



FocusFrame Inc. – A Hexaware Company

February 21, 2008
Analyst Meeting, Mumbai

Agenda

FocusFrame Overview

Review of 2007

2008 Outlook

Integration Update

Questions?

FocusFrame Overview

- Award winning global provider of Business Technology Optimization (BTO) services
- Recently elevated to “Platinum” Partner status with HP Software
- Gold level partner with SAP in US, Canada, and Europe
- Focus on large multi-million dollar engagements by building BTO Center of Excellence for large corporations
- Proven methodology around test automation
- Intellectual property (IP) around major ERP and CRM applications like SAP, Oracle, PeopleSoft, Siebel, and .Net applications
- Delivery capabilities onsite, near-shore (Mexico) and offshore (India)

FocusFrame BTO

Understand Customer Business Drivers and Align with Key IT Initiatives

Strategy	Manual Testing	Automated Testing & System Monitoring	Project Portfolio Management
<p>QA Strategy Assessment and Roadmap</p> <ul style="list-style-type: none"> Analyzes and optimizes QA development and processes for comprehensive IT strategy <p>QA Centers of Excellence</p> <ul style="list-style-type: none"> Provides centralized testing organization utilizing shared methodologies, tools, training, and best practices 	<p>Offshore or Outsourcing</p> <ul style="list-style-type: none"> Lowers TCO of testing initiatives <p>Onsite or Nearshore Options</p> <ul style="list-style-type: none"> Provides choice of delivery location based on customer preference <p>Custom or Packaged Solutions</p> <ul style="list-style-type: none"> Offers flexibility and scale to meet customer needs 	<p>Accelerated Functional Testing</p> <ul style="list-style-type: none"> Proprietary methodology and solution to accelerate testing efforts <p>Performance Testing</p> <ul style="list-style-type: none"> Provide a suite of performance tests, diagnoses and benchmarking to ensure optimal application and system performance <p>System Monitoring (Pre- and Post-Production)</p> <ul style="list-style-type: none"> Provide real-time metrics to 	<p>IT Demand and Portfolio Management</p> <ul style="list-style-type: none"> Provide visibility and control over IT demands and deployment of application changes at the enterprise level <p>IT Change Management</p> <ul style="list-style-type: none"> Delivers integrated solutions for managing changes and risks throughout the change lifecycle
 <p>Expert end-to-end services and solutions Flexible delivery options and approaches <small>for monitoring and tracking</small></p>			
<p>Business Technology Optimization Services Consulting</p>			

Review of 2007

- **SAP relationship flourished**
- **Successfully grew despite hardships in 2007**
 - Sub-prime crisis in the US led to the loss of top two accounts
 - Mercury acquisition by HP reduced the deal pipeline
- **Loss in revenue because of the sub-prime crisis was around \$8M (Top two strategic accounts)**
- **Billed 6 new multi-million dollar accounts in 2007**
- **Delivery for 5 accounts commenced in India during Q4 2007**

Review of 2007 (cont.)

- **Added 13 promising clients in 2007**
- **Average Revenue per person increased over 30% as a result of**
 - Rates on SAP engagements in the US
 - Increase in billing rates in Europe
- **Client rates in 2007 range from \$ 120 - \$ 200 / hr**
 - Depends on the service offerings
 - Depends on the geographic locations

2008 Outlook

- **Expect to bill > \$1M (USD) revenue in 12 different accounts in 2008**
- **SAP revenue will more than double in 2008**
 - SAP GDC Relationship to expand significantly in 2008
- **Significant growth in India offshore (>200 resources) and Mexico near-shore delivery team (>200 resources)**
- **Doubling Global Sales Team with dedicated sales force to focus on Account Expansion and Channel Sales**
- **Focus would remain on Anchor Accounts and on leveraging Strategic Alliances**

Integration Update

- **Able to sell higher value business with higher rates in existing Hexaware accounts**
- **Able to sell higher rate offshore work in existing FocusFrame accounts**
- **Leveraging near-shore Mexico resources for existing Hexaware accounts**
- **Joint event participation at shows like Sapphire and HP Software**
- **Both sales teams have been cross trained and well-versed in respective offerings from FocusFrame and Hexaware**

Q&A

