

UBICS COMPANY OVERVIEW

A full-service, global provider of IT professional services, UBICS, Inc., specializes in Staff Augmentation, Co-Managed Solutions, Enterprise Solutions and Business Process Outsourcing (BPO). Come to us for the right combination of onsite, offsite and offshore customized development yielding industry-leading IT business solutions at a competitive cost.

UBICS answers the growing need for solving business problems through the intelligent, strategic use of IT. Some additional facts:

- We have an annual turnover of over \$25 million in IT services.
- Our client retention rate is more than 90 percent.
- We bring to the table more than 10 years of consulting experience.
- We are affiliated with UB Group, a \$2 billion global conglomerate spanning 40 countries and employing more than 65,000 people.

Value Proposition

We turn your business vision into practical reality. Catering to your requirements, we deliver IT business intelligence and resources for both short- and long-term projects. Our flexibility ensures that you meet resource demands, timelines and budgets.

Expertise

Our ability to deploy more than 500 seasoned professional consultants lets us supply a wide range of IT talent for:

- Defining, implementing and managing fully customized IT solutions throughout the entire project life cycle
- Implementing, upgrading, customizing and supporting Enterprise Resource Planning (ERP), Customer Relationship Management (CRM) and other enterprise solutions using advanced technologies from Oracle, IBM, Microsoft, SAP, PeopleSoft, J.D. Edwards, Siebel and Baan (now SSA Global)
- Empowering your organization with the latest technologies such as .NET Web services and J2EE™-based development
- Supporting and maintaining existing systems and conducting database administration

SAMPLE CLIENT LIST

- ▶ **Banking & Finance**
 - Chase Manhattan Bank
 - Mellon Bank
 - Vanguard
 - Wells Fargo
 - Moody's Risk Management Services
- ▶ **Government**
 - Fleetguard
 - Microbytes
- ▶ **Health Care**
 - Allegiance Healthcare
 - BALLY Total Fitness
 - Bristol-Meyers Squibb
 - Pan American Health Org.
- ▶ **Information**
 - Access Graphics
 - Ceridian Corporation
 - Microsoft Corporation
 - Symantec Corporation
 - Red Prairie
- ▶ **Insurance**
 - Aetna, Inc.
 - Allied Insurance
 - Guardian Life Insurance
 - Highmark Blue Cross/Blue Shield
 - Prudential Insurance Co.
- ▶ **Manufacturing**
 - Allvac
 - Bayer Corporation
 - Bausch & Lomb
 - Caterpillar Inc.
 - Cummins Engine Co.
 - Dana Corp.
 - Honeywell
 - Xerox

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Savings

We lower your costs through the combination of onsite, offsite and offshore resources you choose. Our offshore capabilities enable us to give you blended rates that yield dramatic IT cost reductions. For example, our clients have received 30 to 50 percent savings over internal costs by using UBICS application maintenance services or by allowing us to manage their business functions via BPO.

When combining onsite, offsite and offshore resources, you interact with a core front-end team onsite. We supplement with a solid back-end development and support team offshore. Our ISO9001:2000-certified offshore development center has locations in Bangalore and New Delhi, India.

Speed

We have a reputation for rapid deployment of consultants for any given engagement. Our recruiters can successfully fill most staffing requirements within three hours. Unlike many consultancies, we begin addressing your business issue the same day you contact us.

Flexible Service Offerings

With UBICS as your IT business partner, you have an ideal combination of flexibility and control, from assessments and implementation schedules to training activities and knowledge transfer. Given your internal resources, budget and IT project requirements, you select the level of involvement you need from us: Staff Augmentation, a Co-Managed Solution, an Enterprise Solution or BPO.

SAMPLE CLIENT LIST

Retail & Trade

- Advance Auto Parts
- Apple Computer Inc.
- Circuit City
- Eddie Bauer
- Warranty Holdings

Utilities

- El Paso Energy
- General Electric
- Nextel Communications
- Verizon
- Westinghouse Electric Company
- AEP

Transportation

- Comcar Industries
- DHL Airways Inc.
- Greyhound Lines Inc.
- FedEx
- Schneider National
- Overnight Transportation

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Staff Augmentation

Under this arrangement, we deploy consultants to work in your IT organization under your guidance. Use our resources — from just one person to a stratified team — to fill key skill requirements in your organization.

You receive expertise from our own highly skilled team, and if needed, we can also draw upon our sizable global partner network. We only use experienced IT talent encompassing numerous skill sets so we can offer you a wide breadth of technical capabilities.

We work with you on everything from identifying your needs through mobilizing resources — all with aggressive timeframes and competitive rates. Engagements cover every aspect of the project life cycle as needed, including strategy, design, development, implementation, knowledge transfer and maintenance.

We assist you in areas such as:

- e-Commerce, e-business applications and Web services
- ERP and CRM package implementation, upgrades and customization
- Database and systems administration
- Applications maintenance programming
- Network infrastructure design
- Client/server design and development

Our resources are available a contract, contract-to-hire and permanent placement basis.

Co-Managed Solutions

In a Co-Managed Solution, we become your project partner, assisting you and your team in defining requirements, creating a statement of work, and completing the project. Under your direction, we complement your existing staff with the additional skills and resources you need to achieve project milestones. We can also assist in training your staff and end-users.

Our function is to share your risks and shoulder the responsibility to complete your projects on time and under budget without compromising quality. During the entire engagement we work with your key players to guarantee that your project is staffed and carried out efficiently. Our consultants meet and often exceed requirements laid out in established milestones.

This business model is our clients' preferred method of engagement. The model gives you the benefit of our extensive technical resources as well as our planning expertise while you control project implementation. From ERP upgrades to database conversions, count on outstanding results from UBICS Co-Managed Solutions.

SAMPLE CLIENT LIST

Other Fortune 500's

- Abbott Laboratories
- Alcoa Inc.
- Applied Magnetics Corp.
- Archer Daniels Midland (ADM)
- AutoZone Inc.
- Bergen Brunswig Medical Corp.
- Chartered Accounts
- EDS
- First National Mortgage Corp.
- Fruit of the Loom
- Gulfstream America
- Honeywell International Inc.
- Johnson Controls Inc.
- Lexmark International Group Inc.
- Marathon Ashland Petroleum LLC
- Motorola Inc.
- Onan Corp.
- Oracle Corp.
- PPG Industries Inc.
- Ralston Purina Co.
- Rockwell International Corp.
- Siecor Corp.
- Skytel Communications Inc.
- Thermo King Corp.
- Time Warner Inc.
- Trane Company
- The Hartford
- Weyerhaeuser Company
- Williams Companies

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Enterprise Solutions

An Enterprise Solution is a start-to-finish IT business solution that is fully managed by UBICS. Fixed-priced or flexi-priced, our Enterprise Solutions are designed to address your unique business requirements.

Choose an Enterprise Solution to take the pain out of business-critical package implementations and upgrades, application development, application and system integration projects, enhancements, and more. We also fully customize projects to meet specific business needs. We operate within limited IT budgets without compromising delivery schedules and quality.

You benefit in many ways from our project management expertise and superior abilities in a wide range of technologies. An Enterprise Solution lets you:

- Focus your staff on your core business
- Benefit from our proven methodology and processes
- Derive the advantages of newer technologies without the associated costly investment
- Receive a solution customized exactly to your requirements
- Confidently offload the responsibility for critical IT projects

We are committed to your success, and our cost-effective solutions accomplish your goals in short time frames. Under our proven project methodology, we first conduct an initial assessment to determine how best to meet your business need, and from there we manage project design, development, implementation, knowledge transfer and more. Whatever the need, we address it with superior IT expertise so you can turn your attention to managing and growing your business.

We deliver your solution by leveraging onsite, offsite and/or offshore resources according to your preferences, passing on to you the cost savings from our blended rates. Our onsite front-end team is your UBICS contact. We also offer several methods of maintaining communication with our offshore team if you choose.

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BPO

BPO involves delegating one or more business processes or activities to our experts offshore. We own, administrate and manage your process(es) based on defined, measurable performance metrics. If requested, we can supply additional supervisory assistance at your site.

Outsource to us the specific functions that are best not kept in house — including any of your company's IT-related activities and back-office functions. BPO is increasingly popular for midsized organizations because it:

- Frees you to focus on your core business
- Enables you to make changes to your business
- Supplements your existing IT resources
- Improves IT service levels
- Helps you migrate to emerging technologies and sustain ongoing use of those technologies
- Helps you develop custom applications faster

In the last year, employee costs for IT-related services have skyrocketed, even doubling in some cases. Our wide range of experience and capabilities allow us to shoulder the burden for you. We work from a 100 percent offshore model, delivering BPO services at a guaranteed 30 to 50 percent savings over in-house costs. Our top-quality, industry-leading expertise moves your business strategy forward.

► Our People Make the Difference

On an ongoing basis, our experienced recruiters, resource directors, practice managers and business development managers seek out expert IT consultants with the advanced technological capabilities that best serve our clients' needs. We have access to a worldwide talent pool, so it is easy for us to secure the best resources for any given project. Our recruiters are continuously in touch with candidates from the United States, India, Russia, South Africa, Singapore and Europe.

► Strategic Partners



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UBICS Corporate Headquarters

333 Technology Drive, Suite #210 | Canonsburg, PA 15317

800-441-0077 | ubics.com