



Comprehensive IT, BPO, and Engineering Solutions

Perot Systems: A Proven Industry Leader

- Founded in 1988 by a team of eight technology industry pioneers, including Ross Perot.
- Fortune 1000 corporation with 2008 revenues of \$2.8 billion.
- Employs more than 23,000 associates serving more than 1,000 clients in North America, Europe, the Middle East, and Asia.
- Maintains a global network of delivery centers and manages more than 288,000 desktops, notebooks, and servers worldwide.
- Named to Fortune's "Most Admired Companies in America" list for IT Services for third consecutive year (2006-2008).
- Won six Outsourcing Excellence awards over the past five years (presented annually by the Everest Group and Forbes magazine).
- Ranked the number one "Information Technology Outsourcing Vendor" in the 2008 Black Book of Outsourcing.

We Specialize in Serving Industrial Products Companies

Perot Systems provides outstanding capabilities and successfully serves clients throughout the industrial products industry, particularly in the process manufacturing and transportation equipment markets. Our Commercial Solutions Group accounts for approximately 25 percent of our \$2.8 billion in annual revenue (2008) and today our clients include a broad range of industrial products manufacturing firms with operations in North America and Europe. We offer technology solutions and business process services to steel mills, steel service centers, paperboard mills, and chemical processors, as well as manufacturers of automotive parts, construction equipment, agricultural equipment, aircraft components, consumer durable goods, medical equipment, scientific instruments, and computer equipment.

As Perot Systems has expanded our operations over the years, our service portfolio for commercial enterprises has grown from traditional IT infrastructure services to now also include: applications solutions development and management, support for ERP implementations (SAP, Oracle, JD Edwards, PeopleSoft, Red Prairie, and others), product design engineering services, and financial transaction processing services.

Aligning Services to Business Objectives

At Perot Systems, our client engagements have shown time and again that aligning services to meet business objectives is best achieved with a combined focus on people, processes, and technology. We work with each client's executive team and front line management to focus on addressing core processes and leveraging best practices to build a roadmap for improvement. This roadmap is the foundation for determining the best approach for creating sustainable value. As evidenced by our client successes and industry awards, Perot Systems has earned a reputation for meeting challenges and exceeding expectations in difficult situations at more than 1,000 clients worldwide.

Examples of our work with industrial products clients include:

- Implemented an Oracle enterprise system along with reengineering the manufacturing, logistics, and financial processes for a paper company spin-off
- Reengineered the cab for concrete mixer trucks increasing space and driver comfort for a heavy-duty truck manufacturer
- Rationalized the information systems infrastructure to reduce costs for two paperboard companies that merged operations
- Developed and implemented customized enhancements to a core SAP enterprise application solution that supports steel manufacturing and logistics; these enhancements are now in use at several steel clients
- Implemented a JD Edwards enterprise system along with reengineering processes for a pharmaceutical firm
- Reduced client billing expense by 40 percent for a document management services firm

In addition to all levels of technology and application support services, one of our core business process improvement specialties is assisting companies by improving their back-office service quality while lowering their total operational costs. By engaging Perot Systems to handle specific business process functions, your company can gain

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efficiencies by taking advantage of our experience, technology, and economies of scale. The result is that you can shift your current fixed cost model into a more manageable variable cost structure that is adaptable as resource needs change.

The Perot Systems Difference

Perot Systems has broad-based experience helping companies similar to yours. We can use our best practices methodologies to leverage proven solutions while bringing a collaborative and flexible approach that helps identify your unique needs and goals. We also understand that the new economics require cost efficiencies and expenditure justification that are not just "business as usual." Our goal is to help your company be more competitive as you look for better ways to serve customers while seeking opportunities to lower business costs.

We would appreciate the opportunity to discuss your business situation and how Perot Systems can be of service to you as we collaborate to explore ways to align our services to your changing business requirements. We invite you to contact us at 972-577-7838 or email commercial@ps.net.

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