroup.org)

 [IcebergGroup.org](http://IcebergGroup.org)