



### **Business Overview**

Integra Technology Consulting is a consulting and systems integration firm headquartered in Waltham, Massachusetts. Integra delivers the expertise to integrate and optimize complex technologies and data to improve business results. We combine real-world business experience with deep technology expertise, service delivery tools, and proven methodologies from our Business Value Framework to help clients achieve their strategic objectives and drive results.

Integra's roots go back to 1986 when a predecessor company was created to become the first east coast consulting firm to specialize in Oracle technologies and applications. The company was incorporated under the Integra name in 2000. Integra is an Oracle Certified Advantage Partner, which is Oracle's highest distinction, given to a very small percentage of its partners. The *Boston Business Journal* named Integra as the region's 11th fastest-growing private company between 2004 and 2007.

### **Expertise**

*Integra focuses on three core practice areas:*

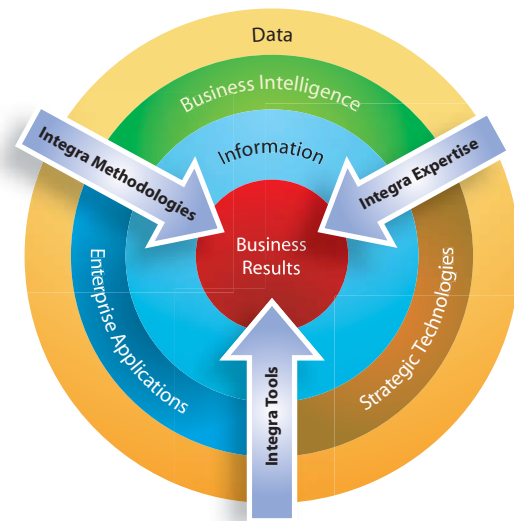
#### **BUSINESS INTELLIGENCE**

Integra's Business Intelligence (BI) consultants are knowledgeable in the products and technologies required to capture data into a data repository and present that data using a variety of applications and tools. Planning, executing, and supporting the right business intelligence solution for your company is a complex challenge. It requires the selection of the right applications, technologies, and tools, the right project management approach, and the right communications within the organization. To gain the best return on your BI investment requires leadership, experience, and versatility. Integra's approach to BI comes from years of

experience in planning, executing, and supporting BI and data management systems to achieve business value for its clients.

#### **ENTERPRISE APPLICATIONS**

Integra's Enterprise Applications consultants help our clients improve the value they realize from their investments in ERP, CRM, and Mobility platforms like Oracle E-Business Suite, Siebel, Salesforce.com, and Blackberry. Integra's Enterprise Application services are focused around helping our clients more effectively plan, execute, and support Enterprise Application implementations and upgrades. Our services are designed to deliver closer alignment of business and IT, improved user adoption, and greater return on investment.

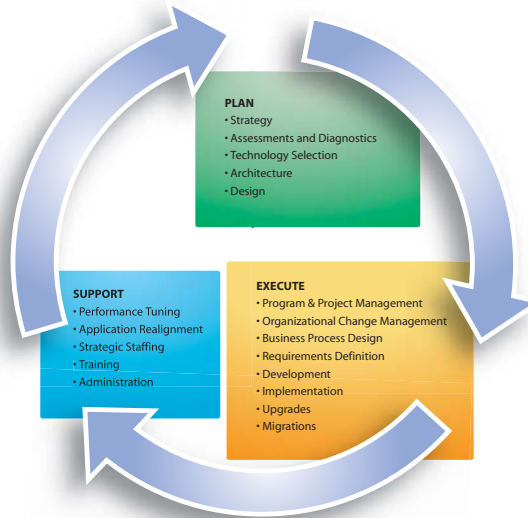


#### **STRATEGIC TECHNOLOGIES**

Integra expert technologists have years of hands-on experience working with a rich set of database technologies, languages, and architectures. Integra consultants are fluent and experienced in technologies such as Oracle RDBMS, Application Server and Streams, SQL, Java, XML and many others. Integra will help your IT organization make the most out of technology to develop efficient, practical, and cost-effective data and information management solutions.

## Services

Integra provides a full range of IT consulting services to help integrate and optimize technologies and data to improve business results. We provide consulting services to plan, execute, and support business initiatives that increase the ROI from your technology investments. Our services include:



**Planning** — Integra provides strategies for your business and technology initiatives, assessments and diagnostics, technology selections, as well as expertise in architecture, and design.

**Execution** — Integra offers full management, design and deployment services including: program/project management, organizational change management, business process design, requirements definition, systems development and implementation, and application and database migrations and upgrades. We specialize in proof-of-concepts to enable risk-free and efficient deployments.



**Support** — Integra's goal is to make its customers self-sufficient in managing their technology infrastructures with support services that include: trouble shooting, performance tuning, stabilization, optimization, application realignment, and training. In addition, as needed, we will find and deploy key technology or business skills to augment your team.

## Business Value Framework

Integra services are based upon its unique Business Value Framework that helps companies integrate and optimize complex technologies to achieve maximum business results. The Business Value Framework provides methodologies, expertise, and tools to help align your information technology infrastructure with business goals. The Integra Business Value Framework is firmly based on our beliefs and values about partnering with clients to achieve results while driving efficiency into the process. This truly is Business Value Delivered...

## Management Team

David Teplow, *Founder and CEO*

Allan Edwards, *CTO*

Doug Catalano, *Managing Partner and COO*

Jim Elkind, *Vice President, Enterprise Applications*

Eric Heine, *Vice President, CRM Consulting*

Steve Tripp, *Vice President, Sales*

Bill Melley, *Vice President, Sales*



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