



Company Profile

PROJECT CONSULT

International Business Services Limited

Experts in Information Management
& Document-Related Technologies

Developing New Markets

Internationalisation and globalisation have become essential for many companies in order to stay competitive, maintain or achieve a leadership position, grow their business and expand their product offerings. The IT Industry is no exception.

The rapid development in information technology and its complex nature make integration into existing and new organisations and markets a demanding task.

The challenges of expansion into new territories and cultures are often underestimated, resulting in delays, frustration and sometimes even failure. These can be a great financial burden to the company and its hard-earned good reputation.

We at PROJECT CONSULT International would like to assist you in developing new markets. We can also recommend comprehensive organisational solutions and provide guidance on the selection and implementation of new technologies which will contribute towards your success.

Your company stands to benefit from our extensive experience and practical expertise.

PROJECT CONSULT International Business Services Ltd. was founded by a consortium of investors including PROJECT CONSULT Unternehmensberatung Dr. Ulrich Kampffmeyer GmbH, Swiss partners and Monica H. Haines (Managing Director).

Our Strengths

Expertise in information technology and organisation

We specialise in the fields of information technology, EDM, internet, networks, intelligent recognition and capture, records management, storage, data warehouse, secure information exchange, knowledge management and E-commerce solutions.

We consult and support clients exclusively in those areas in which we have extensive specialist knowledge and experience.

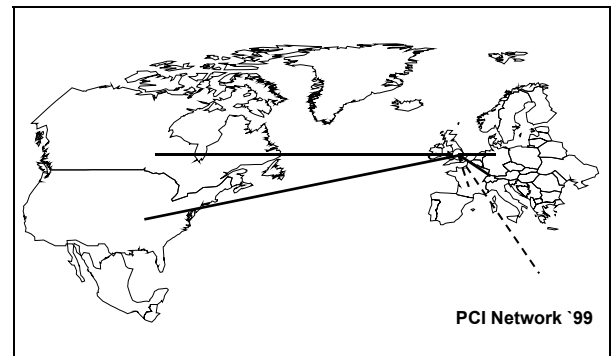
Consistent quality management, continuous personnel development, professional working methods, international experience and connections ensure that our clients receive the

best possible recommendations and solutions for their specific requirements.

Impartiality

We offer impartial consulting for individual solutions tailored to our clients' needs.

Interdisciplinary resources and a clear overall concept from analysis to final results make us an unbiased partner. We work in the client's best interest alone.



Confidentiality

PROJECT CONSULT International Business Services Limited will maintain the confidentiality of all information entrusted to its staff and partners.

Our Industry Consulting Focus

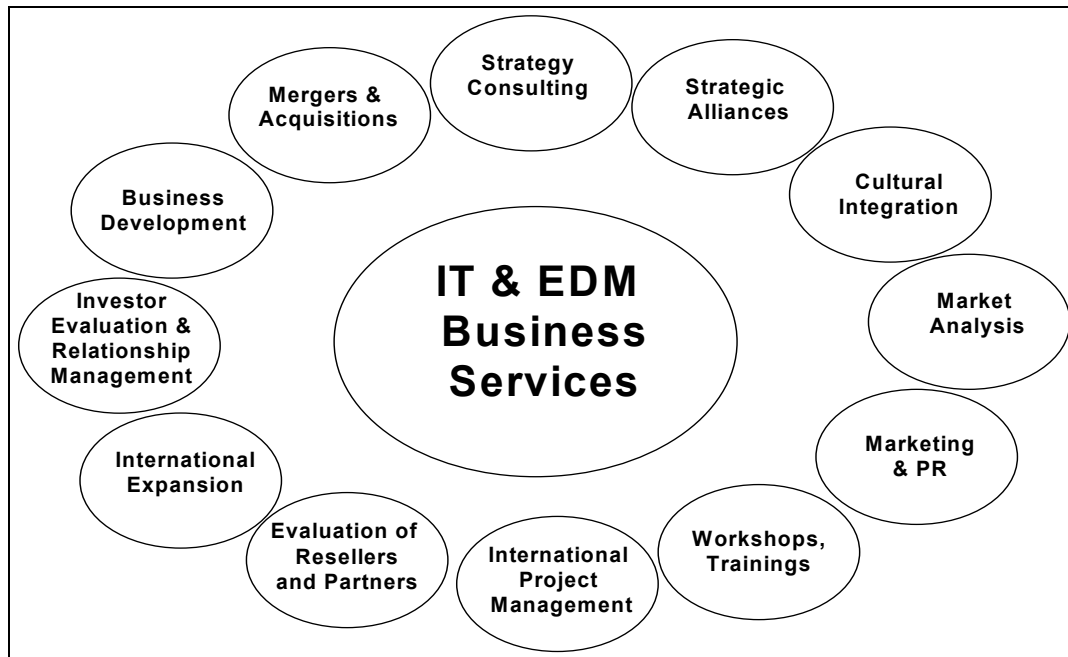
- EDM & Workflow
- Records & Document Management
- Knowledge Management
- Internet & E-Commerce
- Business Process Engineering
- Capture & Storage Solutions
- Multilingual Information Systems
- Multimedia Information Processing
- Communications
- Supply Chain Management
- Software & Systems Development
- Security & Digital Signature

Our Consulting Services

Business Development Consulting

- Strategy Consulting
- Market Analysis & Study
- Mergers & Acquisitions
- Business Development
- Human Resources & Partner Concepts

- Investor Evaluation & Relationship Management
- International Expansion
- Evaluation of Resellers & Partners
- International Project Management
- Marketing & Press Relations
- Enterprise Audits
- Legal Framework



Product Positioning Consulting

- Product Strategy
- Product Evaluation: Analysis, Market Potential & Market Positioning
- Product Design
- Making out of Market, Target Groups, Area & Product Category Specifics
- Marketing & Public Relations
- Implementing National & International Standards
- Product Integration & Migration
- Quality & Product Management

- Marketing & PR Support (Quality Management, Cultural Adoption, Fairs, Roadshows, Conferences, Materials)
- Press Services
- Product Evaluation
- Product & Service Documentation
- Research: Investors, Interested Sales Parties & Companies to Buy
- Technology Brokering
- Coaching Employees for Expansion, Partner Networking or Founding of Branches
- Support for Client's Representation in Associations, standardisation bodies & International committees

Business and Marketing Services

- Coaching Management
- Opinions & Evaluation of Tenders
- Partner Research, Evaluation & Relationship Management

International Project Consulting

- Strategy, Technology & Solutions
- User Consulting & Coaching for International Projects
- Support Staff Recruitment
- Implementation & Use of Project Management Methods
- Project Management: Organisation, Planning, PM & Controlling
- Quality Management
- System-Design, Implementation & Organisational Adoption

... Plus:

- Identification of Strategic Alliances
- Validation
- Assistance with Sales Channel Recommendations
- Approach Alliances
- Letter of Intent Distributors & Resellers
- Evaluation of Value Added Resellers
- Research on Integration Partners
- Analyses
- Solution Evaluation
- Conception, Design & Organisational Implementation of Information Systems
- Training
- Documentation
- Standardisation
- Cultural Integration
- Show & Conference Support
- Presentation, Seminars & Workshops

Our Clients

- **Software & Hardware Manufacturers**
- **System Developers**
- **Vendors**
- **Distributors**
- **Integrators**
- **Service Companies & Providers**

of products and services for existing and new technologies which plan to

- Start
- Intensify
- Expand

their international and global market activities and want to

- Increase their quality and professional support for their existing client base

- **International Users**

which plan to

- Implement these technologies enterprise-wide in large corporations
- Standardise the use of solutions throughout their enterprise
- Offer own solutions and services to their organisation and business partners

PROJECT CONSULT

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