



GLOBAL SOLVE

MANAGEMENT SERVICES



Revenue Acceleration

Investment Climate

- ⇒ Credible, focused business plan
- ⇒ Emphasis on near-term, credible plan to positive cash flow
 - Drive revenue ↑
 - Lower burn rate ↓
- ⇒ Core competencies
- ⇒ Shared capital risk exposure
 - Capital expenditures
 - Operating expenses

Technology As Revenue Driver

- ⇒ Sufficient & appropriate technology that works” to accelerate revenue
- ⇒ Technology driven “add-on” revenue stream projects with near-term positive cash flow
- ⇒ Technology solutions that provide the competitive advantage

GlobalSolve Value Add

- ➔ Guaranteed on-time delivery with full functionality
 - “Risk sharing” pricing options
- ➔ Fixed price, T&M or hybrid approach locks down
 - Pricing and delivery dates
 - Delivery dates and functionality
 - Pricing, delivery dates and functionality
- ➔ Proven methodology with full lifecycle support
 - **RAD Delivery**[™] (rapid application development) shortens development cycles and validates requirements definition
 - Interim deliveries demonstrate progress, providing early functionality

Full Phase Technology Support

➔ Problem Assessment

- Fully understand the business model and the revenue drivers
- Determine how much and which technologies can advance and empower the business model

➔ Solution Validation

- Develop a series of technology recommendations that map to the business plan and demonstrate incremental value
- Ensure that the technology solutions are in place prior to the business need

➔ Full Scale Development

- Build a system that is flexible, scaleable, extensible and secure
- Ensure that the *business drives the technology*, and not visa-versa

➔ Training and Support

- Provide “pre-launch” and beta support
- Integrate and train the client staff so that consulting personnel are phased out as the business needs dictate
- Software, telecommunications, network, data center support

Risk Mitigation

Networking Risk

Management Risk

Business Model Risk

Financial Risk

Security Risk

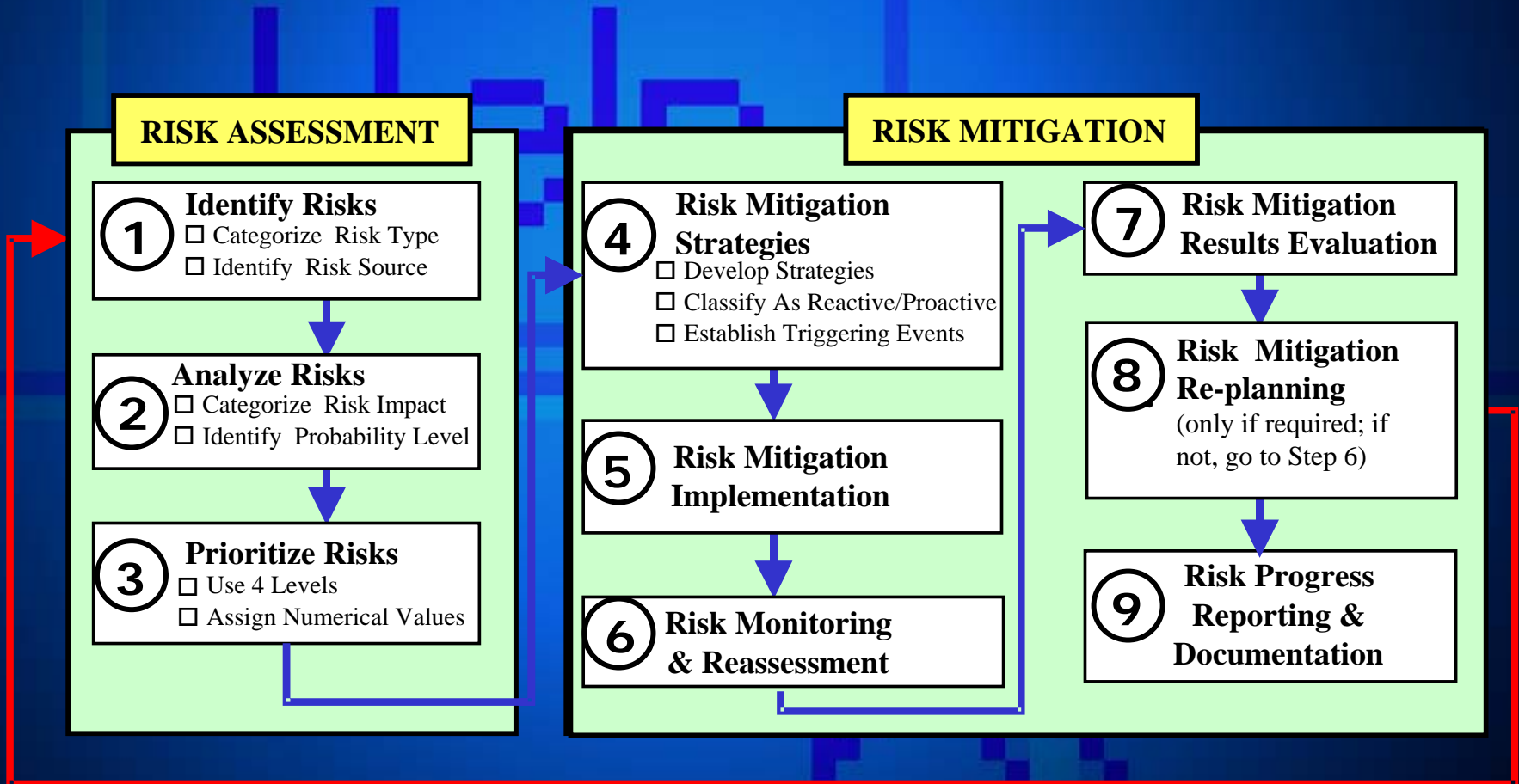
Scalability Risk

Development Risk

Competitive Risk

Marketing Risk

Risk Management Process



GlobalSolve's risk mitigation approach allows for the efficient development of mitigation procedures for each specific IT project.

GlobalSolve Support

⇒ Before

- Due diligence
- Problem assessment
- Architecture
- Design & engineering

⇒ During

- Custom designed software
- Customisation of “off the shelf” software
- Integration of “off the shelf” software
- Integration of acquisitions / roll-ups

⇒ After

- Transition / transfer of I.P.
- Training; ongoing support
- Help desk

