

The IntiSolutions Group



***Where Everybody Wins
For Clients***



Suite 1000,
Bankers Hall West Tower
888 3rd St SW
Calgary, AB T2P 5C5
Phone: 1-403-540-0990
Fax: 1-866-682-1414

The IntiSolutions Group Mission Statement:

To enable our Clients and Associates to achieve their financial and business goals by delivering solutions where “Everyone Wins”

How?

By providing quality people with the best value proposition, and flexible contract terms to all parties involved in the business transaction

History:

- Incorporated in 2005, Head Office in Calgary
- Co-founders:

**Shaheen Bhimani
Blair Shunk**

- Over 25 years of IT experience

Providing High Performance IT Resources and Solutions:

- Project Managers
- Business Analysts
- System Implementers
- Application Integration Specialists
- Application Developers
- SharePoint Solution Providers

Some of Our Clients:

- Agrium
- EnCana
- Bentley Systems
- Petro-Canada
- Turbo Decisions
- Neoxen Systems



The IntiSolutions Group Resourcing Strategy

Staffing Challenges in 2009:

- Qualified People are Plentiful – hard to tell who is good
- Cost Control is #1 Priority
- Client Service- in fashion once more

How The IntiSolutions Group Meets These Challenges:

- **Primarily:**
- **We are NOT a Consulting Company – WE ARE A NETWORK OF INDEPENDENT CONSULTANTS**
- **The IntiSolutions Group does not “rent bodies”**

The IntiSolutions Group IS:

- A Network of Excellent Technical Resources that refer each other
- Our Associates Must Have a Customer Service Focus
- And A History Delivering Superior Solutions

How We Find Qualified Resources:

- We know the technicians and speak their language
- We've work with many of them in the Calgary Community
- We also have access to thousands of resumes from Canada and the United States
- Candidates are short-listed based on:
 - Demonstrated Technical Experience
 - Interpersonal Skills
 - Personal Motivation to Excel

The IntiSolutions Group Associate Profile:

- Technically Excellent
- Customer Focused
- A Communicator
- Continuously Learning
- Coachable
- Must have a great working history based on:
 - Our own knowledge of the Candidate
 - Past Employers
 - Peers

Focusing on Customer Service:

- Working the IntiSolutions Way, Providing Superior Customer Service
- Helping IT Associates Deliver Effective Interpersonal Communication
- Learning to Give and Accept Feedback

Learning the latest technology:

- Technical Development Tracks
- Special Interest Groups
- Professional Associations



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The IntiSolutions Group Advantage

The “Straight Through” Cost Model

Where The Client Rate = The Associate Rate

Demonstrated savings of 10% – 30% on every position we fill:

No margin added to Associate’s rates

Associates invest in a reasonable FIXED monthly management fee

Money is focused where it is most effective – going to those doing the work!

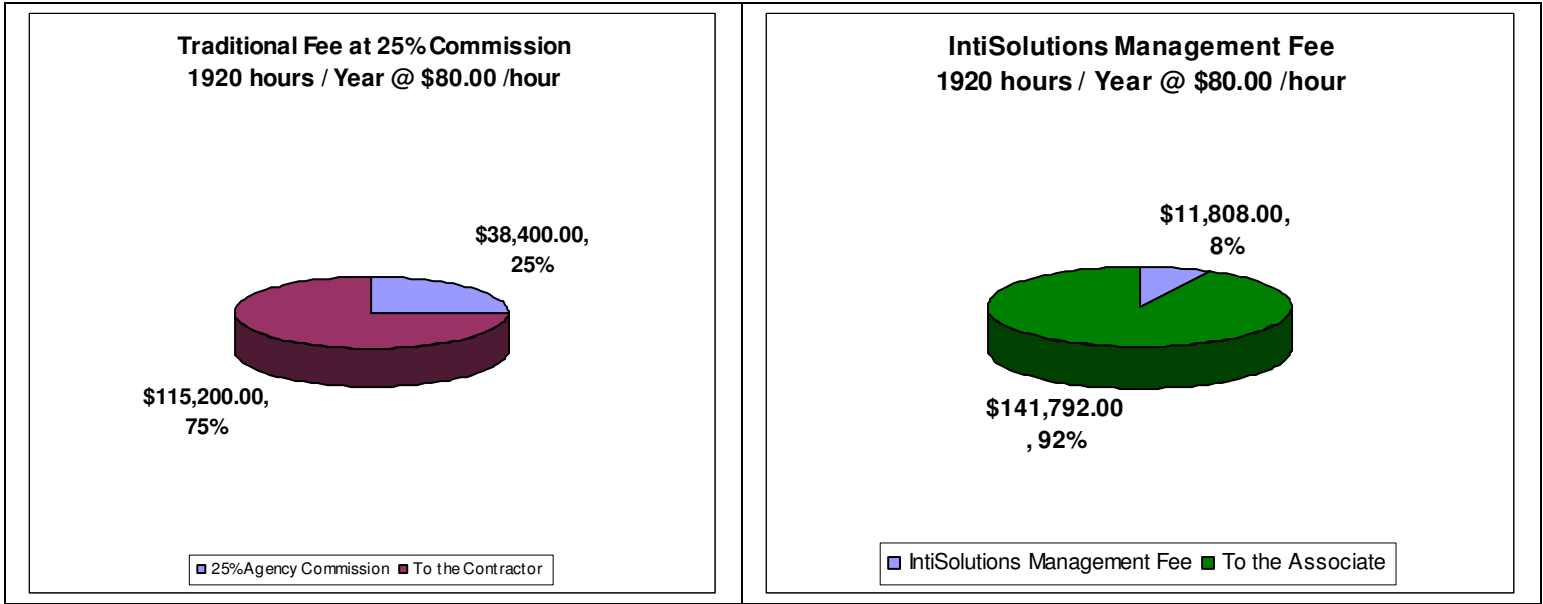
- **Member in Standing: \$449.00 per year**
- **Associate:**
 - **As a Sub-Contractor: \$984.00 / month**
 - **Flow through: \$497.00 / month**

Transitioning From an Associate to an Employee is Available at Any Time:

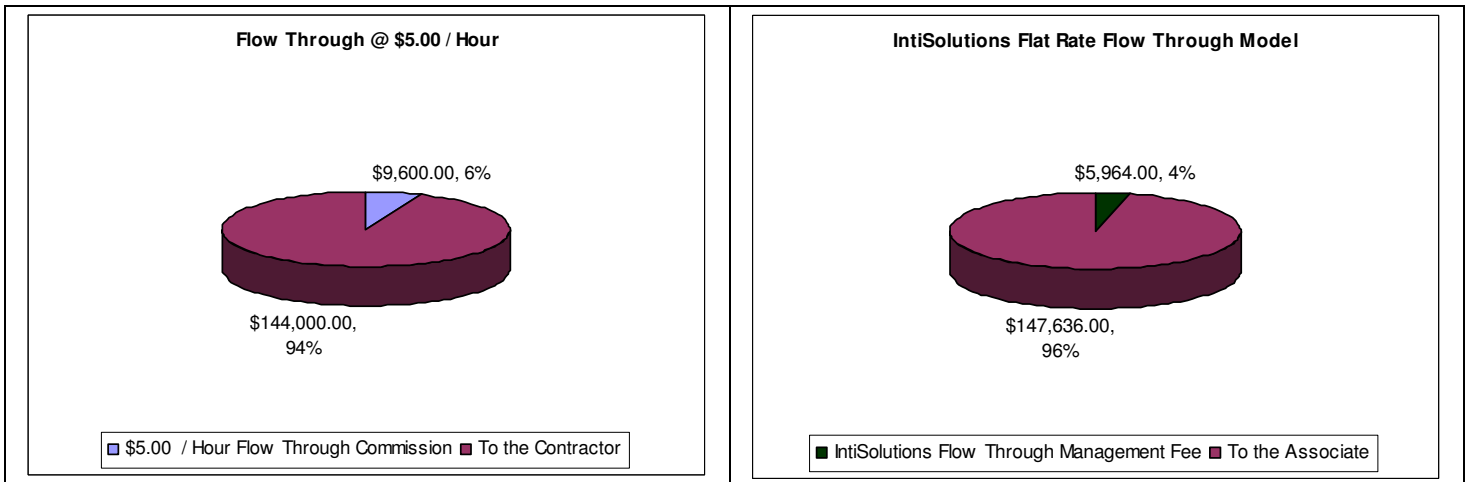
Easy and cost effective

Based on 12 months of the Associate Management Fee paid by the Client

Example Economics for Associates working as Sub-Contractors



Example Economics for Associates working as a Flow Through





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Benefits that Keep our Associates Focused on Their Work:

- IntiSolutions branding (business cards, website profile)
- Master Services Agreement - reduced exposure to CRA employment issues
- Manage Relationship with our clients
- Liability Insurance
- WCB Account
- Negotiation Services
- Managed Accounts Receivable
- Generous Referral Program
- Accounting advice and Recommended Accounting Firm
- Office Services
- Website Profile
- Monthly meetings
- Annual Retreat

Opportunities for Corporate Affiliates (3-10 man IT Shops):

- Costs as above, with reduced rates based on the number of people
- All benefits as above
- Your Team becomes part of the IntiSolutions Group
- Use The IntiSolutions Brand
- Sales on your unique Services and Solutions
- Web Profile on the IntiSolutions site
- Focused Marketing Collateral
- Use of First Class Meeting Rooms
- Access to IntiSolutions Think Tanks
- Vendor information / partnerships
- Marketing Exposure through IntiSolutions Activities

IntiSolutions Technology Partnerships:

- Oracle Enterprise Content Management System Implementers
- Microsoft Partners
- Neoxen Visual Modus Technology Partners
- Turbo Decisions Solutions Partners

Other IntiSolutions Activities:

Professional Associations:

- Calgary Internet Users Group
- Calgary Livelink Users Group
- Canadian Information Processing Society (CIPS)
- Canadian Professional Sales Association (CPSA)

Community Support:

- Banff Jasper Relay:
 - Supporting The Brain Tumor Foundation of Canada
- World Partnership Walk
- Calgary Roadrunners