

Build-Operate-Transfer

Our Build-Operate-Transfer (BOT) model provides management and implementation services that transitions clients seamlessly and gives them a well-managed offshore strategy.



Enterprise Application Integration

Companies need to integrate the various IT systems they have amassed over the years. Enabling these systems to share data consistently and execute new business processes has traditionally been difficult and costly.

Enterprise Application Integration reduces the cost of integration by consolidating applications on a cohesive and open standards-based platform that connects all systems. Software Folks provides various integration design alternatives to clients that can empower their information workers to use, interact with, and seamlessly participate in business processes like SAP, Oracle Applications, People Soft and JDE.

Oracle Application Services

Software Folks provides the operational platform for deployment of complex Oracle Application Services that gives customers information-driven advantages. We invest in the most talented and professionally certified consultants to provide end-to-end solutions to deliver applications management and infrastructure support services. As a result, clients are able to free up critical IT resources for more strategic initiatives while achieving reduced maintenance costs and enhanced capability.

As a member of Oracle Partner Network, the Software Folks applications strategy focuses on enhancing its capabilities to offer comprehensive solutions in the areas of -

Project Scheduling

- Customer requirement gathering
- Project scope analysis
- Budgeting and scheduling
- Solution research and development
- Resource management
- Request for proposal and product suggestions



Project Execution

- Functional and technical consulting
- System design and integration (legacy to web)
- Enterprise application fusion
 - RICE (Reports, Interfaces, Conversions and Extensions)
 - System and database administration

Project Maintenance

- Testing and maintenance
- Application upgrades and enhancements
- Other value added services

SUPPLIER DIVERSITY

It is no longer just 'the right thing' to do business with diversity suppliers. Affected by the recent economic and demographic trends, corporations increasingly recognize that diversity in suppliers positively impacts their business. Diversity-owned businesses contribute over \$1.4 trillion in sales to the US economy. In recognition of the economic power of multi-cultural businesses, Diversity Business, the nations' leading multi-cultural online portal, recently named Software Folks as one of the top diversity-owned businesses in New Jersey.

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USA UK Canada India



HELPING CLIENTS WIN AND GROW

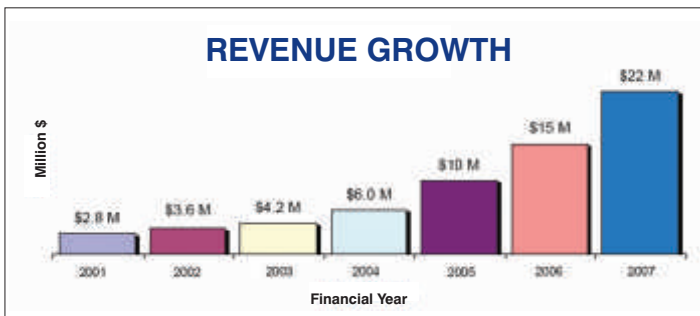
INTEGRITY
TRUST
INNOVATION
EXCELLENCE



24 X 7

Established in 1999, Software Folks offers the complete spectrum of Strategic Staffing, IT Consulting and Business Process Outsourcing (BPO) services to its clients to help them focus on their core processes and meet their evolving business objectives.

Software Folks recently celebrated 6 years of excellence and our long-term outlook, client-focused culture and management depth ensures that our services effectively support our clients' businesses. The company has had a demonstrated revenue growth with a positive cash flow and the projected growth is exciting. Our team has a proven track record having worked for companies like IBM, Wipro, D&B, HP, SGI and E&Y. Our business locations in US, Canada and India are fully functional and there are plans to start operations in Europe in the near future.



OUR VISION

To be a world -class Strategic Staffing, IT Consulting and BPO leader helping clients Win and Grow

World class services with focus on process, quality and cost benefits

enterprise application integration



24X7

MANAGEMENT TEAM

Our team combines cross-functional leadership skills with a deep understanding, unique perspective and hands-on experience of the business landscape in US, Canada and India. Our collective experience plays a pivotal role in developing targeted, industry-specific solutions and implementing them through a global network of skilled professionals and vertical practices.

Rohit Mahajan, President & CEO

- 15 years of IT experience with IBM and Wipro
- BS degree in ESE, CIT India
- Fellow, The Wharton School

Gurudas Sarkar, Vice President

- 15 years of cross-functional experience in the IT industry in US and India
- MBA degree in HR, NIPM India
- Certified Quality Auditor for ISO 9001 TICK IT Program

Miraz Aggarwal, Regional Director

- 8 years of IT experience with GE and Lexis Nexis
- BS degree in Computer Engineering from MU, India

Ritu Uberoy, Regional Director

- 10 years of IT experience with SGI and HP – R&D
- BS degree in Computer Engineering from DIT, India
- MS degree in Computer Science from SCU, CA

OUR CLIENTS

Some of the clients we have been engaged with:

| | |
|--------------------------|---------------------------|
| Telcordia | Genpact |
| Marsh Financial Services | General Motors |
| Goldman Sachs | Wipro Technologies |
| Cardinal Health | Tata Consultancy Services |
| | Reckitt Benckiser |



OUR SERVICE BUSINESS MODEL

Software Folks has a cost-effective, scalable and innovative business model which provides flexibility for 24x7 operations. We have established strong processes, proprietary methodology and best practices for enhanced value proposition and cost savings to clients.

We service a broad and diverse nature of skill sets and our flexible engagement model encompasses:

- Strategic Staffing Services
- Vendor Consolidation Program
- Business Process Outsourcing
- Recruitment Process Outsourcing
- Management Solutions and Services
- Build, Operate, Transfer
- Enterprise Application Integration
- Oracle Application Services

Strategic Staffing Services

Our recruiting experience is anchored in our disciplined staffing fundamentals and based on a solid understanding of a company's human resource goals. Software Folks provides

business process outsourcing

logistical efficiency in planning, acquiring and optimizing talent in every employment opportunity in which it participates.

Our **SelectStaff and VirtualRecruiter** service model attracts an impressive pool of talent and enables our clients to find suitable and talented people and reduce risks. Clients are able to manage their growth, evaluate quality candidates and increase overall productivity.

Our **Temporary Staffing Solutions** are customized to meet specific client needs and find the fastest route to the best resources available. Short-term projects require highly specialized skills and benefit from an infusion of the latest technical abilities. We draw on our research and profiling instruments to recruit and retain top-level contractors.

Our **Contract to Hire** employees go through regular interviews, reference checks and testing. At the end of the contract, our clients have the option to hire the assigned employee. This allows the client to try out a key resource before making a full-time hire.

Our **Permanent and Direct Hire** services leverage the breadth of our experience to assess, attract and appoint the best talent. Our presence in multiple locations enables our recruiters to act effectively in resource mobilization and deployment.

Vendor Consolidation Program

This is a comprehensive, scalable program to acquire, manage and streamline contingent staffing services. Based on a review of the client's current business environment, the Software Folks team drafts a road map for an optimal long-term human resource strategy for clients. Supported by qualified process executives, our Vendor Consolidation Program enables clients to work out favorable long term deals with fewer vendors and thereby drive volume discounts and better partnerships for consistent business.

Business Process Outsourcing (BPO)

Our BPO services help clients transfer some of their repeated non-core and core business processes to achieve cost reductions while improving service quality. An effective BPO encompasses much more than just changing who is responsible for performing the process. As a service provider,

we not only take on the responsibility to manage the function, but also re-engineer the way the process has been traditionally done and look at options to IT enable it.

Recruitment Process Outsourcing (RPO)

Our RPO services enable clients to outsource or contract out select components/processes within the recruitment cycle. Typically, standardized screening, online/database research, resume processing and other non-consultative or non-core competency processes of a company's HR function are outsourced.

Software Folks has developed a proprietary multi-channel sourcing strategy along with structured recruiting tools, quality standards and best practices. Our effective RPO arrangement provides clients with:

- smooth migration of talent acquisition processes
- flexibility and agility to ramp up staff
- improvement in the quality of new hires by providing a large talent pool
- reduced recruiting costs and hiring cycles through better use of technology

Management Solutions and Services

Software Folks provides strategic management solutions and services to give clients a distinct edge in today's highly competitive market. Clients can address their business and technology challenges and are able to take on two transformation paths – **Business Alignment & Re-engineering** and **Business Process Automation**.

Business Alignment & Re-engineering services relate technology service management with specific business processes, key performance indicators and risk management policies. By implementing our Business Process Automation solutions, clients can automate daily activities and workflows, building upon the established value of ITIL processes and the ITSM approach.

Our team of management consultants consists of highly experienced professionals with an expertise in various vertical segments including - the aeronautical industry, pharmaceuticals and communications. Additionally, they bring solid experience of working at senior levels in the big four consulting firms.