

World-Class Solutions from a World-Class Company



We have the power to deliver your future

- A global consulting organisation delivering world-class solutions
- Fast implementation with early tangible business benefits
- Cost-effective solutions designed to fit your needs and budget
- Core competencies in visual computing and high-performance servers
- Integration with your existing systems
- Customised learning solutions for company personnel
- Prime contracting by SGI

SGI Professional Services is a leading, worldwide information technology services provider that architects, builds, and deploys solutions for forward-looking companies.

We specialise in building scalable, integrated solutions which successfully solve some of the most challenging and critical assignments for the information technology industry. These solutions capitalise on SGI's unique

technology strengths in high-performance data serving, business intelligence, visual computing, and the Internet—allowing client companies to achieve maximum return on their investment.

Internet technologies play a fundamental role in almost every SGI solution, from fraud detection systems and digital asset management to data warehousing and e-commerce. Based on this universal platform, enterprises accelerate communication and optimise interaction with partners, clients, subsidiaries, suppliers, and employees via the Web. Installations may include sophisticated data visualisation; ultrahigh transaction rates (up to millions per hour); very large databases (terabytes of data); business-critical operational requirements for reliability, scalability, flexibility, and availability; and integration with existing systems and architectures.

SGI solutions are designed to fulfill clients' needs both now and into the future, providing for business change, company growth, and emerging technologies. Services include:

- A detailed dialogue to identify business needs and functional requirements
- Development of a technical architecture to meet those needs
- Establishment of a business case and formal specification
- Building and implementation of the solution
- Knowledge transfer and customised training
- Solution review and evaluation



*"...at the forefront
of the industry
in broadband Internet,
e-commerce and
media-streaming
solutions."*

A Breadth of Market Knowledge

The key markets in which SGI Professional Services operates include manufacturing, media, entertainment, communications, government, finance, and the sciences. We provide customised solutions in data visualisation, digital media management, the Internet and e-commerce, high performance graphics, and data mining and warehousing.

SGI solutions protect clients' investment in today's environment of rapid growth and technology convergence with expeditious implementations, minimising and sharing of risk, and reliable integration of existing investment and legacy systems. Every solution is built on our technical core competencies in architecture development, application integration, migration, UNIX, Windows NT and Linux services. In addition, we help to ensure your solution's ongoing success by providing customised learning solutions and classes that span the array of SGI products.

The SGI Consulting Methodology

To deliver completely effective solutions, SGI Professional Services has developed a best-of-breed methodology that provides a phased or modular approach and adheres to consistent global standards. This methodology focuses on providing demonstrable business value for our clients. By aligning technology deployment with business objectives and processes, we can plan each project phase to rapidly implement business benefits.

Each project is led by a knowledgeable consultant. SGI Professional Services resources a project team of top-level, experienced practitioners delivering in-depth, world-class skills. Through extensive analysis to define goals and constraints, we work with client representatives to identify critical business requirements before proceeding to technology considerations. Based on this detailed assessment, we are able to create more informative solutions that deliver competitive advantage, increase performance and make a truly effective contribution to each client's business.

As needed, SGI provides new or custom-engineered solutions based on standard SGI products, extending the product platform to include additional software and hardware, development of new products, integration with third-party products and custom manufacturing. We then pass on this knowledge to each client's company personnel. SGI Professional Services offers certification training courses for both novice and advanced technicians for every solution we build.

The Need for Large-Scale Data Management

Today's companies are rapidly expanding from national into global markets. As a result, the collection, processing, movement, and visualisation of data is growing exponentially. There is an ever-growing demand for enterprises to manage and leverage amounts of information unimaginable just a decade ago.

Few solutions organisations have more knowledge or hands-on experience of dealing with such volumes of data than SGI Professional Services. This expertise, combined with speed of delivery and quality of support, is what drives SGI's powerful, sustainable solutions across technologies and across continents.

Experience the expert management of change

- Risk sharing
- Solutions driven by business needs
- World-class technology and industry skills
- Collaborative team approach
- On time, every time consulting

For each solution, SGI Professional Services begins by viewing each client's issues from a business perspective. Our goal is to recommend and develop solutions aligned with your business strategies and planning well into the future. This highlights our belief in the importance of understanding strategic and operational objectives before addressing technical issues.

We have long recognised that a successful consulting engagement does not end with the development of a solution to a business problem, but rather with the successful implementation of that solution. SGI Professional Services delivers high-value business solutions that are focused on deployment, rather than development.

This philosophy ensures that each solution is constructed for scalable performance, reliable and consistent service levels, high levels of flexibility, and extended longevity. We identify performance and service level requirements in the early stages of the solution process. We architect and design the system so it will meet these requirements. It is then benchmarked and a proof of concept is developed to demonstrate the solution will work before construction begins.

“Chosen by the world's aerospace industries to cut months down to hours”

Benchmarking is a process of evaluating the performance of alternative system configurations and components in order to determine which approach would best meet your specific business and technical goals. We develop proofs of concept in order to demonstrate the feasibility of the proposed architecture and components, as well as any new technologies.

Finally, SGI Professional Services offers a choice of pricing models for a particular engagement. Many of our projects are based on time and materials pricing, particularly where parameters cannot yet be specified. In other situations, clients may prefer fixed price/fixed time contracts, because we share the risk through deployment. In either case, we will provide the pricing model that is right for you.

This flexible, complete approach allows us to architect and design solutions for a successful local, national, or global roll-out. All our activities are based on a global base of technical and industry-specific skills, as well as the intellectual capital gained from previous projects. Our objective is to create a collaborative solution which adds value, is sustainable, and builds towards positive change to ensure achievement of real-world benefits. Your business requirements, not the technology, drive the solution.



We speak your language and deliver tangible business advantage

- Expert understanding of the underlying business issues
- Globally consistent consulting engagement model
- Highest quality business solutions in the industry
- Rapid pilot
- Fixed price

SGI Professional Services is a leading, world-wide information technology services provider that architects, builds and deploys enterprise solutions for Global 1000 companies.

SGI Professional Services specialises in building large, complex, integrated solutions which successfully solve some of the most challenging and critical assignments in the information technology industry. These are solutions which capitalise on the unique technology strengths of SGI in Visual Computing and high-performance data servers.

Internet technologies are a fundamental part of SGI Professional Services's solutions. This enables direct interaction with customers and business partners on the Web and amongst employees within organisations on their intranets.

Our solutions typically involve:

- Sophisticated data visualisation
- Ultra-high transaction rates (up to millions per hour)
- Very large databases (terabytes of data)
- Business-critical operational requirements for reliability, scalability, flexibility and availability
- Integration with existing systems and architectures

SGI Professional Services works to a solution delivery model known as SILICON. This best-of-breed model was developed by an international team of experienced project managers, solutions architects, engineers and practitioners. It provides the foundation for solving business problems for our clients, utilising the proven and successful techniques of internationally acclaimed consulting practices, as well as drawing heavily on SGI's own unique consulting experience. It allows us to provide some of the highest quality business solutions in the industry.

The first two phases, Strategy and Innovation, enable us to quickly develop a proof of concept or pilot.

Strategy: This initial phase assesses the functional requirements needed to achieve the solution, identifies the business benefits driving these requirements, and develops a technical architecture to support business needs. Both parties participate in a structured workshop, concluding with a formal strategy presentation to ensure agreement on both the strategy and its implications. It also provides an opportunity for SGI Professional Services to demonstrate our understanding of your industry and our expertise in identifying effective solutions that create new possibilities and competitive advantage for your enterprise.

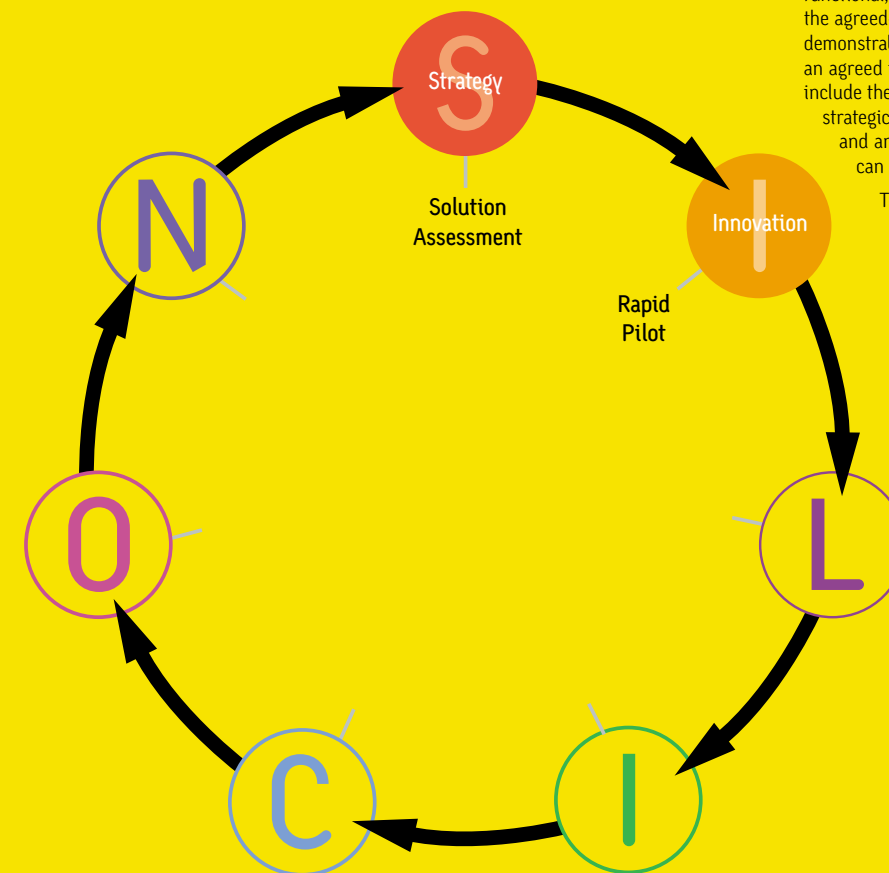
The objectives of these strategy sessions enable all parties to:

- Identify and understand the functional requirements needed to address business challenges
- Analyse the business benefits driving the functional requirements
- Develop a high-level technical architecture to support the business need
- Agree upon a proposal that recommends next steps

Innovation: The definition of the business case forms the foundation of the solution. A key objective of the Innovation phase is to provide validation of strategic, functional, and technical feasibility prior to developing the agreed-upon solution. This is achieved by building a demonstrable Rapid Pilot and Proof of Concept within an agreed timeframe and at an approved cost. This may include the business case, a detailed definition of the strategic application and the functional requirements and an outline of the technical architecture. We can then formalise a sustainable Project Plan.

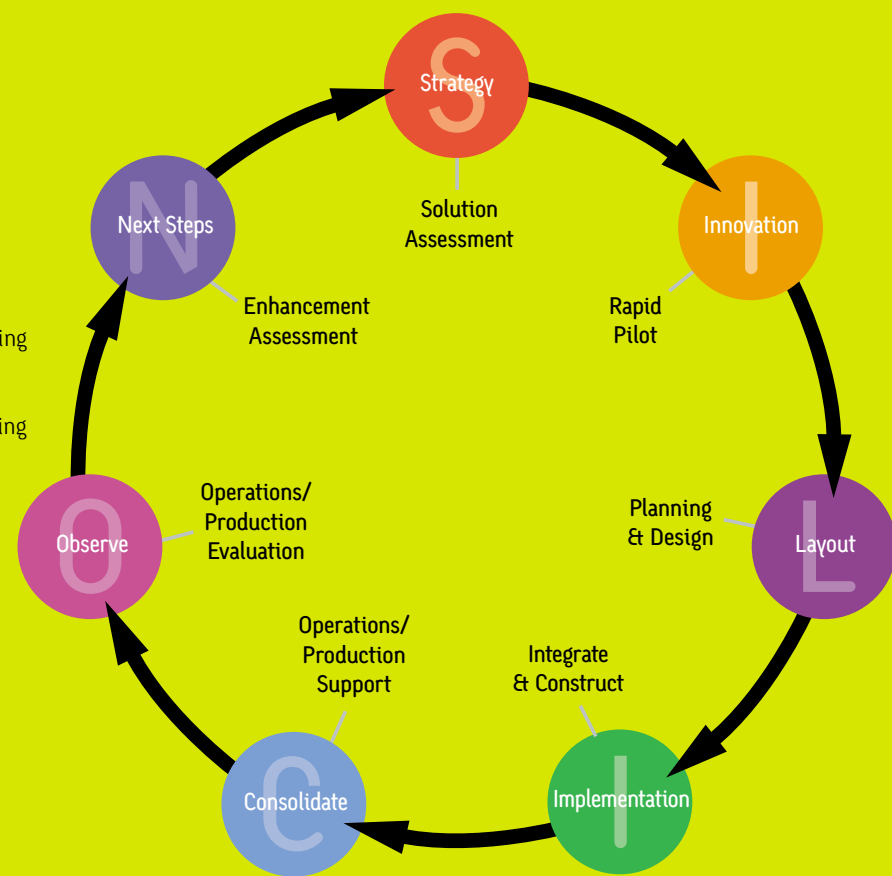
The objective of this stage is to enable all parties to:

- Demonstrate business and return on investment benefits
- Explore new technologies, solution sets and specific development capabilities that apply to the project
- Build consensus to gain momentum and buy-in from a wider audience
- Perform high level prototyping, benchmarking and/or a relevant sizing of the solution's agreed scope and functional perspective
- Provide a finalised design proposal



We implement your solution every time

- A rigorous methodology driven by business needs
- Cost-effective, timely solution delivery
- A single point of contact for the most complex solutions
- Customised engineering and manufacturing as required
- Knowledge transfer and customised training
- Rapid return on technology investment



The completion of the Innovation phase concludes the scoping of our solution delivery model, leading to the five phases of implementation and deployment within the SILICON delivery model.

Layout: This is the Planning and Design phase. We take the functional requirements evolved during the Innovation phase and develop a formal requirements specification. We also produce a full system design specification, technical architecture, project and quality plans, and a pricing schedule.

Implementation: This involves the development, construction, and testing of the solution. It includes any software development, the porting of applications with any modifications, data migration and system testing. Finally, a knowledge transfer ensures that your organisation gains maximum benefit from the work undertaken.

Consolidate: Our consultants and client representatives together review the production and delivery of the solution. This Consolidation phase includes user testing, relevant application and database tuning and a data review. Training and documentation development is undertaken, as well as systems testing and preinstallation activities.

Observe and Evaluate: Once the solution has been activated, SGI Professional Services works closely with each client to maximise the practical business benefits of the system. It is also an opportunity to resolve any unanticipated changes in the operating environment.

Next Steps: Finally, we review the outcome of the project and its relevance to future projects to develop a comprehensive picture of the company's business needs. We are often able to identify new enhancements based on practical, hands-on experience of the fully operational system.

S I L I C O N
Solution Delivery Model

Moving forward...

Always safeguarding your future

- A continuous improvement concept
- Integration of new system architectures and legacy systems
- A global supporting structure

We are a powerful ally in the growth of your business. As a global organisation, SGI Professional Services has the resources and skill sets to deliver powerful, sustainable solutions that can significantly impact your business success.

Our aim is to build a long-term business partnership with each client. We provide a single point of responsibility in every project, ensuring that scope, issues, and organisational changes are all managed to meet predefined business outcomes.

And we have a policy of continuous improvement. SGI Professional Services has the intellectual and technical skills to keep your organisation at the forefront of its industry. By constantly developing new solutions and enhancing our global knowledge base, we are able to provide ongoing client support, often related to opportunities created by newly emerging software and hardware technologies. We monitor new developments within those sectors, and can offer an informed view on market influences and competitor activity.

In today's rapidly changing world, SGI Professional Services provides the vision and consistency to develop solutions to your business problems-both now and in the future.

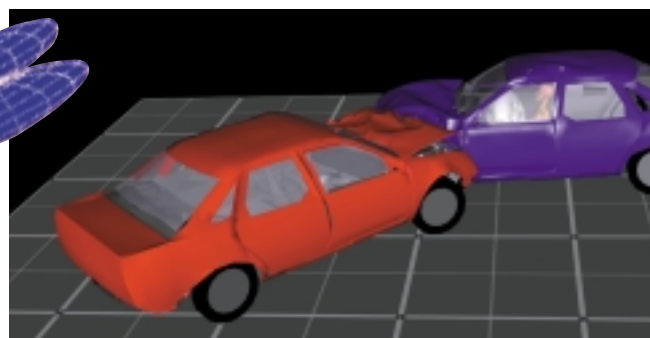
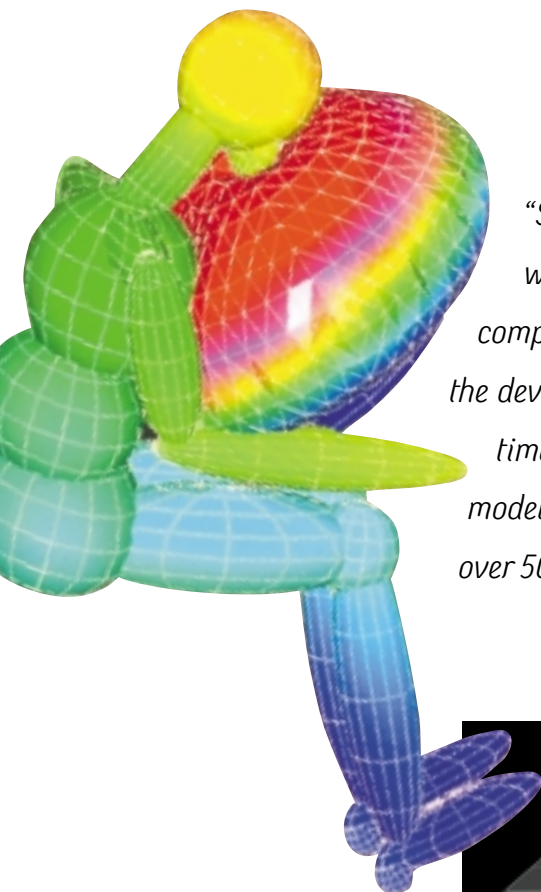
With SGI Professional Services, the solution is in sight.

When you contact your local SGI Professional Services office, you activate a whole world of solutions-driven knowledge and expertise that can be referenced to your enterprise.

Talk to us. There is significant competitive advantage to be gained from our experience in providing advanced solutions, which can have a positive and economically effective impact on your business. We will demonstrate our absolute professionalism and commitment, assess your current strategy, review your technical environment, and analyse specific requirements. By gaining insight on where you want to go, we can put forward solutions that best reflect your business objectives.

It all begins the day you make contact. For further information, please call your nearest office or visit our web site.

“SGI helped a worldwide auto company cut the development time of a new model by over 50%”



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