



It's all in the way we listen.®

# PSCGROUP, LLC



Beacon Award Winner

PSC has been a IBM Lotus Beacon Award finalist six times in the past 7 years - Winning in categories such as Best People Centric SOA Solution.

In 2007 PSC also won the IBM PartnerWorld Beacon Award for the Best Lotus Software Solution - a custom Websphere Portal solution.

**Executive Insight**

My Portal | Edit my profile | Log out

Rev. Page | Edit Page | Search

Executive Home | Sales | Operations | HR | Manager | Welcome | My Favorites

**Alerts**

Priority	Status	Alert
High	New	Globe travel - New opportunity > 1,000,000
High	New	World Wide Co. - New opportunity > 1,000,000

**News**

High	New	Mega Corp just acquired Globe Networks
Medium	New	Alpha profit down 10%
Low	New	Giant Co. discloses new customer list

**Top Opportunities**

Current Top 10 Opportunities by Amount

#	Account	Rep	Amount	Stage	Product
1	Nike Corp.	Nick Fredrickson	63,300.00	4	Network Monitor
2	American Research	Jose Perez	58,434.00	4	Server Manager
3	Initech, Inc.	Jane Louis	48,434.00	3	Server Manager
4	American Research	Jose Perez	48,434.00	3	Network Monitor
5	The River Corporation	Nick Fredrickson	43,000.00	3	Network Monitor
6	Williams and Company	Jane Louis	38,434.00	3	Server Manager

**EBITDA**

EBITDA in Millions of Dollars

**Key Performance Indicators**

Objectives	2004	2005 YTD	Target	Change
<b>Financials</b>				
Operating Profit	\$4,155,500	\$4,652,000	10.0%	11.95%
Gross Margin	\$2,200,800	\$2,805,000	12.0%	27.45%
Return on Equity	1.03%	1.87%	1.0%	0.84%
<b>Sales</b>				
Revenue	\$6,032,401	\$6,394,345	5.5%	6.01%
Number of New Customers	320	345	9.0%	7.99%
Average Deal Size	\$75,454	\$76,209	2.0%	1.01%

**Sales Activity**

Total Dollar Amounts

## Websphere Portal Consulting Award Winning Solutions

When Zurich NA – Direct Underwriters Business Unit (formerly Universal Underwriters Group) needed a more proactive, 360-degree view of their customers and relevant sales data, they turned to PSC Group for a Sales Scoreboard Portal.

PSC utilized SOA development techniques, web services and portlets to surface data and workflow from IBM WebSphere Application Servers, legacy systems, and DB2 data repositories.

The Sales Scoreboard Portal significantly reduced the turnaround time and manual

tasks in data collection, compilation, and analysis, yielding approximately a \$3 million revenue increase for UUG within the first six months of operation.

"Recognized by the Beacon Awards, PSC Group has worked closely with IBM and its Business Partners to provide clients with innovative solutions that solve real business issues," said Ravi Marwaha, general manager, IBM Global Business Partners. " PSC Group has set the standard for business excellence by delivering unique solutions as well as high customer satisfaction."



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1.800.592.8003

www.psclistens.com

Chicago • Kansas City • Minneapolis

# IBM Websphere Portal Consulting Work with the Recognized Experts

We specialize in all phases of IBM's WebSphere Portal – architecture, planning, implementing, and creating back-end integration. With years of experience, we deliver Award Winning Solutions to our Clients.

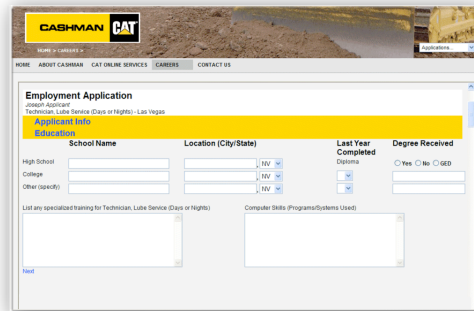
While we are a technology company, we understand that business comes first. Taking a pragmatic view – we architect strategically and implement tactically.

Our consultants work with our clients to match the correct technologies to the business needs of both today and tomorrow.

Whether your needs are tactical or strategic, consider the Midwest's recognized experts, PSC Group LLC, for your next Websphere project.

## Manufacturing

- WebSphere Portal and Web Content Management
- Highly flexible public websites
- Real-time content update capability
- Domino applications presented via Websphere Portal
- Integration with Corporate-hosted applications
  - Single Sign-on to Domino, AS/400, and Corporate-hosted applications
- Full-featured Internal Portals providing email, AS/400 access, and Company News
- Large-scale infrastructures
- Installation, Configuration, and support of multiple-server High Availability environments
- Automated build processes and code deployment process/scripts



- Comprehensive monitoring strategies



## Telecommunications

- Self-service features to customers using wireless products
- Multiple integration points – Interwoven, IBM Datapower, CA Siteminder, EAI, ERP
- Full-featured Internal Portal providing email, AS/400 access, and Company News
- Integrated Chat, Email, & RSS
- Online file storage
- Location-based services

## Consumer Products

- Portal Architecture/Infrastructure
- Integration with Information Builders WebFOCUS
- Single Sign-on to WebFOCUS and existing Domino applications
- Custom Portlets for customers and service technicians with important, up-to-date documentation
- Domino Mail & Calendar Integration



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