

## Our Differentiators

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### History and Credentials

- As the head of Larsen & Toubro North America, one of our principals was the first to offer SAP, ISO and CMM certified services from India since 1992
- While the offshore outsourcing model was still in its infancy, our principals have introduced it to many American companies like Target, MasterCard, EdwardJones, SBC, Bellcore, Timeplex, Hoechst, Eastman and others
- Recently advised a Pfizer division on offshore outsourcing strategies
- We are W/MBE certified company with profitable operations for ten years
- We are focused on building long lasting relationships with clients, taking one client at a time
- Our expertise is in SAP BW and other BI/DW products

### Assurance of Supply

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- Our highly diversified consultant base is drawn not only from popular job boards, but also our comprehensive database of candidates and network of independent contractors and vendors; leveraging these assets leads us to deliver staffing / solutions that are inherently just-in-time
- Having placed consultants near and far, location is not a constraint

### Quality

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- Since our roots are in delivering solutions, our technical competence allows us to go beyond simple “keyword searches” for finding qualified candidates. Besides performing the standard background checks, our thorough tech checks ensure competence and quality
- Our strict selection criteria ensure that we submit only the right candidates. The result: your hiring managers spend time only on qualified candidates and are not inundated with ‘filler’ resumes

### Service

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- Our Founder who has extensive account management and techno-commercial background, will personally oversee the execution of your account / projects
- Experienced with many VMS products like Fieldglass, ProcureStaff, IQ Navigator, etc

### Innovative

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- Novasys uses Resumate® and a suite of proprietary tools to track candidates / vendors

### Cost

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- Novasys will pay \$75k security fees and will accept payment upon deliverables for Fixed Price work up to \$250K
- Flat 10% margins for permanent/contract placement or volume based discounts

### The BOTTOMLINE

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- The benefits of having the sharp focus of a small company with the management quality and service of a large outsourcing firm
- Staffing with a “solution” mindset