

CLOUD
ADAPTABILITY
FOR BUSINESS

www.cloud-adjust.com

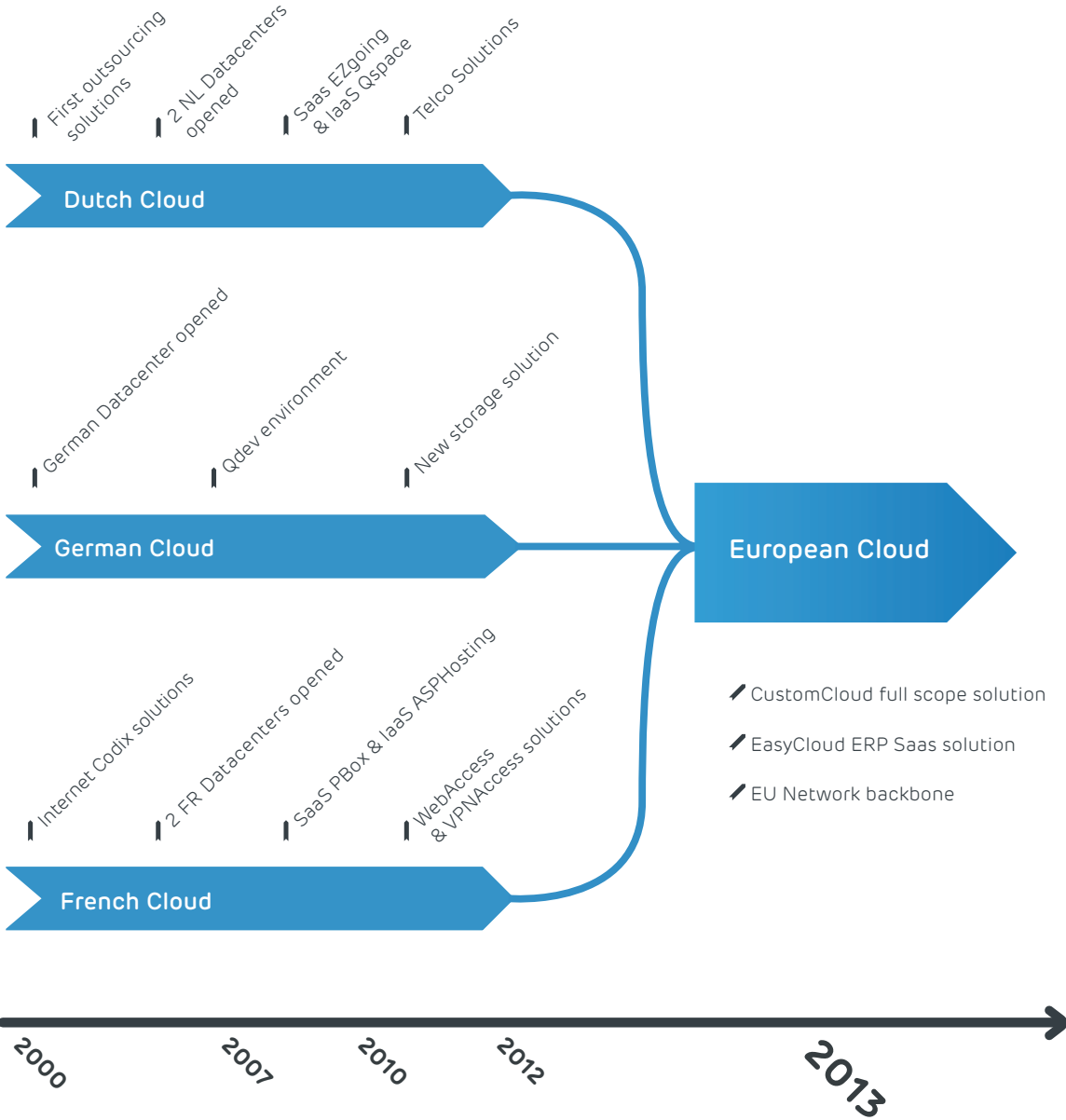
prodware^{TD}

Create and deploy IT solutions for business

Prodware, a Cloud-oriented company

IT applications and customer expectations are continuously changing. Instead of traditional on-premise solutions, many companies are looking for flexible, turnkey solutions that keep abreast of their changing requirements and market developments. The result is the emergence of new forms of IT deployment. These include: rental, subscription, remote support, full infrastructure solutions, pay per use, and more. Many of these new forms of IT deployment can be provided by Cloud solutions.

Prodware has years of experience in software and infrastructure integration and has developed its Cloud capabilities far in advance of the rest of the market. With more than 100 dedicated employees and 4 data centres, Prodware's "cloud adjust" is available to all sized companies. Depending on customer requirements, cloud adjust can be deployed on-site, as a Software as a Service (SaaS) option or a combination of both.



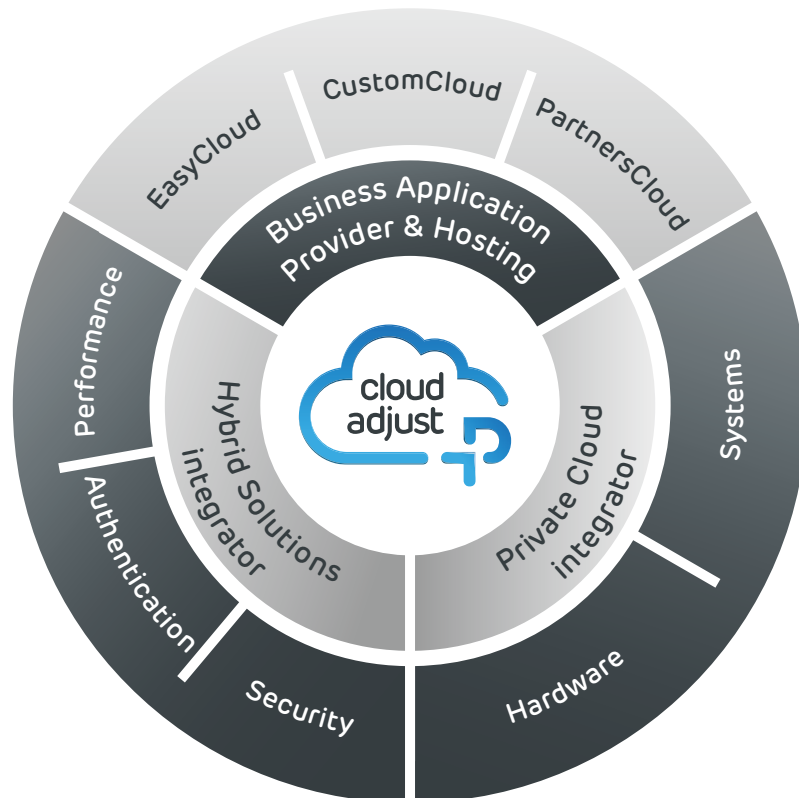
Our Cloud strategy

New cloud developments are changing the face of the IT market. A number of challenges need to be addressed by IT companies to cater for the changing market, such as:

- › Software integrators & outsourced companies are still trying to find their place within the market, which is characterised by customers requiring turnkey solutions and flexible deployment options.
- › Traditional infrastructure integrators, who previously focused on technology, are attempting to reinvent themselves as Cloud “solution” providers.
- › Software publishers are trying to support this technological shift by adapting their solutions for easy deployment in the cloud and by setting up new distribution channels.

The Prodware Group has created a strategy to address all these challenges and is one of the few IT solutions providers who can meet the global needs of customers.

Prodware’s goal is to deliver tailored, flexible solutions, which provide added value to customer’s IT systems. To address market requirements, Prodware’s **cloud adjust** provides 3 options depending on your cloud needs: Application provider & host, Hybrid solutions integrator and Private Cloud integrator. See diagram below:



Our Cloud strategy includes a portfolio of skills and services that will meet a whole host of IT business needs and where appropriate, deployed on-premise and as a cloud option. These include:

- › Software as a Service (SaaS) Cloud solutions, to quickly meet business needs
- › Infrastructure as a Service (IaaS) Cloud solutions, customised for technical & service requirements
- › Outsourcing service, completely flexible and based on customers’ specific needs
- › ERP and infrastructure integration expertise
- › Security and Data Security expertise
- › Commercial knowledge, specifically for customers’ business sector
- › On-site presence at customers
- › Telecommunications services that ensure worldwide connectivity
- › European presence and a worldwide partner network with a wealth of experience in delivering international projects.

Business Application Provider & Hosting

To avoid heavy investments in hardware and software, our customers expect us to provide reliable and flexible Cloud services, which can be adapted to the changing market and business requirements:



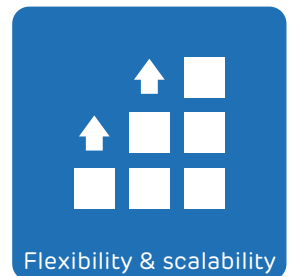
✍ For Small and Medium sized companies (SMEs), which require easy access to the standard, rich functionality of our sector-oriented business software, we provide ready-to-use Cloud solutions. These enable easy access to our Microsoft software packages and add-on solutions for a reasonable price. Our Prodware data centres deliver this Cloud solution under the brand **EASYCLOUD**.



✍ For SMEs and large businesses that are looking for specific technological and functional benefits, comprehensive SLAs and personalised services, we deliver tailored Cloud solutions. With our European Data centres, we can integrate all technical and functional services, for both national and international projects. This Cloud solution is provided under the brand **CUSTOMCLOUD**.



✍ For companies that require best-in-class Cloud functionality, we work closely with our market-leading partners and select the best hosted solutions. With this approach, we are able to advise, integrate and support these solutions that provide our customers with real added value. This solution is available under the brand **PARTNERSCLOUD**.



Hybrid Solutions integrator

The efficiency of business management systems has become increasingly more dependent on optimising the functional and technical building blocks, implemented locally and/or from an external Cloud. Due to our knowledge of software and hardware integration, Prodware is the perfect partner for IT managers who want specialist consultancy in tackling the new challenges of distributed information systems. Our Hybrid Solutions Integrator service therefore covers all your infrastructure needs and includes:

Security:

It must be possible to use strategic business data from any location without any risk exposure.

Authentication:

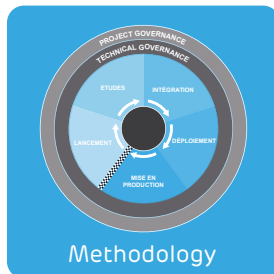
Regardless of the hybrid solution used (Cloud or on-site), users must be able to authenticate themselves easily in order to use the business functionalities whilst operating in a secure environment.

Performance:

Behind the apparent simplicity of the Cloud, IT engineering must apply rules to guarantee the performance of new distributed information systems.

Integration:

Our Cloud specialists guarantee the success of your Cloud migration projects on the basis of our proven integration methodology.



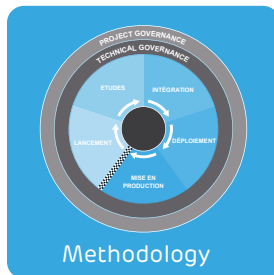
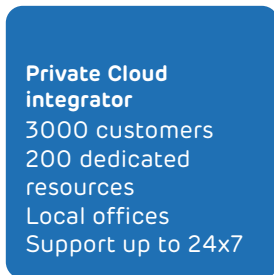
Private Cloud integrator

For companies that want the benefits and the flexibility of Cloud deployment but do not want to rely on external partners for its strategic IT resources, Prodware acts as a Private Cloud Builder.

Using expert IT professionals, proven integration methodology and flexible outsourcing contracts, we implement tailored IT solutions on-site at your premises and support you in managing these solutions, using our Cloud technologies and extensive knowledge.

This 'private' solution benefits our customers by providing all Cloud advantages without relying on third-parties.

Our private cloud solution is delivered on-premise at the customer under the brand **CUSTOMERHOSTING**.







Summary and description of Prodware's Cloud solutions

Our **EASYCLOUD** solution is ready to use, reasonably priced and meets the needs of SMEs seeking standardised solutions that are quick to deploy and tailored to their industry.

Our **CUSTOMCLOUD** approach meets the more complex needs of SMEs and larger companies requiring tailored Cloud deployments, to provide a 360° outsourced solution.

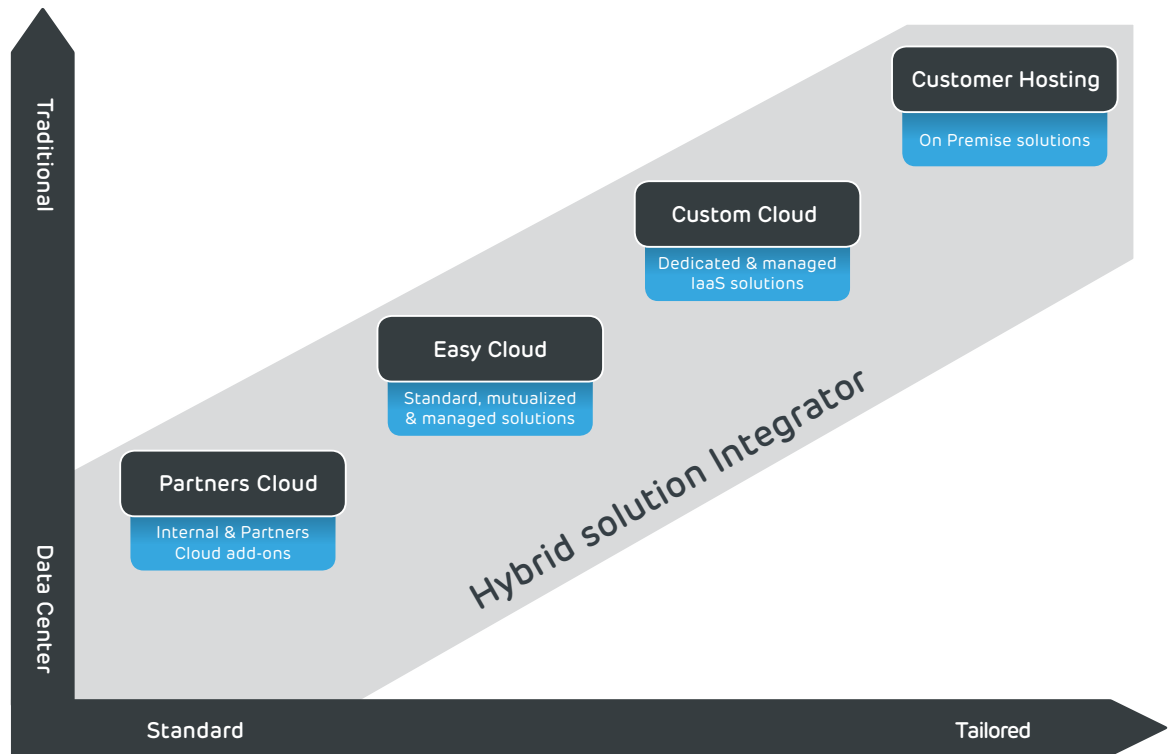
Solutions referenced by Prodware as **PARTNERSCLOUD** complements our cloud services to deliver hybrid information systems.

Finally, with our **CUSTOMERHOSTING** offerings, we complete our Cloud solutions by delivering traditional on-premise systems and services.

Prodware's solutions	 Customer Hosting	 custom	 easy	 partners
Mode	On premise	Managed IaaS Custom : specific design & SLA	SaaS like Standard design & SLA	On premise + SaaS
Financing	Investment	Monthly Pay-per-Use Per resource or specific invoicing unit	Monthly Pay-per-Use Per named user or specific invoicing unit	Monthly Pay-per-Use Per user or device
Hosting location	Customer	Prodware's Datacenter	Prodware's Datacenter	Partner's Datacenter
Investments hardware, warranties, software & maintenance	Customer	Prodware	Prodware	Partner
Virtual platform	Dedicated	Dedicated	Dedicated / Mutualized	Mutualized
Business applications + IP (BA) provided by	Customer	Customer or Prodware	Prodware	Partner
BA Support	Prodware	Option	Prodware	Prodware
BA corrective maintenance	Prodware	Option	Prodware	N/A
Technical support & change	Customer	Option	Prodware	Partner
Data replication in backup Datacenter	N/A	Included	Included	N/A
Disaster Recovery Plan in backup Datacenter	N/A	Included	No	N/A

Prodware Cloud Adjust models

As a Cloud solutions integrator, Prodware advises and assists with your evolving IT environment. From simple on-site hosting to a complex infrastructure, Prodware's **cloud adjust** is the right solution for the job. See possible scenarios in the diagram below:



Our proven Cloud implementation methodology ensures the success of your migration projects and is designed to:

- > Adhere to your Timescales,
- > Be deployed within your Budget,
- > Minimise any impact on your services,
- > Provide start-up assistance.

With the tools available as well as regular Cloud committees organised, our customers have a clear vision of their hosted solution and can share their strategic aims with our team.

Finally, our Cloud solutions are designed with flexibility in mind: the minimum commitment is only 3 months and all of our solutions allow easy On Premise reversibility.

Our Cloud portfolio covers all the integration needs of a hybrid or private IT system

Hybrid Solutions Integrator

<p>Cloud Service solutions</p> <p>cloud adjust easy</p> <p>cloud adjust custom</p> <p>Windows Azure</p> <p>Cloud Methodology Services</p> <p>Opti'Base Services ERP optimisation</p>	<p>Business Cloud Applications</p> <p>Microsoft Dynamics CRM CRM by Microsoft</p> <p>quarks Up[®] solution e-RH HR</p> <p>Open Bee[™] EMS</p>		
	<p>Cloud Collaborative solutions</p> <p>Microsoft Office 365 Collaborative solutions</p> <p>eCom online Fax</p> <p>e-Learning online e-Training</p>		
	<p>Cloud Efficiency solutions</p> <p>SSO/CSO</p> <p>BYOD</p> <p>EAI</p> <p>SecurActive</p> <p>BARRACUDA</p> <p>exinda Monitoring & Optimisation</p>		
	<p>Cloud Security solutions</p> <p>Antivirus online Webbackup online Backup & Antivirus</p> <p>ASPamFilter online Antispam</p> <p>Strong Authentication</p>		

Private Cloud Integrator

<p>Infrastructure Service solution</p> <p>Cloud methodology Services</p> <p>Opti'Base Services ERP optimisation</p> <p>Outsourcing Services</p>	<p>Constructors</p> <p>IBM DELL hp EMC² NetApp</p>				
	<p>Systems, databases, virtualization</p> <p>Microsoft Linux CITRIX[™] vmware[™] ORACLE</p>				
	<p>Network & Security solutions</p> <p>ARKON CISCO hp SecurActive</p> <p>SONICWALL TREND MICRO Symantec BARRACUDA</p>				
	<p>VOIP solutions</p> <p>CISCO SIEMENS</p>				

Prodware resources in Europe

TECHNICAL RESOURCES:



4 x Tier 3+ data centers in France and the Netherlands



IBM, Dell, EMC, NetApp, Brocade, Juniper technologies



Dark optic fiber network between the data centers for security, off-site backup, Disaster Recovery Plan and High Availability functionality

CLOUD KNOWLEDGE:



24x7 service provision



ISO certified



Technical & functional support for delivering fully outsourced solutions



100 dedicated employees

Cloud adjust customers



Portalp has been designing and manufacturing automatic doors for more than 50 years. Over 15 years ago, Portalp extended internationally and offers its products through its subsidiaries and a wide partner network.



The Massilly Group, founded in 1911, is a manufacturer of metal packaging, (sealing caps, food cans, aerosols) as well as associated services such as capping systems, technical and chemical analysis and industry-related training.



Quaron is a leading distributor of high-quality chemicals in France. Quaron produces, formulates and distributes chemical products, excelling in quality, service, safety and care for the environment.



Wall Street Institute is the premier source for English instruction for individuals and corporate clients around the world.



Savant is an international company specialized in medical assistance and headquartered in the USA.



Prodware in figures



186 M€

PRO FORMA
TURNOVER 2012



1,700

EMPLOYEES



N°1

MICROSOFT DYNAMICS
(EMEA)



+20,000

CUSTOMERS



14

COUNTRIES



LISTED ON ALTERNEXT
(ALPRO)



42

OFFICES

Founded in 1989, Prodware Group is a major player in IT services integration. It is located within a specific niche, tightly combining IT mastery and business management expertise. Its directors, themselves from management and IT backgrounds, have made it clear from the very beginning that they want to assist company managers by providing high-value-added service and advice.

Faced with constant technology changes, the Prodware teams are ever ready to suggest a global services offering to meet your requirements, however large or small your company is and whatever requirements you have. Prodware has grouped teams of professionals together to bring you exactly the right answers.

PRODWARE HAS ESTABLISHED AN INTERNATIONAL DIVISION TO DELIVER THE SAME HIGH-QUALITY SERVICE ACROSS THE WORLD. OUR INTERNATIONAL SUBSIDIARIES AND OUR GLOBAL ALLIANCE NETWORK ENSURES THAT YOU CAN DEPLOY YOUR SOLUTION IN MORE THAN 75 COUNTRIES.

- Work with one partner across many countries
- Use Prodware's technical expertise everywhere
- Benefit from Prodware's Quality Assurance
- Take individual country specifics into account (taxation, laws)
- Have applications supported locally (cost effective, close proximity)
- Deploy consistent procedures and solutions
- Control your costs with an international contract with Prodware

Prodware's global coverage



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