ASTECH Solutions Inc.

Corporate Overview

Who is ASTECH Solutions Inc?

I.T. Consulting and Project Services
- Consulting
- Project Services
  - Solution and Application Design
  - Application Development
  - Technical Services
  - Technical Support
- Education, Mentoring, and Coaching

Shark Camp Program
- IBM Business Partner Training
  - Technical Training:
    - Technical product knowledge and preparation for certification exams.
  - Sales Training:
    - Sales related product knowledge and preparation for certification exams.
ASTECH Corporate Profile

- Founded in 1992 by Mark Buchner, President
  - 10 Year Anniversary in 2002
- Roots in the IBM Toronto software laboratory
- Talent pool more than 50 consultants deep
- Initially heavily involved in Software porting and application development tool validation
- Expanded to include consulting and project services. Currently leading provider of independent consulting, project services, and technical training programs
- In 1997 founded Shark Camp program that specializes in product training and preparing IBM Business Partners for certification exams
- Program has expanded to include more offerings and greater geographic coverage. Now Shark Camp is recognized as the world wide leader in IBM business partner training.

Shark Camp Quick Facts

Since 1997...
- Over 40 Countries Including:...    
  • Argentina, Austria, Belgium, Brazil, Canada, China (Hong Kong), Costa Rica, Croatia, Czech Republic, Denmark, Egypt, France, Germany, Greece, Indonesia, Italy, Kenya, Malaysia, Mexico, Morocco, Netherlands, Nigeria, Norway, Poland, Portugal, Romania, Russia, Spain, Slovakia, Slovenia, South Africa, Sweden, Switzerland, Taiwan, Turkey, Thailand, United Arab Emirates, United Kingdom, and USA.
- Over 600 Classes...
- Over 9,000 Students...

2001 Program...
- 30 Countries...
- 184 Classes...
- 17 Instructors...
- 2,891 students (Average 15.7 of students per class)
What Makes ASTECH Unique?

Skill...ASTECH consultants have deeper understanding of leading technologies due to:
- Careers in IBM laboratories, ongoing special projects with IBM, active roles in projects and consulting with our clients, teaching experience – client and business partner, IBM International Technical Support Organization (ITSO) residencies, Strategic relationships and affiliations with IBM Laboratories.

Experience...ASTECH has provided IBM Business Partner training services since 1997. During that time we have taught over 9000 students, in over 40 countries around the world, covering numerous technologies.

Quality...ASTECH builds our project and consulting services on the most sound project management principles based on the Project Management Institute
- Project Management Body of Knowledge (PMBOK) www.pmi.org

Service...ASTECH sales, support, marketing, consultants, and instructors work hard to ensure the successful deployment of each class. This includes special logistical requirements, travel, course content, teaching style, customization to local requirements and language, and student feedback.

Infrastructure...ASTECH uses a leading edge system called ABB for scheduling, travel logistics, site contacts, instructor communication, and planning. The system is built in Java and runs on WebSphere Application Server and provides a central location for instructors, IBM contacts, site contacts, and ASTECH to access course information and logistics.
- ASTECH also has a state-of-the-art testing and development laboratory with all the latest software and hardware available for development and testing.

Affiliations and Partnerships

- Formal Skills with key new IBM Products/Technologies
  - Our skill has been formally authorized, certified, and recognized by IBM.
  - IBM Certified for e-Business – Business Partner
- ASTECH is IBM's #1 Business Partner training vendor
- ASTECH has Direct Links to IBM Labs
  - If we don’t have the answer to a problem we know where and how to get it!
    - IBM Rochester iSeries Technology Center Partner
    - WW #1 ITSO (Redbook) Business Partner
    - Direct ties to Toronto Software Lab
    - IBM Learning Services Partner
- Microsoft Certified Solution Provider
  - In addition, we maintain affiliations with Microsoft and have certified resources (MCSE) on staff.
Consulting Services

Our Solution Approach...

Our Solutions:
- Infrastructure Solutions
- Training and Skill Transition Solutions
- Business Integration Solutions
- Modernization Solutions
- Consulting Services
- Technical Services

Consulting Services
- Application Development Strategy
- IT Reviews – Systems, AD, Mgmt.
  - Infrastructure Design
  - IT Technology Strategy
- Project Reviews
- E-Business Solutions
- Legacy Application Modernization
- WebFacing Tool Services
- Software Installation and Configuration
- Application Development
- Networking and Infrastructure
- Performance Tuning and Analysis

Project Services
- Mentoring and Coaching
- Private classroom with hands-on training
- Existing or customized curriculum
- Knowledge transfer programs
- Seminars and roundtables
- Technical support programs

Education Services
- Roadmap Review
  - The Roadmap Review delivers a strategic IT plan with strategic planning recommendations spanning the enterprise. Included focus areas are the current IT environment, IT strategies and plans, business environment, and business strategies and plans. This review is recommended for customers with difficult planning and strategy decisions within their organization that require an independent 3rd party to provide insight and guidance based on our broad experiences and technical knowledge.

Architecture Review
- The Architecture Review is focused on infrastructure design and related topics spanning the enterprise and delivers architectural recommendations. The focus areas of this review include system architecture and design, network architecture and design, infrastructure (SW and HW), system management processes and tools, and performance. This review is recommended for customers requiring an independent review and recommendations for their enterprise infrastructure - servers, security, design, firewall, VPN, management, performance among other considerations.

Development Review
- The Development Review focuses on specific applications and development strategies and provides the customer with modernization recommendations for current applications and development processes. Key focus areas are application architecture and design, development processes and tools, skills and training, code quality, and performance. Development reviews are for customers that are at a 'cross-roads' with regard to application development and feel a set of skilled practitioners evaluating and providing important direction to various parts of their development strategy would be valuable.

Project Review
- The Project Review focuses on the project and delivers project improvement recommendations. The Project Review focuses on project management processes and tools, project plans and status, risk and risk management plan, and the project office. The Project Review focuses on the project and is recommended for customers requiring an independent 3rd party view and recommendations regarding key or strategic project performance and status.
## Project Services

### E-Business Project Services
- Environment Assessment
- Opportunity Identification Workshop
- Project Evaluation & Selection Workshop
- Business Value Assessment
- Solution Design
- Project Definition Workshop
- Application Development
- Project Management

### Software Development
- Software Modernization
- Software Development
- Software Porting
- Development Resources
- JAD Session
- Functional Decomposition

### Project Definition and Scoping Workshop

### IT Management Service

### Networking Services

### Independent Software Vendor Services

### WebFacing Project Services
- Keyword Assessment
- Prototype Development
- Keyword Exception Handling
- Application Conversion
- Interface Design & Customization
- Function Analysis
- Custom Template Development

### Performance Tuning and Analysis – System, Database, Network, and Application
- Connect for iSeries Implementation
- Systems Management and Support
- Product Installation and Configuration
- Hardware Configuration and Sourcing
- Web Site Design and Interactive Media Development
- Printing Services
- Technical Support
- Security
  - Assessment
  - Design
  - Implementation

## Education Services

### Areas of Expertise:
- eServer – iSeries, pSeries, xSeries, zSeries.
- Infrastructure
- E-Business
- Application Development & Modernization
- Linux
- Systems Management
- Sales

### Delivery Options:
- Private & Public Classroom
- Hands-on training
- CD-ROM and Web Based
- Existing or customized curriculum
- Mentoring and Coaching
- Knowledge transfer programs
- Seminars and roundtables
- Technical support programs
Education Services… Cont’d

ASTECH is a leader in new technology skills transfer. Why?
◆ ASTECH is IBM’s ‘Shark Camp’ training franchise.
  ▪ IBM Business Partner sales and technical training courses.
  ▪ Prepare IBM business partners for certification exams, success in the field
    • ASTECH provides instruction in: English, German, French, Mandarin, Spanish, Italian
    • Over 9,000 business partners taught since launch in 1997
◆ ASTECH is able to leverage our Shark Camp experience into programs
  for our clients including:
  ▪ Mentoring and coaching programs
  ▪ Formal classroom or hands on training
  ▪ CD-ROM and Web Based Training
  ▪ Existing or customized curriculum
  ▪ Knowledge transfer programs
  ▪ Seminars and roundtables
  ▪ Technical support programs
  ▪ IBM Learning Services relationships

Education Programs Developed…

◆ Software Group
  ▪ Software Selling Workshop
  ▪ WebSphere Application Server V4.0 - Administration & Management
  ▪ WSAD Distance Learning Courses
◆ pSeries (RS/6000)
  ▪ AIX5L Administration
  ▪ Q1329 Sun Solaris to AIX5L Porting
◆ iSeries (AS/400)
  ▪ AS066 iSeries Technical Solutions Design
  ▪ AS067 iSeries Technical Solutions Implementation
  ▪ AS039/AS040 iSeries “Shark Camp” Sales School
  ▪ AS043/AS044 WebFacing Tools Workshop
◆ Linux
  ▪ QLS11 SET Class: Getting Started with Linux and IBM e-business Software and Servers
  ▪ Linux Selling Workshop
◆ Application Framework
  ▪ B3005 (E) Application Framework for e-Business Selling Workshop
  ▪ P3206 (E) Application Framework of e-Business Technical Workshop Design
  ▪ P3106 (E) Application Framework of e-Business Technical Workshop Implementation
Our Expertise…

Development, Technical Consulting, and Porting Experience

- ASTECH has over 100 successful development, technical consulting, and porting engagements to our credit for clients around the world.

ITSO Residencies

- Our consultants have worked on over 16 Redbook residencies which give our consultants in-depth knowledge of tools, process, designs, and technologies that sets them apart from the competition.

Certifications

- Certifications are an official acknowledgement of expertise in a subject matter area. We pride ourselves in having a large number of key technical certifications including: iSeries Solution Sales and iSeries Technical Solutions, Linux, Application Framework Sales, Application Framework Design, and Application Framework Implementation.

Our Qualifications

Shark Camp Training Program

- We have trained over 9,000 IBM business partners since 1997. We take this advanced knowledge of training development and delivery use it to implement new technologies as part of a complete solution for our customers.

Strategic IT Reviews

- We have performed over 50 Strategic IT Reviews for fortune 1000 companies that have designed, planned, and recommended new technology strategies that support business success. We have had several firms working with us see very positive gains in their stock value as a result of improvements engineered by ASTECH.

AD Program and Client Series

- ASTECH was chosen by IBM as a 3rd party to qualify vendor Application Development Tools. With this background ASTECH is able to recommend the best set of tools and technologies from the industry that meet your requirements.
Our Instructors…

- Wrote the compiler
- Developed the tool
- Tested the product
- Wrote the Red Book
- Built the performance tests
- Taught the class

Are better teachers because they consult, and are better consultants because they teach!!

Corporate Information

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