



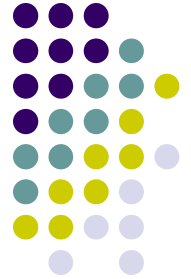
**Information Technology Strategies & Solutions  
That Help Your Business Thrive!**

**Company Overview**

# Topics

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*Helping Your Business Thrive!*

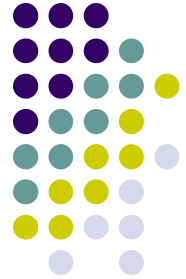


- About Us
- Products and Services
- Our Value To You
- Our Clients and Affiliations
- Pricing and Professional Fees
- Summary

# About Us

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*Helping Your Business Thrive!*

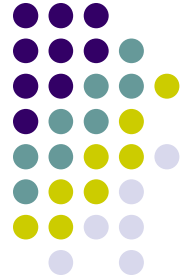


- Dom Boffa, *President – Infocept Systems, Inc.*
  - BS degree in System Engineering from Polytechnic Institute of Brooklyn (NY) and MS degree in Industrial Administration from Union College in Schenectady, NY.
  - General Electric Company / Lockheed Martin - 1974-1996 with various key Program Management and line manufacturing and information technology management positions within the GE Power Generation, Industrial Products, Aerospace, and Lockheed Martin Information Technology organizations.
  - KPMG Consulting Senior Manager in the Consumer and Industrial Markets consulting practice, specializing in large-scale enterprise systems integration and implementations for a variety of manufacturing and service-management clients. Clients included Lehigh Cement, Panasonic, ARCO Chemical, World Airways, Allen Organ Co., Morgan Mills, Canam Steel, Philadelphia Gear and ARAMARK Corp.
  - Currently CIO & Vice President, ARAMARK Higher Education, responsible for driving innovative consumer solutions in the Higher Education Contracted Services Marketplace.
  - Member of Technology Advisory Boards / Guest Industry Lecturer for Hospitality Management Departments at Penn State and University of Delaware.
  - Member Central Bucks, PA Chamber of Commerce.

# About Us

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*Helping Your Business Thrive!*

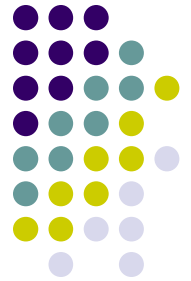


- **Thirty-Five Years Experience**
  - Municipal Government Programs
  - Manufacturing / Customer Service
  - Information Systems Management and Enabling Technologies
  - E-Commerce (BTC and BTB)
  - Large Program / Project Planning, Budgeting and Control
  - Manufacturing / Financial Systems Implementations (ERP / MRP, Supply Chain, Oracle Financials)
  
- **Fortune 500 Companies**
  - Manufacturing (Aerospace; Industrial Products; Power Generation)
  - Retail / e-Commerce Systems & Programs
  - Professional Services Consulting
  - Service Management (Food and Managed Services)

# Products and Services

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*Helping Your Business Thrive!*

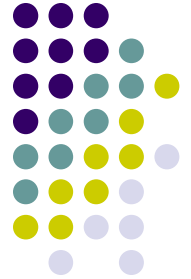


- Technology Planning & Consulting Services
  - Design of IT Strategies Based on Business Goals
  - IT Organization, Applications, Infrastructure, QA & Security Solutions
  - Retail / Supply Chain / ERP Best Practices Including e-Commerce
  - Manufacturing & Customer Service Enabling Technologies and Solutions
- Project Management Solutions
  - Program / Project Management Training & Consulting
  - Proven Project Management Tools and Unique ‘Quick-Start’ Techniques
  - Project Management Audit Services
  - Project Management Resources at [theprojectdoctor.com](http://theprojectdoctor.com)<sup>TM</sup> Web Site

# Products and Services

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*Helping Your Business Thrive!*

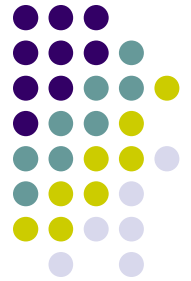


- Operational Management Solutions
  - Business Process Analysis and Design
  - Manufacturing, ERP / MRP Systems
  - Supply Chain Management & Sourcing Processes
  - System Evaluations, Selection, Implementation
- Consumer Retail & e-Commerce Solutions
  - Web-based Private-network POS / Stored Value Solutions and Services For Various Markets, Consumers and Points-of-Service
  - Web Sites For Product / Service Ordering - Crafted For Your Specific Business Marketplace, Growth Strategy & Consumer Base
  - Retail Kiosks and Web-based Transactional Ordering Systems
  - Commercial Credit, Debit & Gift Cards & Advanced Payment Technologies (Cashless, RFID, NFC)

# Our Value To You

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*Helping Your Business Thrive!*



- Revenue Improvements
  - Consistently Advertise, Promote, & Up-Sell Products
  - Improve Consumer Through-put = Increased Revenue
  - Increase Average Check
  - Create Additional Revenue From Advertising
- Customer Service & Business Reputation
  - Improve Quality, Consistency and Speed of Service
  - Provide Options For Pick-Up / Delivery
  - Competitive Advantage – Add Value To Your Clients & Customers
  - Create a Customer Community Around Your Establishment
- Cost Reductions and Cash-Flow Improvements
  - Reduce / Reallocate Labor
  - Reduce Product & Logistics Costs
  - Streamlined and Secure Payment Processes With The Best Rates

# Our Clients and Affiliations

*Helping Your Business Thrive!*



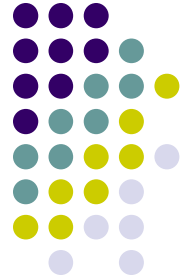
*We bring good things to life.*



LEHIGH PORTLAND CEMENT COMPANY  
*Since 1897*



# Our Clients and Affiliations



*Helping Your Business Thrive!*

## Representative Engagements...



- **Retail & E-Commerce Solutions**

- Client: \$2.3 Billion Revenue; Dining & Facility Services
- IT Strategy, IT Infrastructure Deployment, ERP/Supply Chain, Food Production Systems, Process Re-engineering
- POS / Stored Value Card / E-Commerce Web Solutions For a Number of Business Lines & Markets



- **Program Management: Manufacturing Systems**

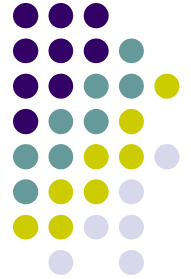
- Client: \$20 Billion Revenue; Aerospace/Defense Mfg.
- \$60 Million Multi-year Supply Chain/ERP/QA Improvements
- Savings: \$190 million annually – Supply Chain Improvements



- **ERP System Evaluation & Selection**

- Client: \$500 Million Revenue; Structural Steel Systems
- IT Strategy, Business Re-engineering, Business Case
- ERP System Assessment / Selection

# Our Clients and Affiliations



*Helping Your Business Thrive!*

## Representative Engagements...



- **Program Management: IT Improvements**

- Client: \$13 Billion Revenue; Food and Managed Services
- \$120 Million Multi-year IT/Process Improvement Program
- IT Strategy, IT Infrastructure Deployment, ERP/Supply Chain, Food Production Systems, Process Re-engineering



- **BPR / ERP System Evaluation & Selection**

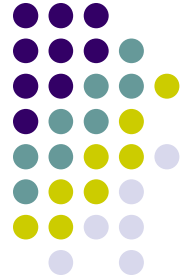
- Client: \$750 Million Revenue; Textile Manufacturing
- IT Strategy, Business Re-engineering, Business Case
- Savings: \$10 million annually – Supply Chain Improvements



- **ERP System Evaluation & Selection**

- Client: \$3 Billion Revenue; Structural Steel Systems
- ERP System Assessment / Selection
- \$5 Million Annual Supply Chain/ERP/QA Improvements

# Our Clients and Affiliations



*Helping Your Business Thrive!*

## Representative Engagements...



- **Manufacturing / Manufacturing Systems / IT**
  - Client: \$130 Billion Revenue; Manufacturing and Services
  - Power Systems Sector; Motors & Industrial Products; Aerospace Business Group; MMP Program
  - Customer Service, Manufacturing and Program Management

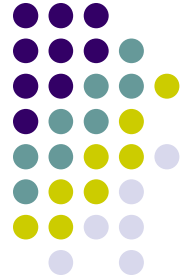


- **BPR: Manufacturing & Engineering**
  - Client: \$100 Million Revenue; Industrial Drive Systems
  - Business Assessment – Customer Service, Engineering and Manufacturing Processes
  - Best Practices, Process Improvements, IT Strategy



- **Program Management: Capital Projects**
  - Client: City of New York / Mayor's Office - OMB
  - Water Supply / Pollution Control Projects
  - Program Planning & Capital Budget Preparation

# Our Clients and Affiliations



*Helping Your Business Thrive!*

## Representative Engagements...



- **Strategic Planning: Product Development**

- Client: \$900 Million Revenue; Broadcast Television Systems
- Business Strategic Planning and New Product Development
- Engineering and New Supply Chain Logistics



- **BPR: Manufacturing & Engineering**

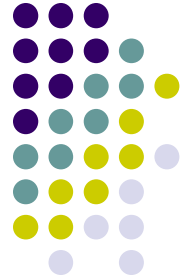
- Client: \$900 Million Revenue; Construction Materials
- Best Practices and Process Improvements
- Multi-National SAP Implementation
- Project Management Support



- **ERP System Selection & Project Management**

- Client: \$75 Million Revenue; Consumer Electronics
- IT Strategy, ERP System Assessment / Selection
- Implementation Project Management & Oversight

# Our Clients and Affiliations



*Helping Your Business Thrive!*

## Representative Affiliations...



- **Supply Chain & Large Program Management**

- Multiple Global Clients – Mid-Atlantic Supply Chain Practice
- Business Process Re-engineering
- ERP Evaluation & Selection
- Bids & Proposals; Large Program Management



- **School of Hospitality Mgt. - Technology Board**

- Industry Advisor – Technology Programs
- Student Curriculum Development
- Guest Lecturer on Project Management & IT innovations



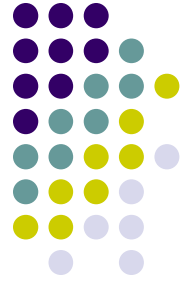
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# Pricing and Professional Fees

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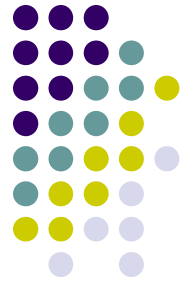


- Our Pricing Is Negotiable Based on Client Needs
- We Offer Network Pricing Discounts
- Project Management On-Site Courses Available
- We Can Explore Shared Risk / Incentive-based Plans
  - Percentage of Revenue
  - Percentage of Cost Reductions

# Summary

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*Helping Your Business Thrive!*



- With Our Experience, We Can Help You Identify Business Improvements and Revenue Opportunities...
- By Utilizing A Combination Of Enabling Technologies And Effective Project Management...
- Giving You The Ultimate Competitive Advantage By Quickly Improving Revenue, Reducing Costs and Improving Service



Visit us at: [www.infocept.net](http://www.infocept.net)

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