



## International Projects Consultancy Services, Inc.

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### *'Delivering Business Value from Information Technology'*

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“Performance” may be an overused word in the informational technology industry - but we, at IPCS, think of no better way to explain the reason for our success.

Since we first opened the doors in 1996 our growth has been steady, our operation profitable. Year by year we have gained the confidence of organizations from the very small to some of the giants of American business. None of our clients tolerate sub-standard performance. It's a challenge we welcome. Our goal is to become even more responsive to their needs, to deliver products and services that consistently set higher standards for reliability and effectiveness - at a reasonable cost. That's performance, and IPCS is committed to it.

We at IPCS are enthusiastic about the future of the information technology industry and of our company. We are equally enthusiastic about meeting the needs of your organization. At IPCS, Client comes first. We are committed to delivering our quality services to your organization. Our website and our brochures provide you a good overview of IPCS and that it will encourage you to let us be of service to your organization.

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### Our Company

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Since 1996, we've built an organization capable of meeting the needs of the business community.

Our growth has been steady and our operations profitable. We've built a nationwide reputation for high quality services among leading companies in virtually every sector of Business: finance, distribution, manufacturing, insurance, education, retail, transportation, as well as government agencies.

IPCS is large enough to commit whatever resources our clients require to get the job done. At the same time we can respond quickly to the changing requirements of any project. We back up what we produce, staying with the project until the results match - or exceed—the original specifications. And we're always available for on going support services.

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### Our Capabilities

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We've been consistently recognized in state and national magazines, frequently ranking in the top 20 IT companies in Minnesota.

Through the years we've developed expertise in a large number of application areas. The following is a partial list of industries and applications where we have developed custom solution for our clients.



### *Industries*

- Distribution
- Education
- Energy
- Engineering
- Finance
- Government
- Healthcare
- Insurance
- Media
- Process Manufacturing
- Retail
- Transportation

### *Applications*

- Client Server
- Content Management Systems
- Database
- E-Commerce
- ERP
- General Business
- Management Information Systems
- Manufacturing
- Real-Time
- Statistical
- Telecommunications

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## Our People – Experienced and Creative

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Our personnel are experienced consultants, systems analysts and programmers. They possess a wealth of experience in varied disciplines and maintain state-of-the-art knowledge in their specialties. As an example of our technical depth, senior staff members are not only proficient analysts and designers—they must be able to install any system they design. In addition, our people are chosen for their ability to work in harmony with the client's own personnel and for their initiative in responding to unexpected problems.

This flexibility allows us to assume end-product responsibility or work under the client's supervision to deliver a reliable product on time and within budget.

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## Professional Software Services – Our Core Areas of Expertise

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Whatever your requirement, your first contact will be with one of our Account Managers. This individual is very experienced in the data processing industry and can analyze your problem in depth to formulate a solution.

The Account Managers will define requirements, assign personnel and monitor the quality of work and adherence to established schedules. Their primary role will be to assure your satisfaction and provide a vital communication link between your company, our technical staff and IPCS management. Few if any other software companies provide the depth of expertise and attention to detail that our Account Manager do. It is your assurance of a quality product and adherence to schedules and budgets.

Our experience and ability cover a wide spectrum:

- Business Process Re-design/Re-engineering
- Project Management
- Feasibility Studies
- Requirements Analysis
- Systems Analysis, Architecture, Solution Design & Program Specifications
- Data Base Design, Administration & Consulting
- Software Development & Programming
- QA & Testing
- System Documentation



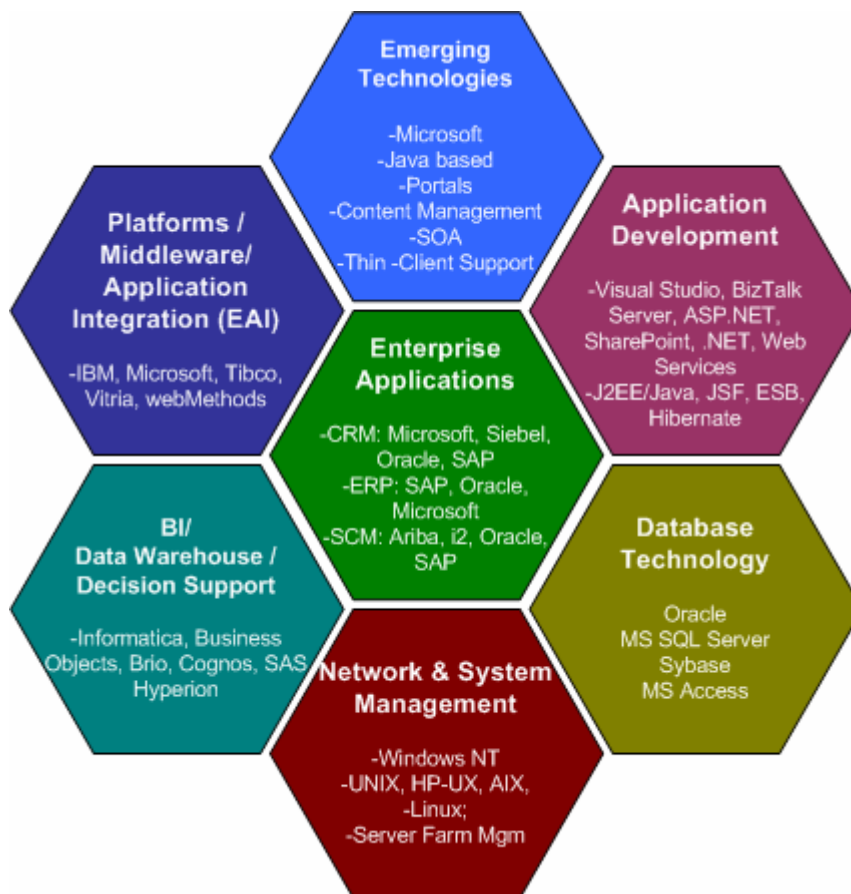
- Maintenance and Support
- User Training
- Package Modification and Installation
- Software Conversion Services
- Systems Integration

Our basic philosophy in Professional Services is to establish a long-term support relationship with our clients that extend beyond the initial development project.

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## Technologies We Support

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## Systems Integration

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Systems integration involves our capability to define the hardware and software enterprise, identify the necessary interfaces and then design and develop a software solution to integrate the data processing elements. In simpler terms, our clients ask us to define the current environment, design the desired environment and then implement the



solution. Systems integration may involve a change in manual processes, a turnkey package solution, a modified package solution or custom development.

Systems integration may be as simple as sharing a file between two systems or as complex as real time integration of resources between two or more hardware environments. In each case, we offer highly qualified professionals to work with our clients to manage and implement integrated solutions.

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## Project Management

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Extensive experience has taught us the necessity of effective project management in order to control costs and insure timely delivery of systems to our clients.

We begin by assigning an experience Project Manager for the duration of a development project.

The Project Manager's first task is to develop a schedule with resource estimates for all tasks required to complete the project on times and within budget. Progress is monitored against this schedule. Experience has shown that this simple technique catches problems before they become serious. Since the Project Manager personally monitors this schedule, he or she is always aware of project status.

All personnel involved on the project complete regular status reports, including hours worked, progress, problems encountered and short term goals. The Project Manager reviews status reports, extends costs, and monitors progress against our estimates.

Another key element is control of scope. The Project Manager initiates a change control procedure, which clearly delineates all deviations from the scope originally specified. He or she estimates the additional resource requirements and obtains client approval. Only then can work proceed on the new tasks.

The system works. The best way to rate our actual performance on end-product responsibility projects is to talk to the client we have served.

Our Project Managers are PMI Certified and have extensive experience in PMBOK methodologies.

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## Application Specific Brochures – attached separately

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### International Projects Consultancy Services, Inc.

#### Headquarter

Interchange Tower  
Suite 1595  
600 South Highway 169  
Minneapolis, MN 55426

Telephone: 952-541-4888    Fax: 952-541-1222    Email: [info@ipcs.net](mailto:info@ipcs.net)    [www.ipcs.net](http://www.ipcs.net)