



CPM Braxis A Case of Collaboration

September 2009

CPM Braxis Proprietary and Confidential



Introduction

CPM Braxis

- ❑ Latin America's Leading IT Services Provider
- ❑ Annual Revenue in excess of US \$500 million
- ❑ 5,500 Employees and 27 Years of Experience
- ❑ Service Lines:
 - ✓ Infrastructure Solutions
 - ✓ Applications Outsourcing (AD&M and QA)
 - ✓ Business Solutions
 - ✓ IT Consulting

The Client

- ❑ One of the World's Largest Hedge Fund Administrators
- ❑ Technologically Sophisticated Company
- ❑ Worldwide Reach
- ❑ Business Units:
 - ✓ Fund Services
 - ✓ Banking & Custody Services
 - ✓ Financial Products
 - ✓ Corporate & Trust Services

Relationship Background

- ❑ September 2007: two-person staff augmentation assignment
- ❑ Today: 100+ CPM Braxis professionals
- ❑ Services provided: AD&M, QA, and Infrastructure Solutions

CPM Braxis



The Right Building Blocks



The Right Technology Skills



Successful Relationships

CPM Braxis Building Blocks

Near Shore Location

Our physical proximity to the Client benefits the relationship:

- Similar Time Zones
 - ✓ In-sync Work Schedules
 - ✓ Better Problem Management
 - ✓ Iterative Agile Programming Methodology
- Low-Cost Location Leverage
- Reduces Client Travel Fatigue and Costs
- Lowers Client Telecom and Travel Costs

Cultural Affinity

Our cultural proximity to the Client benefits the relationship:

- Facilitates Cross-Training
- Improves Communication and Teaming
- Creates Transparency
- Increases Interaction



- Improves Productivity

Easy to Work With

Our dedicated approach benefits the relationship:

- Sharp Project Management Focus
- Commitment from Top Executives
- Fast and Responsive
- Collaborative
- Flexible

Vertical Expertise

Our deep industry experience benefits the relationship:

- Financial Services - 55% of CPM Braxis revenue
- Brazil - World's most technologically advanced banking system (Source: World Bank & IMF)
- CPM Braxis has provided IT solutions to 8 of Latin America's 20 Largest Banks as well as various leading global financial institutions

Selected CPM Braxis Technology Skills

AD&M

2,780 Professionals

- ❑ COBOL, Java, J2EE, .NET, C/C++
- ❑ Oracle, BEA Weblogic, WebSphere
- ❑ Mainframe plus New Technologies
- ❑ MS OLAP, Business Objects, Cognos, Informix
- ❑ DB2, SQL
- ❑ XML Schema, XSL/XSLT

QA/Testing

500 Professionals

- ❑ Mercury Quality Center, Quick Test Pro, LoadRunner
- ❑ Rational Quality Manager, ClearQuest, RequisitePro
- ❑ Borland SilkCentral Test Manager, SilkTest, SilkPerformer
- ❑ Bugzilla, Mantis Bugtracking System
- ❑ Windows SharePoint
- ❑ Unit, System, Integration, Automation, Performance

Infrastructure

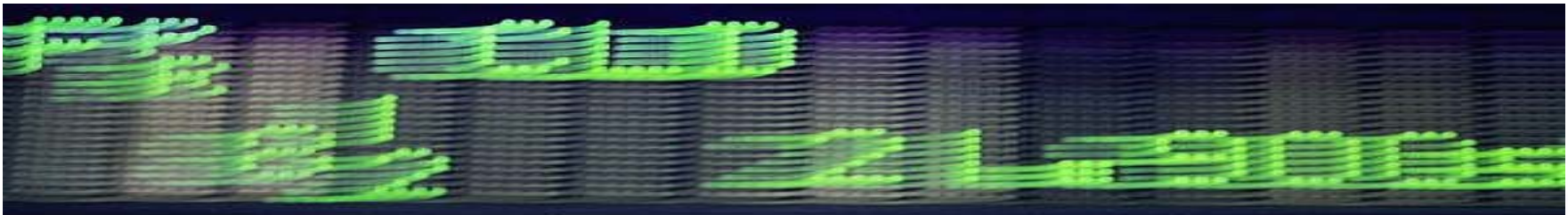
1,750 Professionals

- ❑ Monitoring, Security Management, Administration, Support
- ❑ Infrastructure Support, Application Support, Service Desk, Problem Management
- ❑ Peregrine, CA Tools
- ❑ ITIL / ISO 20000 / SAS 70 Type II Certified



Relevant Client Platforms

- ❑ The client's **custody platform** enables users to search for information related to assets, transactions and holdings; it also provides comprehensive trade and payment management.
- ❑ The client's **banking platform** allows users to create, verify and authorize payments and provides tools to create standing orders and payment templates. These applications were designed to handle a wide variety of financial markets.
- ❑ The client's next generation **hedge fund administration platform** performs Net Asset Value calculations, fee calculations, and integrates orders and placement with other internal and external applications.



CPM Braxis: AD&M and QA/Testing

What We Do for the Client

AD&M since 2007; QA/Testing since 2008

- ❑ Evaluation, development and deployment of new technologies and solutions for multiple platforms
- ❑ Level 2 Applications Support
- ❑ Maintenance and execution of 30,000+ test cases
- ❑ 30 test specialists (manual, automation, performance)
- ❑ Approximately 80 total professionals
- ❑ Adherence to Agile Development Methodologies
- ❑ CMMI 1.2 Level 5 rated center in Salvador, Brazil
- ❑ PC, Mainframe and Web Technologies
- ❑ Key technologies: Mercury Tool Suite, Rational Tool Suite; Java J2EE, WebSphere, Oracle 10g, PL/SQL code, IBM HTTP Server based on Apache, Solaris, etc.



Results & Benefits

- ❑ AD&M modules delivered on-time, on-budget
- ❑ Revision and update of some 20,000 test cases
- ❑ 80% high priority & 60% overall test case automation
- ❑ Execution-time reduced by 80% with automation
- ❑ Operations risk reduced
- ❑ Significant reduction of production defects
- ❑ Lower Costs - Development and Testing activities
- ❑ Application Quality Assurance

“Similar time zones and cultures, coupled with the honesty and commitment of CPM Braxis personnel, enabled the team to achieve a higher level of results than I have seen from other off-shore development partners. Personnel of both companies worked as members of a single team, without productivity-killing silos or inter-company processes.”

Client Team Manager

CPM Braxis: Infrastructure Solutions

What We Do for the Client

Infrastructure Solutions since 2008

- ❑ Servers maintenance, support and administration
- ❑ Remote monitoring: 2,400 core infrastructure elements (Network, Windows, Unix, Linux, AS/400) located in four different Data Centers in the USA and Europe
- ❑ High availability operations, with redundant Operations Centers (São Paulo and Salvador)
- ❑ 24x7 SLA based operations staffed by 27 dedicated professionals
- ❑ ITIL and COBIT based operations, using CA software



Results & Benefits

- ❑ 40% savings on client's recurring costs
- ❑ Client resources freed up to work on other projects
- ❑ Significant improvement in incident resolution rate
- ❑ Clearer service expectations
- ❑ Gold standard setup – patches applied to servers, applications updated, etc.
- ❑ 20% to 30% faster restoration times

“With CPM Braxis performing maintenance and support, our resources can focus more on projects that deliver greater business value and competitive advantage.”

**Client Associate Director of
Operations Center**

Conclusion

The Right Building Blocks

Near Shore Location
Cultural Affinity
Easy to Work With
Financial Services Expertise

The Right Technology Skills

Java J2EE
Oracle
WebSphere
Mercury Suite of Tools
Rational Suite of Tools
CA Tools
ITIL and COBIT

Successful Relationships

High Quality Delivered
Lower Client Costs
Improved Client Performance

CPM Braxis



Ready for the World

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