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Gain the Strategic Advantage for your Company

Guident Brochure

----------------- *Opening* ---------------------

To succeed in business today, you need quick delivery of flexible, innovative, cost-effective solutions that improve the bottom line.

You want solutions, not hired guns.

You want straight talk, not buzzwords.

You want experienced, effective guidance to meet the escalating challenges of today's business environment.

Guident provides all this and more. We're all about solving business problems, not pushing technology. And we have the experience to help you navigate the maze of competing technologies to arrive at your solution. Since 1996 Guident has helped solve our clients' business problems by delivering IT solutions that enhance the bottom line.

Real World Experience, Real World Solutions

Guident offers you a team of veterans with the experience to distinguish a good idea from a bad one. We've been there and done that. As a result we know how to plan, scope, and estimate projects right the first time. Our mature, innovative Systems Development Approach focuses the development process on your business needs. Plus, with Guident, there are no surprises:

You can use the Guident Project Dashboard to keep tabs on up-to-the-minute project progress and issues.

The Guident Result: Smooth running projects and successful solutions.

Out of the Lab and Into Your Enterprise

In Guident's Solution Center, we test the newest technologies, keeping you on the leading edge while avoiding the bleeding edge. Our investigators put new technologies through their paces, evaluating their stability and ability to deliver bottom line value to our clients. Once we are satisfied with the effectiveness and applicability of a pioneering technology, we incorporate it into our practice, giving you the benefit of innovation without the risk that often accompanies it.

The Guident Result: Innovation without the risk.

Bottom Line Business Solutions – Guaranteed

We help you achieve quick payback by focusing on appropriate technologies to solve business problems. We care about making your business more efficient by streamlining processes to eliminate non-value adding activities.

Solutions which allow our clients to take advantage of new business opportunities, business, help the streamline, plug revenue leaks.

The Guident Result: We guarantee our work and your satisfaction.

------------------------ *Customer Needs* -----------------------

Find the Money that's Hiding in Your Data…

Do you struggle with getting critical data in the hands of the people that need it? It's a common problem: You have the

information required to manage your business, but it's submerged in numerous databases across your company. Guident helps companies like yours achieve rapid ROIs with Business Intelligence solutions that enable you to quickly bring together and disseminate information in meaningful combinations.

We can help your organization discover the knowledge within your enterprise and put it to use earning you money.

Find the Money Wasted Through Inefficiencies …

Do you struggle with inefficient business processes? Your company could be leaking money due to outmoded, manual back office procedures, data pockets isolated behind functional walls, or a supply chain hampered by fragmented data and communications. The solution is electronic information sharing and business process automation – across the enterprise, across your trading partners, and across your employee base – but how to get there? You can start by eliminating redundant data entry and automating a few processes and yet still face questions:

- Are you integrated with your customers and suppliers or do you continue to rely on email, fax and telephone calls?

- Have you realized the cost savings associated with allowing customers to directly access their account information over the Internet?

- Do you allow your suppliers line-of-sight into your planning process?

- Have you implemented self-service solutions to reduce internal administration?

In today's fast-paced, competitive business world, it is not enough to simply make slow progress at integrating the complex web of legacy systems. To remain competitive – to even be in the race – you need to understand the technologies available

and quickly realize their benefits. Guident helps companies like yours streamline their business processes, automate their supply chains, and achieve real results.

We can help your organization use technology to improve your efficiency, become more agile and responsive, and gain a sustainable competitive edge.

----------------------------- *Services* -----------------------------

Oracle E-Business Suite Services

Oracle's E-Business Suite is the industry's first application suite of Web and Java-based applications that allow companies to put their customer interactions, internal operations and supply chain on-line, enabling quick linkages with both suppliers and customers for a seamless business process.

Guident's experienced Oracle E-Business Services team can assist you with the entire breadth of your Oracle implementation, from project planning, analysis and design through configuration, integration, conversion, training, cut-over and post-implementation support. Whether you are a first time Oracle applications customer or preparing for the latest upgrade, Guident can bring together a team of functional, technical and DBA resources to make your implementation go smoothly.

Our Oracle implementation methodology provides you with a field-proven approach to your implementation of:

- Financials
- Projects
- Supply Chain
- Internet Procurement
- CRM
- HR
- Self-Service Applications
- Business Intelligence

Oracle Custom Development Services

When off-the-shelf software does not meet your needs, you may need to customize existing applications or build solutions from the ground up. Our Business Analysts, Technical Architects, and Software Developers work with you to design and build custom application solutions to your business problems.

As with all our engagements, we follow a disciplined, focused, but flexible methodology to understand the business requirements and to engineer the solution that fits your needs.

Business Intelligence Development Services

Companies capture vast amounts of data each day. Chances are your company has a myriad of systems spanning numerous business processes that collect everything from AP invoices, customer orders, point-of-sale transactions, inventory receipts and issuances to work orders, marketing campaigns, and so on. Data is great, but turning it into knowledge is essential if you are to get actionable insights out of what your business is telling you.

You can gain a competitive advantage by bringing this information together and analyzing it in meaningful combinations. Since 1996 Guident has created empowering solutions that give companies like yours access to **relevant**, **integrated** data **anytime**, **anywhere**. As a result Guident clients make better business decisions through intelligent use of their data.

Application Integration Services

In today's business environment, victory goes to the swift. To keep pace, your organization must quickly evaluate and prioritize your business and technology needs, select best of breed solutions, and then integrate them so they work in concert. You need to develop best practices and solutions that tightly integrate operations in order to retain competitiveness and enhance growth. Those who are slow to act risk:

- loss of business opportunities,

- loss of customers,

- loss of advantage against other competitors who take steps to ensure enterprise-wide integration

Since 1996 Guident has helped companies like yours integrate their business processes, data, and systems. Whether you want to more tightly integrate with your suppliers and customers, or integrate data and processes on an enterprise-wide scale, Guident has the knowledge and experienced resources to help you succeed.

----------------- Company Background ---------------------

About Guident

Guident Technologies is an IT solutions firm. Former Price Waterhouse consultants founded the company in 1996 based on their belief in providing the disciplined methodologies of the Big Five with the flexibility and cost benefits of a smaller practice unit.

Guident specializes in building and implementing Oracle-based solutions that provide sustainable value – enabling business integration, promoting customer care, improving financial management, and providing actionable business intelligence. Guident delivers on these values through services in four primary areas:

- Oracle E-Business
- Business Intelligence
- Application Integration
- Oracle Custom Development

Led by a seasoned management team, Guident partners have over a half-century of business and IT consulting experience in the private and public sectors. Leveraging our experience with industry leading technologies from Oracle, Guident project teams create bottom-line business solutions for our clients.

By focusing on results, Guident has gained the confidence of leading companies such as Nextel, PSINet, Lucent, Deloite & Touche, and PricewaterhouseCoopers, among others. In addition, Guident provides GSA-supported services for government clients, and has worked with various public agencies such as the US Department of Labor and Department of Transportation.