

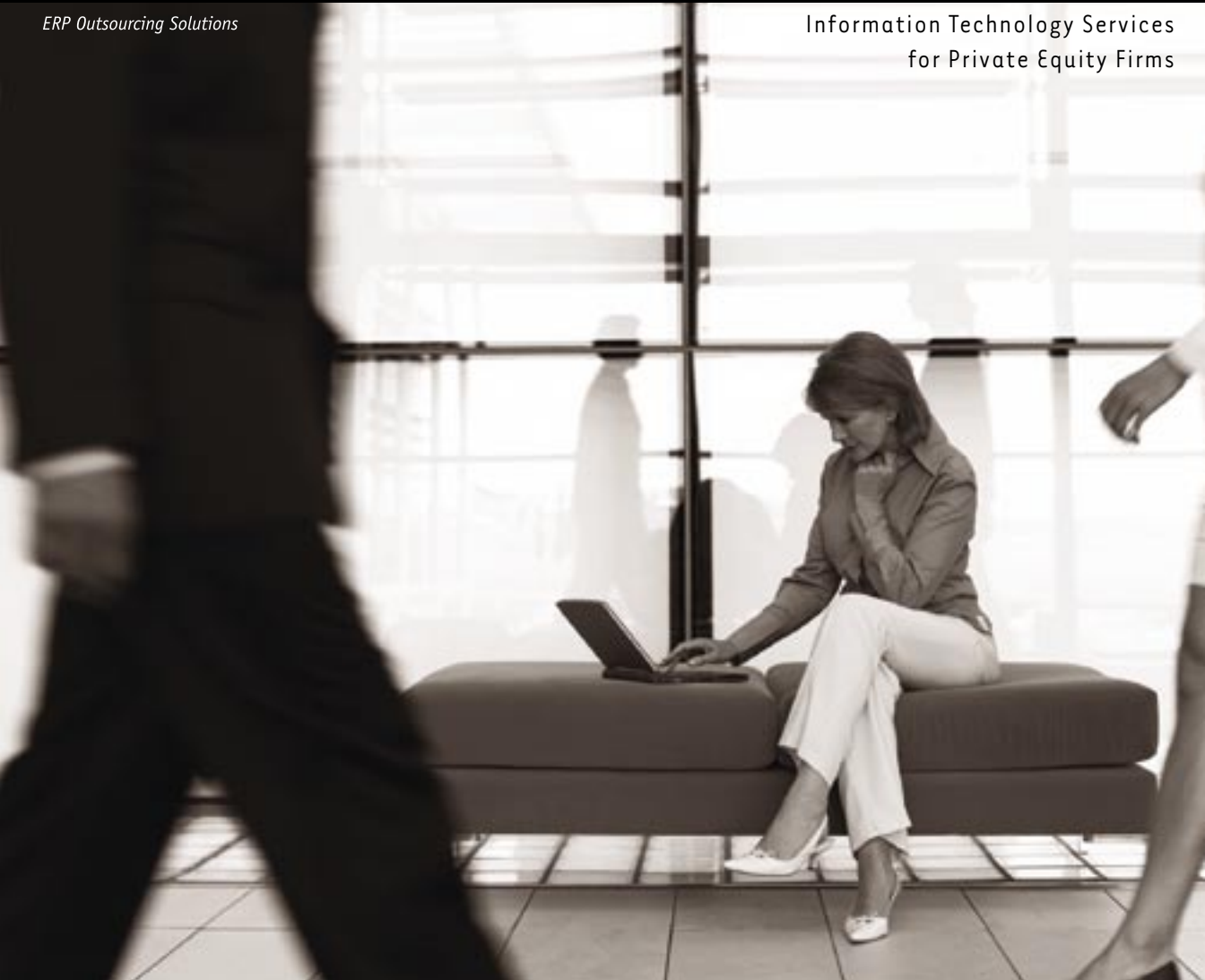


OneNeck[®]

ERP Outsourcing Solutions

OneNeck IT Services

Information Technology Services
for Private Equity Firms



RIGHT-SIZE COSTS

MITIGATE TRANSACTION RISKS

SHORTEN TSA LIFE CYCLES



OneNeck®



FLEXIBLE

EXPERT

COMPREHENSIVE

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OneNeck IT Services

- > OneNeck IT Services is the **leading** provider of enterprise outsourcing solutions for mid-market companies.
- > OneNeck offers investors a partner with both **expertise** and a track record of success in working with Private Equity firms.
 - > Corporate divisional carve outs.
 - > Consolidation plays.
 - > IT Due Diligence and Future State Planning Services.
- > Efficient IT solutions with predictable cost for existing and future portfolio companies.
- > The quality of a comprehensive large cap outsourcing offering, with the **benefit** of a customer-intimate solution.

OneNeck IT SERVICES



YOUR GOALS

YOUR OBJECTIVES

YOUR SOLUTIONS

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Understanding Your Objectives...

OneNeck excels at understanding the objectives of the Private Equity firm. We know how to translate your objectives to the IT operations and strategy of your existing and prospective portfolio companies.

During the course of any divisional carve out, consolidation play or LBO, the underpinning information technology infrastructure plays a **pivotal role**.

Inadequate technology, weak operational resilience or poor leadership, can create an unstable foundation that can dramatically influence cost, availability, security and ultimately, business valuations. These issues can be particularly acute in divisional carve-out transactions where OneNeck excels.

UNDERSTANDING YOUR OBJECTIVES



STABILITY

AVAILABILITY

PERFORMANCE

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Right-Size Costs

- > Overspending now can hurt short-term **financial performance** and valuations.
- > Under spending now can hurt long-term **business viability** and valuations.
- > Right-sized spending can **optimize** the overall value of your investment.

Cost containment, stability of operations, systems availability and performance are all **fundamental** IT requirements for any business.

RIGHT-SIZE COSTS



PLANNING

ANALYSIS

RESULTS

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Mitigate Transaction Risks

A poorly executed IT transition can significantly impact the timing of a transaction. However, a carefully planned and **successful** IT transition can have a positive affect on the perceived stability of an organization, and thus its valuation.

- > Effective IT operations transition planning **yields benefits** on both the sell-side and the buy-side of a transaction.
- > Analysis of IT operations is fundamental when carving out a division from a parent or preparing a portfolio company for acquisition-driven growth or exit.

APPROACH

- > Our first priority is to understand the objective of the transaction.
- > We then consider the anticipated short, medium, and long-term business profile.
- > With these two perspectives in mind, we perform our **IT due diligence**. This offering can range from a high-level two-day assessment to a detailed two-week analysis, depending on your needs.



 **STORAGETEK**
L180

TIME

COSTS

MARGINS

Shorten TSA Life Cycles

- > Typical Transitional Services Agreements (TSA), can be extremely costly and operationally paralyzing.
- > OneNeck can review, interpret and work with your team to negotiate your TSA to identify operational alternatives that will **limit your cost and time exposure**.
- > Phasing out TSA dependence not only enables your business to identify and create it's own culture, but **improves operating margins** and strengthens financial and operational performance.

SHORTEN TSA LIFE CYCLES



PREDICT

STAND OUT

WIN

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Differentiate Yourself As a Bidder

OneNeck has **particular expertise** in working with buyers of divisional carve-outs. Our services enable our Private Equity clients to:

- > Differentiate themselves as a bidder.
- > Achieve IT **operational and financial predictability** in existing and prospective portfolio companies.
- > Add value to prospective management teams with a partnership approach to support the business with a right-sized IT solution.

DIFFERENTIATE YOURSELF AS A BIDDER

A circular metallic plaque is mounted on a wall. The plaque features a large, stylized logo at the top, which consists of a thick, dark grey 'C' shape with a sharp, downward-pointing arrowhead. Below the logo, the text 'OneNeck' is engraved in a large, bold, black sans-serif font. Underneath 'OneNeck', the words 'ERP Outsourcing Solutions' are visible in a smaller, lighter font, though partially obscured by the text overlay. The plaque is secured to the wall by three small, silver-colored screws. The background is a plain, light-colored wall.

OneNeck

ERP Outsourcing Solutions

PARTNER

BEST-IN-CLASS

TRUSTED ADVISOR

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What does J.W.Childs say about OneNeck?

IT Due Diligence and Strategic Future State Planning, played a **significant role** in understanding and evaluating the potential information technology implication of executing this transaction. OneNeck delivered value at a level much higher than we typically receive in an IT Assessment, which is why OneNeck was selected as our **long-term partner**.

We obtained excellent advice leveraging OneNeck's **best-in-class** expertise in pre-investment due diligence. We are confident in OneNeck's ability to accurately assess the IT landscape of a target acquisition and to continue to support the divestiture as the **outsourcing provider of choice**.

Jeffrey J. Teschke,
Vice President of J.W. Childs Associates, L.P.



TAILORED

SCALABLE

PREDICTABLE

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OneNeck's Value Proposition

- > Right-size costs.
- > **Mitigate risks.**
- > Shorten TSA life cycles.
- > Differentiate yourself as a bidder.
- > Attain a comprehensive large cap outsourcing offering, with the benefit of a **customer-intimate solution.**
- > Achieve flexible and scalable IT solutions; adaptable to your changing needs, ranging from one-time IT Due Diligence services to **comprehensive** long-term outsourcing solutions.



ASSESS

IMPLEMENT

MANAGE

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About OneNeck

OneNeck IT Services is the leading provider of enterprise outsourcing solutions for mid-market companies. OneNeck offers investors a partner with both expertise and a track record of success in IT Due Diligence and Strategic Future State Planning services.

Unlike other vendors with rigid, “one-size-fits-all” programs, OneNeck understands the unique needs of Private Equity firms, and has designed services flexible enough to be built around the needs of your existing and prospective portfolio companies.

For additional information, visit the OneNeck IT Services home page at www.OneNeck.com.

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