

SGI[®] Professional Services

A Unique Convergence of Technology,
Innovation, and Expertise for
Outstanding Business Results

SGI[®] PROFESSIONAL SERVICES: AN UNPARALLELED TEAM OF EXPERTS

In a competitive and global business environment, sophisticated high-performance technology can provide a strategic and compelling advantage in manufacturing, energy, life sciences, digital content management, high performance business and more. But applying high-end computing to address today's business challenges sometimes requires an uncommon level of expertise.

That's why major companies rely on SGI Professional Services. With a savvy ability to align high-end computing technology in innovative ways to help companies achieve significant business results, SGI consultants are experts in optimizing infrastructure, enhancing efficiency, and delivering meaningful and measurable value.

From solution architects to project managers to technical consultants, our worldwide team of industry leaders in 25 countries possess superior skills in compute, data management, and visualization – as well as deep domain expertise in key vertical markets and industry segments. Our consultants have an average of 20 years of experience in technology, industry, and professional services. We're knowledgeable in today's complex and hybrid computing environments. Most importantly, we focus on your technology needs - only in concert with your business needs – through a broad range of solutions and services.

What does that all mean to you and your organization? Exceptional value through demonstrable levels of competitive and operational advantage. As trusted advisors acting as an extension of your resources, we help you achieve a faster time-to-solution that creates new levels of innovation in your market and measurable ROI.

SGI® Professional Services

PACKAGED SERVICES: THE RIGHT BLEND TO ADDRESS TECHNICAL BUSINESS CHALLENGES

In many cases, organizations have well-defined consulting needs ranging from specific audits and assessments to storage migrations. Our experts leverage a combination of SGI products, third-party equipment, methodologies, templates, tools, best practices, and their own knowledge and experience to help you achieve a range of business IT goals. Our packaged services include:

Data Center Services – A collection of assessment services that are targeted to the data center environment to help increase the efficiency of existing data center resources. Packages such as High Density Server Assessment, Power Efficiency [Green] Assessment, or Storage Assessment are designed to specifically address the needs of today's data centers.

File System Options – Hybrid and cluster compute environments combined with users who need access to shared data are creating challenging environments for file sharing. SGI consultants have the knowledge and expertise to guide you in the design and implementation of the file system option that best fits your needs.

Hardware / Software Solutions – SGI offers a number of hardware and software solutions to support your IT investment. Items such as display solutions, graphics servers, and data storage products provide a full range of solutions to complete and fulfill your business needs. Our experts understand the nuances and complexities of hardware and software component implementation.

Our Packaged Services Methodology

All packaged services start with a comprehensive needs assessment designed to match the right solution to your business need. Our assessment services go a step further with a three-phase process designed to assess your current situation and present actionable recommendations to achieve desired improvements.

- **Pre-Site Services** – Initial data gathering using structured interviews and questionnaires.
- **On-Site Services** – Our experts spend an intensive day at your site to complete the gathering of information relevant to the assessment.
- **Post-Site Services** – Finally, we carefully analyze all of the information and observations and prepare and present a formal report that details our specific recommendations.

CONSULTING SERVICES – CUSTOMIZED EXPERTISE

Each enterprise faces unique business IT challenges that reflect their own market opportunities and demands. In response, SGI can design a customized portfolio of consulting services that respond to these unique requirements and add targeted value by optimizing business performance through innovation.

Our teams take advantage of both SGI and third-party technologies and provide on-site/off-site consulting, project management, and design, implementation, and integration services. These offerings include:

- **Onsite Services** – Our experts work alongside you and your team in any capacity you need such as improving performance workflow, application performance tuning, software development, application analysis, or system administration.
- **Project Management** - Our certified project managers can ensure project quality, bring projects in on time and on budget, reduce costs, manage risk, and help resolve stakeholder concerns. You avoid project related delays and cost overruns.
- **Design, Implementation and Integration Services:** Project specific design and implementation to provide a solution that answers a specific business or IT need.
- **Services Factory** – An innovative Services Factory concept to pre-configure, test, and integrate multi-component configurations. Most of this integration work takes place at SGI's factory, allowing you to deploy more quickly. The result: faster, more reliable implementations.

Consulting Services Methodology

It all starts with listening . We learn about your needs and gather business and technical requirements to design solutions and options to achieve results. Our trained consultants understand customer environments, technology, and consulting methodologies. And we listen to ensure the solutions address your specific needs.

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KEY INDUSTRY RELATIONSHIPS

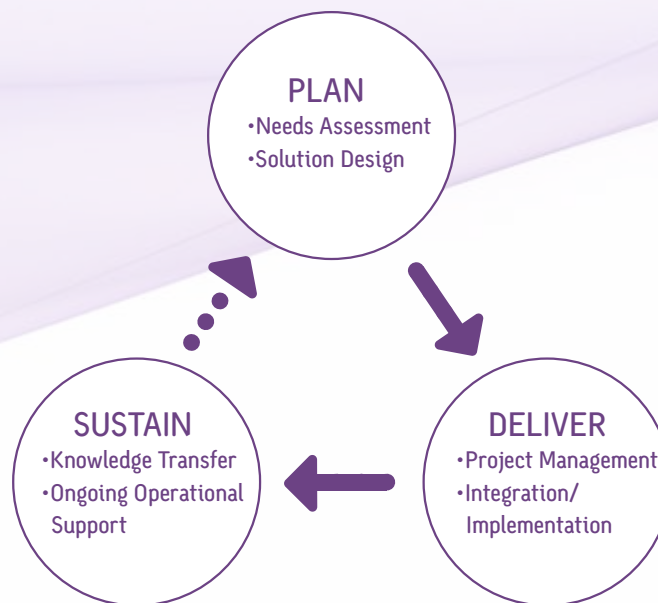
In many cases, business IT solutions don't stop with a single vendor. That's why SGI develops and maintains complementary relationships with industry leaders. Across any and all of our service offerings, we collaborate with these other expert providers to supplement or enhance our product offerings and our ability to deliver a more complete, more robust solution.

We only select elite partners with a demonstrated track record of delivering high-quality products and services. These partnerships and products include third-party offerings that enhance the SGI product line and provide a complete solution. The result: you deploy a full solution with one-stop support.

A PROVEN DELIVERY METHODOLOGY

In addition to our proprietary tools, templates, and strategies, SGI uses its own proven **Plan, Deliver, and Sustain** methodology that is the linchpin of our project success.

- **Planning** – From the initial consultation and needs assessment through the production of a solution design and a complete, documented solutions plan, our experts map out every step of the process.
- **Deliver** - We don't just talk the talk. We dig in alongside your team with project management, supplier management and delivery, and complete solution integration.
- **Sustain** – After the solution is delivered, it's essential to transfer knowledge of the solution and ongoing operational support to you so you get the most from your investment.



SEASONED TECHNICAL EXPERTISE ALIGNED WITH YOUR BUSINESS GOALS

The global team of SGI Professional Services consultants unwaveringly focus on three key principles:

- **Developing Client Partnerships** – We align with your goals to solve business problems faster.
- **Commitment to Best Practices** – Our seasoned veterans and certified project managers use proprietary tools, proven methodologies, and industry best practices to collaborate with you and achieve your business goals.
- **A Logical Approach** – It boils down to a simple philosophy. We listen to you. We understand the challenges you're facing. And we commit ourselves to innovatively delivering quality and value.

THE BENEFITS THAT SGI PROFESSIONAL SERVICES BRINGS

We help you synchronize technology excellence with rapidly changing business goals.

We help you leverage information technology to achieve strategic and long-term operating value through efficiencies, flexibility, faster time to market, and more.

We help you optimize your organizational performance by simplifying IT operations — a unified, trusted resource of business IT expertise.

Why Businesses Rely on SGI Professional Services

- **Innovative Thinking** – We combine technology and innovation to produce advanced solutions to complex problems.
- **Competitive Edge** - Our investments in talent and technologies help organizations address new business challenges and broaden their technology usage.
- **Greater ROI** - We focus on optimizing infrastructure investments, enhancing operational efficiency, and achieving measurable and meaningful value.
- **Consulting Expertise** – Our teams consist of industry leaders with broad experience in compute, data management, and visualization as well as extensive domain knowledge.
- **A Trusted Advisor** – We forge long-standing relationships through a strong commitment to quality, service, and value.

SGI[®] Professional Services

“Finding the right tools wasn’t the biggest challenge. What really made the difference was the support, the knowhow, the experience and the availability of the team we worked with.”

– Adelio Schieroni,
Leader of the data processing center
and strategies and policies group,
Gaetano Pini Institute.

“SGI is our high performance partner of choice for CFD supercomputing, and visualization, because we share the same high levels of innovation, strong execution, and desire for a long-term relationship.”

– Jonathan Neale, Managing Director,
McLaren Racing

“SGI Professional Services started with our vision and all the complexities it implied and architected a complete solution that translated our wishes into functional technology.”

– James Avery
[Former] Associate Dean for Academic Affairs,
DLC (Bechtel Collaboratory)

“SGI people were passionate about what they did, just like us. They helped us brainstorm how to take a technology that we saw the oil and gas industry and automotive industry using successfully and apply it to consumer electronics.”

– Mike Squillace,
Multimedia Global Design Development,
Manager Thomson

“The ability to do partial file restoration was a key differentiator for SGI. SGI Professional Services was able to do it, and they were able to do it correctly, and this has proven to be a linchpin in allowing us to manage this content.”

– Mike Rokosa,
Vice President of Engineering,
NBA Entertainment



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