

EXPERIENCE INSIGHT TECHNOLOGY PARTNERSHIPS ENERGY KNOWLEDGE

# COTELLIGENT

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**STRUCTURE** without boundaries





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**MARKET DOMINANCE. NOT JUST MARKET PRESENCE.** It's what your company has worked hard for. It's your reward for dreaming big and planning intelligently over the years. But now, things are changing. Paradigms are shifting. And the old framework for doing business is giving way to a new, challenging economic reality.

**ARE YOU PREPARED TO EXCEL IN THESE NEW CONDITIONS? DOES YOUR BUSINESS STRATEGY HAVE THE FLEXIBILITY TO MAINTAIN OR EVEN BOLSTER YOUR MARKET POSITION? OR, IS YOUR PLAN TO SPEARHEAD A BOLD, NEW BUSINESS ANCHORED IN REALITY?** Let Cotelligent provide you with the answers, the methodologies, and the proper toolsets. It's what we do—provide the structure to excel where the known boundaries no longer exist.

Cotelligent is a global consulting firm, delivering end-to-end information technology solutions that power forward-looking businesses. We help your company capitalize on data, moving it, molding it and making it accessible at the speed of light, anywhere, anytime, and through any number of media or devices. In short, we position your business to not only keep up with the new economy, but to drive it. We can build a strong foundation where there was once only an idea. **WE CONCEIVE AND CONSTRUCT MARKETS WHERE THERE ARE NO WALLS AND BUILDINGS. AND WE HELP LEADING COMPANIES MAINTAIN A LEADING EDGE,** even as the fast-moving tides of technology shift the sand beneath our feet.

## Leadership in the New Business Order.

AT COTELLIGENT, WE HAVE BROUGHT TOGETHER A DEEP, MULTI-DISCIPLINARY ROSTER OF BUSINESS EXPERTS, TECHNOLOGISTS, PLANNERS AND IMPLEMENTERS who are dedicating their talents to changing how the world does business. Today, we stand ready to take up your challenge.

Your Cotelligent engagement team will consist of a unique combination of business strategists, project managers, systems analysts, business analysts, application consultants, network engineers and architects. Each team member has compiled a long, successful track record in his or her discipline; actually, multi-discipline, since many of our experts combine a technical background with vertical industry expertise that is hard to match. Cotelligent has an intimate understanding of financial services, technology, telecommunications, manufacturing and other industries. Further, we're familiar with the subtle realities of each industry, and we factor this knowledge into our innovative strategies and technologies. This informed viewpoint enables your Cotelligent team to properly identify a winning approach and process that will propel you to a leadership position, no matter what industry you're in.

**eBUSINESS SOLUTIONS:** Cotelligent understands the Internet as a business imperative. We know how to get your business online, enabling commerce or back-office access... how to build scale so that online growth is a certainty, not a probability...how to build customer loyalty through powerful client service applications...and how to properly integrate online and "bricks & mortar" enterprises for total market penetration.

**mBUSINESS SOLUTIONS:** Without wires, without limits, but definitely not without a method. Cotelligent has made a substantial investment in the development of mBusiness technology and can serve as your strategic partner in this burgeoning arena.

**ENTERPRISE SOLUTIONS:** The new business infrastructure; the girders of the new towers of industry. Complex and all-encompassing, it can be the single most important factor in success—or the one roadblock that can stymie growth years after an ill-chosen commitment to the wrong technology. Cotelligent's extensive knowledge of enterprise software and our success in implementing enterprise-wide solutions form the backbone of our eBusiness and mBusiness offerings. And our proficiency in connecting enterprise data to wired and wireless devices sets us apart from the pack.

**STRATEGIC CONSULTING AND ASSESSMENTS:** Our assessment teams can help you identify the technological strengths and weaknesses inherent in your current business processes and outline a course for the future; one that not only improves current functionality, but strengthens your position in customer service, security, communications, data management and Web site operation.

Count on Cotelligent to build a strong foundation where none existed before. Your competitive advantage is our top priority.

VISION

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**eBUSINESS SOLUTIONS**  
Web-Enabled Applications and Custom-Developed Solutions  
Strategy  
Advanced Web Sites  
Supporting Infrastructure  
eStore Front  
eProcurement  
eSales Support  
eCustomer Support  
eLearning  
eManagement

**mBUSINESS SOLUTIONS**  
Mobile Middleware Implementation  
Mobile Interfaces  
Hosting

**ENTERPRISE SOLUTIONS**  
Customer Relationship Management (CRM)  
Enterprise Resource Planning (ERP)  
Network Services  
Business Intelligence  
IT Education

**STRATEGIC CONSULTING AND ASSESSMENTS**  
"Leader" Business Enterprise Assessment  
Operational Assessment  
General IT Assessment  
IT Skills Assessment  
Web Site Assessment  
IT Security Assessment  
Executive/Manager ERP Education  
Software Process Engineering Consulting

VISIONARIES. PIONEERS. LEADERS. PEOPLE WHO FIT THIS DESCRIPTION HAVE THE GIFT OF SEEING POSSIBILITIES WHERE OTHERS SEE THIN AIR. THEY ACT WHILE OTHERS GRAPPLE WITH THE LIMITS OF KNOWN CONCEPTS, AND STRUGGLE WITH THE BONDS OF CONVENTIONAL REALITY. AND THEY CREATE MAGIC. THE KIND OF MAGIC THAT CHANGES THE WORLD AROUND THEM.

# PARTNERSHIP

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EVEN WHEN YOUR GOAL IS TO BE THE COMPANY THAT SITS ATOP THE HEAP, YOU CAN'T DO IT ALONE. YOU NEED STRONG ALLIES TO HELP YOU GET THERE. WE RECOGNIZE THAT FACT, AND HAVE TAKEN STEPS TO GIVE YOU THE LEVERAGE OF HIGHLY STRATEGIC ALLIANCES WHEN YOU, IN TURN, ALLY WITH US.

## It's What You Know. And Who You Know.

PERHAPS THE MOST OBVIOUS RESULT OF THE DIGITAL REVOLUTION IS THAT THE WORLD HAS BECOME A MUCH SMALLER PLACE. The Internet, the computer, mobile technology and information services have shrunk distances, and dramatically increased the rate at which information travels across the globe. Information itself, as much as tangible goods and services, has become the product, the currency of commerce. But the old adage, "No man is an island," still applies. And in the bold new world we live in, key alliances are all-important.

This is yet another reason to choose Cotelligent as your bridge to the future in the new economy. We enjoy the resources and depth that come from having strategic partnerships with the companies that form the heart and soul of the new business infrastructure. And the benefits of these alliances permeate every service, every arrangement, every project we undertake. It's this simple: you know that our solutions will work because we've already tested them with the originators of the technology they're based upon—in some cases, before the technology itself was released to the public.

Our list of Strategic Partners reads like a who's who of business:

<b>bSMART.TO</b>	<b>MARKETDRIVE INTERACTIVE</b>
<b>CISCO SYSTEMS, INC.</b>	<b>MORNING STAR INTERACTIVE</b>
<b>CITRIX SYSTEMS, INC.®</b>	<b>MY SAP.COM</b>
<b>COMPAQ® COMPUTER CORPORATION</b>	<b>PEOPLESOFT</b>
<b>DELL COMPUTER CORPORATION</b>	<b>RESEARCH IN MOTION</b>
<b>EXODUS COMMUNICATIONS, INC.</b>	<b>SCREAMING MEDIA™</b>
<b>ICOMXPRESS</b>	<b>SPRINT®</b>
<b>KNOSYS™</b>	<b>VIGNETTE CORPORATION</b>
<b>MICROSOFT CORPORATION®</b>	<b>WHITE HORSE INTERACTIVE</b>

The depth of Cotelligent's knowledge in our partners' technologies creates a synergy you won't find anywhere else. In dealing with the technology and tools of these leading companies every day, we have vast experience at making our relationships work together. Whether software or hardware, operating systems or disparate networking structures, we've got direct experience with all of them. And we've had considerable success in delivering solutions that guarantee the right fit for your business. We know how to apply our tools to the task at hand, enabling you to maintain your competitive advantage.

"Since the launch of our new and improved site, we have already witnessed an impressive return on investment. [Our Web site] now demonstrates a more rapid response time in its transaction processing, which has predicated an increase in the number of our transactions and our product sales. Cotelligent also streamlined our site's administrative functions, providing [us] with a greatly enhanced reporting function and a simplified process for adjusting our site content."

Cotelligent Client,  
click-and-mortar content and  
eCommerce site

"We needed extensive technology expertise—systems integration, Web site development and database connectivity. Cotelligent not only has highly knowledgeable resources for all of these areas, but is extremely responsive, hands-on and ensures that milestones are reached and timelines are met."

Cotelligent Partner,  
creator of eCRM platforms for  
manufacturers and retailers

"A quick, successful implementation, on time and within budget, was paramount in our selection process. The ERP solution that Cotelligent helped us select was superb and smoothly integrated with our existing accounting system. I was greatly impressed by the knowledge and abilities of the Cotelligent team of consultants on my assignment. We were implemented in under 90 days, and started up without a problem."

Cotelligent Client,  
video media integrated  
services firm

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AS COMPLEX AS IT MAY SEEM ON THE SURFACE, THE CONCEPT OF CAPITALIZING ON EXPERIENCE IS SIMPLER WHEN IT IS REDUCED TO ITS BASIC STEPS: KNOWING WHERE YOU ARE, IDENTIFYING WHERE YOU'RE GOING, THEN LEVERAGING LEADERSHIP TO CARRY YOU FROM POINT A TO POINT B...AND BEYOND.

## New Business. No Wires. No Limits. But there IS a Method.

**THE INFLEXIBLE OLD INDUSTRY MAGNATES ARE QUAKING IN THEIR BOOTS. BECAUSE ALL THE RULES ARE SHIFTING.** The old blueprints for success no longer apply. The way people do business is evolving. Products that used to come from sprawling factory complexes are now delivered from servers. The former delivery infrastructure of rail lines, trucks and cargo jets is being augmented, and in many cases, circumvented, with fiberoptic lines...and even, through thin air itself, with no wires at all.

But all this change also brings opportunity. A chance for forward-thinking businesses to transfer their dominance to new arenas. The old rules of planning, bold vision, strategic partnership and flawless execution still hold true. Only the practices and the skill sets have changed.

The Cotelligent recipe for success is as flexible as it is robust. We excel at new business planning and execution at all levels, so you can choose your implementation from a complete menu of services and solution sets. Rely on Cotelligent to guide your eBusiness or mBusiness charter from initial concept through to completion. Or engage a tactical team to bring specific technological knowledge or capabilities to bear, keeping your project on schedule. Or anywhere in between. In the end, you can count on making your plans for market dominance a reality, no matter which arena you compete in.

Leading corporations have engaged Cotelligent teams to:

- Launch new ventures or products
- Enter new markets
- Introduce new industries
- Protect hard-won market share
- Maintain competitive edge
- Transition from a "bricks & mortar" model to an eCommerce model
- Enhance or overhaul customer service and support
- Improve the management of business data
- Implement state-of-the-art PeopleSoft, SAP and Oracle solutions
- Drive business data to wired and wireless devices, anytime, anywhere

The secret to Cotelligent's success is our approach. We start with an eye on the finish line. Outlining objectives, determining possibilities, weighing options. Then we develop a custom plan to get the job done, step by step. Once an action plan is in place, we identify the kinds of skill sets and team personnel necessary to deliver. We then put our most qualified people on the engagement. Thus, depending on your unique situation, we develop a custom implementation strategy, schedule and success criteria. And we execute it with the velocity needed to keep you competitive and to make your presence felt in the new economy.

Here are just some of the companies that have created or maintained market dominance while leveraging Cotelligent solutions:

Akamai  
Aventis Pasteur  
Bank of America  
BMW Financial Services  
General Dynamics  
Intel  
InterviewNow.com  
Lucent Technologies  
MarketDrive Interactive  
MarketSource  
Microsoft  
Tritel Communications, Inc.  
Washington Mutual Finance  
WebMD

"We were working late nights under very tight deadlines for our product launch, and Cotelligent came in and really delivered what they said they would. [Cotelligent's] knowledge of the technical requirements was excellent, and they successfully designed and developed our entire customer service application. Any issues that arose were confronted head-on and quickly resolved. I couldn't have asked for a better group to work with."

Cotelligent Client,  
dotcom company

# RESULTS Vision Becomes Reality.

## AN eCommerce SOLUTION THAT FITS

A supplier of buttons, labels and other non-fabric items to garment manufacturers contracted Cotelligent to create a relational database system to augment customer service and to store relevant information pertaining to their business model to better accommodate anticipated future growth. The result was an integrated eCommerce and ERP system that changed its style and content according to the user and the user's relevant function. Customers and vendors now see Web pages with customized account, delivery and product information. Internal staff see the same organization from their respective departmental point of view. And the beauty of the entire system is that business data is used and leveraged strategically faster than styles change in Paris.

## RX FOR MARKET INNOVATION

The Internet presence for a leading American drugstore chain needed to offer its customers next-day delivery of quality prescription and non-prescription medications. To augment customer service capability, reduce expenses and simultaneously address the challenges of drug utilization review requirements for prescriptions, Cotelligent was called in to design and implement their online prescription drug service.

The challenge was very technical and had a strong legal and ethical component: not only did the system need to be secure for Internet transactions, and ensure patient privacy and the doctor/patient privilege, it needed to satisfy rigid requirements for endorsement by the National Council for Prescription Drug Programs (NCPDP). The result was what both doctors and patients ordered: a streamlined system that allows patients to fill prescriptions more conveniently, while still maintaining the strict integrity of legal and ethical guidelines for the prescription drug dissemination process.

## IMPLEMENTATION: ON TARGET

When a leading supplier of sophisticated defense systems to the United States and its allies decided to standardize on an ERP solution across eight different business units, they turned to Cotelligent to aid with the complicated implementation process. Cotelligent passed muster because of our experience with the same wide range of human resources and administrative software packages that could be found throughout this international organization.

Cotelligent was instrumental in consolidating the many existing systems into one central ERP system across all business units. During implementation, the company was in an aggressive growth mode, and despite the acquisition of seven new corporations and 15,000 new employees, Cotelligent's expertise helped keep the implementation on course to achieve success.

**MISSION ACCOMPLISHED. AGAIN AND AGAIN.** Cotelligent takes pride in consistently delivering the goods. Helping market leaders chart new paths in the wilderness that is the new business order. Starting with an idea of how business can be done better, more efficiently, and by better leveraging the power of data and the exchange of information, we unite solutions with strategy. Momentum with mobility. Excellence with enterprise. And promise with partnership. **THE RESULT?** More names added to the rolls of leading companies strategically positioned to take their businesses, and their industries, to a higher standard.

**LET'S START BUILDING THE STRUCTURE THAT WILL EXPAND THE BOUNDARIES OF YOUR BUSINESS TODAY.** We'd like to add your name to the list of leaders who have achieved competitive advantage through the application of technology and strategy. It all starts by contacting Cotelligent—the people who transform vision into reality...every day.

VISIT [www.cotelligent.com](http://www.cotelligent.com)

