



Flexible IT Solutions

On Budget. On Time. On Spec.



ABILIS SOLUTIONS

At Abilis Solutions, we are passionate about solving business problems with technology and uncovering new ways to add value to IT infrastructures.

We offer a wide range of IT services.

1. We deliver large IT projects
2. We recover IT projects that are in difficulty and make them successful.
3. We deliver custom end-to-end solutions that integrate different technology partners.
4. We also offer our integration and development expertise to in-house IT services or third-party vendors.
5. We support and maintain custom IT solutions.

Abilis Solutions is a private company with nearly 200 employees.

We are headquartered in Montreal and have offices in Portland, ME and Albany, NY, as well as offices in Neuilly-sur-Seine in France.

Abilis New England, a division of Abilis Solutions, delivers IT projects in state government, healthcare and the financial sector.

Abilis Energy, a division of Abilis Solutions, provides field service solutions as well as management software solutions for the energy industry.

Abilis PI, a division of Abilis Solutions services in SAP integration.

Customers and Projects

Our customers include Fortune 500 companies, government, airlines, healthcare and financial services and mid-sized, innovative companies with original ideas.

We have very deep technical knowledge, especially in the following areas:

- Identity management and highly secure environments
- Migration of legacy systems
- Wireless applications and e-commerce platforms
- Intranet, extranet and content management systems
- Consumer web portals

Abilis Solutions also develops and installs the CORIS offender management software that is deployed in Maine, New Hampshire and Virginia.

Our Approach

Abilis Solutions designs and integrates custom, best-of-breed solutions, drawing upon its network of technology partners.

Customers receive a whole solution, not a patchwork solution that is orphaned when things go awry.

Our unique approach to IT encourages our customers to work with us as partners, developing custom projects together.



Unique Value Proposition

At Abilis, we do IT differently. The result: Abilis Solutions boasts a 95% success rate! Success is meeting or exceeding customer expectations.

Abilis Solutions follows a proven, repeatable process that capitalizes on the best business practices, technology standards and our own unique business model and methodology.

Fixed Price Solutions

All IT service suppliers claim to be on budget, on time and on spec. We prove it by giving our customers a fixed cost up-front.

Charging our clients for results, instead of billable hours, ensures that everyone benefits from building the most effective, efficient solution.

The results are well designed business processes and cost-effective, high-performance solutions without redundant code or unnecessary technological complexity.

Business Expertise

We offer business expertise as well as technical expertise, finding innovative solutions to business problems, not just technical problems.

We thoroughly analyze business processes to eliminate redundancies. We also look for ways to use the data we collect to bring additional value. Perhaps we can synthesize new management metrics? Maybe we will find ways to enhance your customer experience? Each project is different.

Highly Efficient Software Development

We have truly optimized the software development process and that's how we are able to deliver 25%-40% cost savings over in-house or off-shore development.

This is a huge part of our competitive advantage, and it can be your competitive advantage too.

Project Management

Our project management skills really set us apart.

We communicate very clearly the objectives and specifications of the project and we maintain this communication throughout the project.

We know features will be added and dropped as we look for process improvements. To maintain control of a project, we evaluate the impact of change requests and discuss cost/benefit scenarios to arrive at enlightened decisions. We also explore and present alternative solutions.

Training and Change Management

Project success hinges on more than just having a great solution. That's why we place a lot of importance on training and change management, ensuring that our customers make the most of the new system in place.

Unique Value Proposition



Key Strengths

- Combine business savvy with technical expertise
- Use proven standards and methodology
- Generate 25%-40% savings over offshore or in-house development
- Build innovative, flexible solutions over heterogeneous architectures
- Deliver critical and complex IT projects
On budget. On time. On spec
- Rescue failing projects
- Offer a fixed price solution

IT Project Success

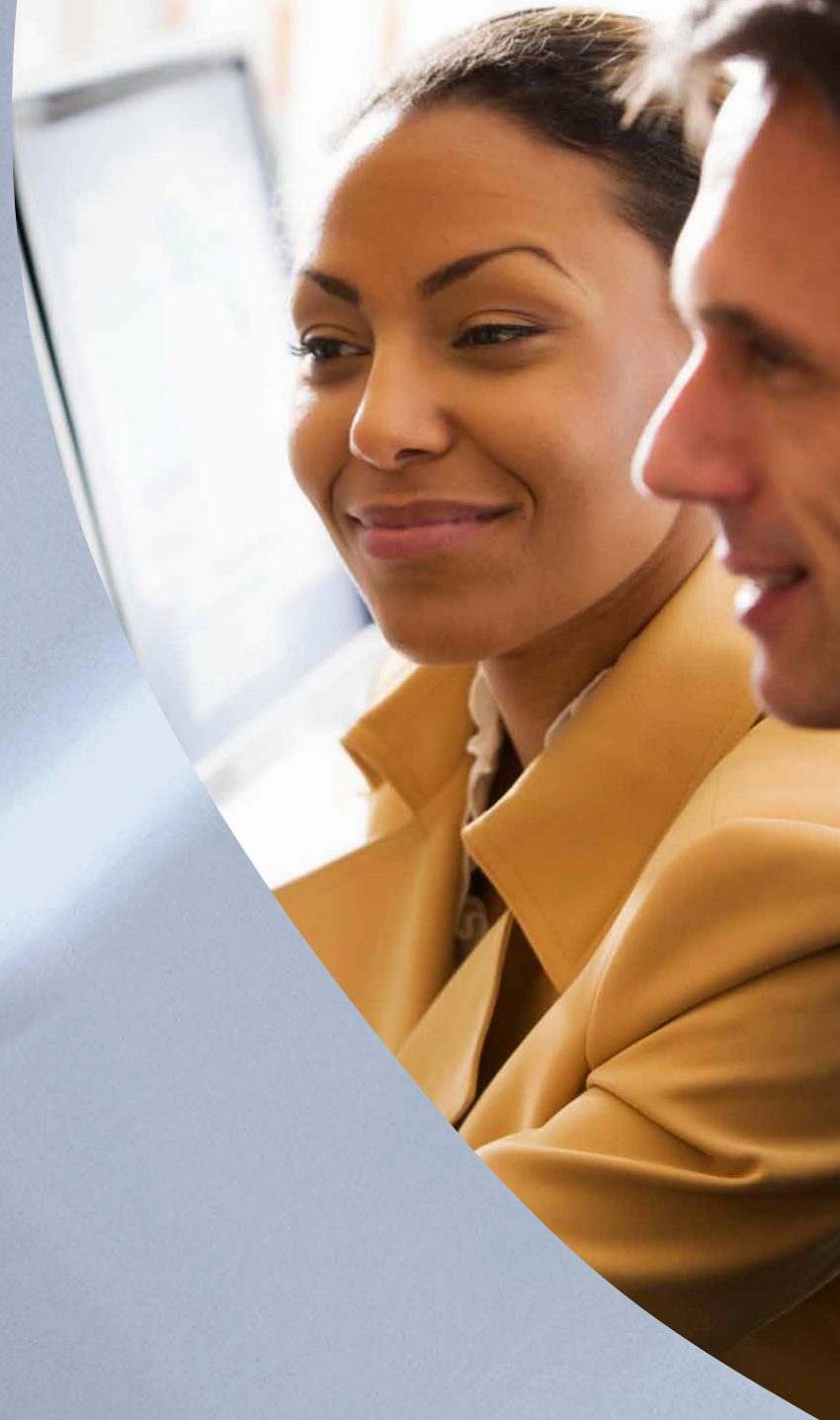
- Understand the business needs
- Assemble the right team
- Define project goals
- Clearly define requirements
- Consistent project management
- Evaluate and communicate the impact of change requests
- Involve the customer in key decisions
- Track and report progress
- Test deliverables in logical increments
- Train users and manage the change process
- Transfer ownership to the customer at the end of the project



THE POWER TO SUCCEED

Abilis Solutions Inc.
1010 Sherbrooke St. West
Suite 1900
Montréal, QC H3A 2R7
514.844.4888
www.abilis.ca

Abilis New England Inc.
245 Commercial Street
Suite 303
Portland, ME 04101
207.774.2104
www.abilisne.com



Abilis Solutions. 2012 All Rights Reserved. 100-6 E

