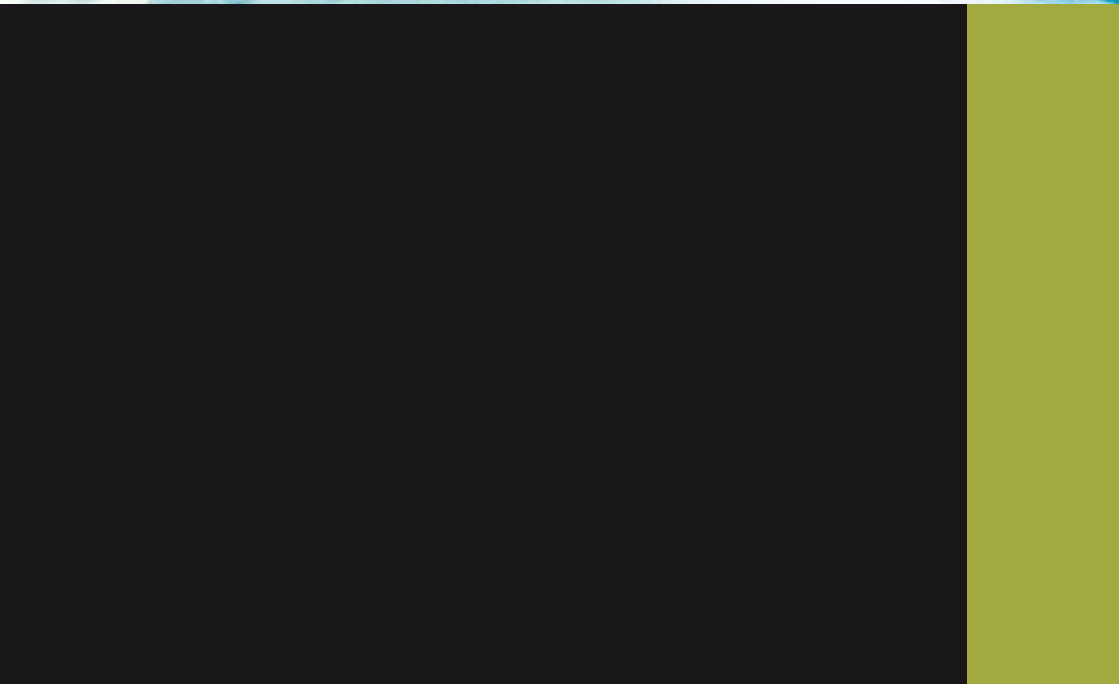




ZEPHYR

IT CAN BE A BREEZE



Zephyr is an independent, New Zealand owned and operated organisation that specialises in the provision of information technology services to the public and private sectors.

Zephyr has a presence in Auckland and Wellington and while the two offices operate independently, they are aligned.

Zephyr's Wellington owners each have over 20 years experience in the IT Industry, and have spent virtually all of this time consulting and managing successful IT service companies. They have a passion for IT and ensuring client expectations are met. They are committed to maintaining a level of hands on involvement at the 'coal face'.

The Management Team at Zephyr is acutely aware that the success of the company depends on the relationships fostered with clients and staff alike. It is with this in mind that the following key critical success factors were developed:

The delivery of high quality outcomes in a cost effective and efficient manner.

"The most meaningful measure of success is to be asked back."

Creating an environment that is productive, supportive and fun for clients & staff.

"People want to work with, and for Zephyr."

Recognising and rewarding staff for their contribution towards the success of the company.

"Sharing Zephyr's successes."

To achieve success and high quality results, Zephyr is committed to building long-term partnerships with its customers by working with them to understand both their business objectives and the organisations specific culture.

Zephyr is also committed to the delivery of excellence through the provision of the highest quality professionals. Zephyr's staff are individually handpicked and are almost without exception known to the management team or an existing Zephyr staff member.

Zephyr's services are provided via four business units covering Consulting, Development, Solutions and Support.



Zephyr Consulting

The services Zephyr Consulting provides include:

Business and IS Strategic Planning
Project Management
Business and IT Consulting
Business Continuity Management
Applications Consulting
Line Management
Programme Management
Business Analysis
Change Management
Tender and Bid Management
Infrastructure Consulting
Quality Assurance
Testing

Zephyr Consulting is an experienced consultancy with over 20 years IT consulting experience between each of the two owners (Graeme McInteer and David Joyce). The Zephyr Consulting philosophy is one of providing high quality consultants, backed up by sound quality assurance and personal involvement from the company's owners.

Zephyr Consulting aims to forge long lasting relationships with clients to help them grow their businesses and to get the best value out of their IT&T investment.

All consulting assignments are managed to the highest quality standards utilising Zephyr's Quality Assurance Framework (QAF). This QAF has been developed to provide a systematic approach for managing all consulting assignments and is underpinned by the personal involvement from Zephyr's owners.

Zephyr's high calibre staff are well equipped to add value when engaged on a 'resource provision' basis whereby Zephyr provides suitably skilled resource to supplement the clients existing team. Alternatively Zephyr can be engaged under a 'whole project' engagement model whereby Zephyr is accountable for the delivery of agreed outcomes. Regardless of the engagement model, Zephyr manages all consulting assignments to the highest standard.



Zephyr Development

Zephyr Development provides application services to manage the development, deployment and maintenance of bespoke systems for clients.

Zephyr Development resources are available to work on a client's site supplementing their project team or Zephyr can be engaged under contract to take full responsibility for the development of a bespoke system.

Zephyr Development services can be engaged under two models:

Where Zephyr resources are used to supplement a project team, these services are generally charged on an hourly basis.

Where Zephyr has taken responsibility for the development of a bespoke system, Zephyr can develop such systems on either a time and materials basis or for a fixed price where the requirements are well defined.

Typically Zephyr is engaged on a time and materials basis to capture the system requirements and then performs the development work under a fixed price contract.

Zephyr has a development methodology that it uses to guide any development project through its development life cycle. This methodology is used for developments where Zephyr has taken full responsibility for the delivery of the project and is based on the RAD (Rapid Application Development) approach. Where a Zephyr developer is engaged as part of a client's project team, they generally use the client's methodology/ approach.

In addition Zephyr offers an Application Support and Hosting service for the ongoing maintenance and support of production applications. This service is generally provided under a fixed term contract and can allow for planned enhancements to the application as well as the support and hosting of the production environment.

For further information on the Zephyr Development team, please do not hesitate to contact Zephyr.



Zephyr Solutions

Zephyr Solutions provides leading solutions for Application Mining, Migration, and Transformation from legacy proprietary environments to modern technology platforms.

Solutions staff are experts in maximising the client's investment in legacy systems through the retention of functionality when upgrading/migrating to newer technologies.

Zephyr Solutions has international partners that have 20+ years experience in the 'automated' migration/transformation of legacy systems. Through these partners Zephyr is able to transform applications from the following languages into either .NET or J2EE development environments:

Centura	COBOL
LINC	RPG
FORTTRAN	Oracle Forms
Powerbuilder	Powerhouse
Visual Basic	

The products used by Zephyr Solutions for the automated migration/transformation of legacy systems are well proven internationally and the resulting code has been audited and certified by Microsoft. Zephyr can provide reference sites that will attest to their successful transformation from these legacy environments.

Zephyr Solutions also provides application mining tools which are used to extract the underlying business rules and data usage encapsulated within the application logic. Zephyr Solutions supports the following company's application mining tools:

BlackboxIT is the leading vendor of application mining products for users of Unisys and IBM platforms. Its industry leading evolveIT product enables users to swiftly understand relationships within the application, undertake impact analysis & mine business rules.

CAST is recognised as the leading supplier of application mining products for Open Systems languages and databases. The CAST Application Mining Suite is a technology which automatically produces information about an application, enabling IT teams to avoid having to dive blindly into the source code to gather such information.

Both of these application mining tools are well proven internationally and Zephyr can provide reference sites that will attest to their efficiency and time/cost saving capabilities.

Zephyr Support

Zephyr Support provides technical resources to assist with the support of computing infrastructure. Zephyr Support's technical team are experienced in all areas of Microsoft and Novell infrastructure with each technician holding relevant certification for their areas of expertise. A skills matrix detailing the skills and experience of the technical team is available upon request.

Zephyr Support resources can be used on a time and materials basis to supplement a client's own infrastructure team or alternatively the services can be supplied under a fixed term support service known as SiteCare.

The philosophy behind Zephyr's SiteCare support service is to provide clients with the timely and relevant 'expertise' to address any particular need and in doing so provide the client with a cost effective resolution to problems/issues.

The SiteCare suite of service modules are:

ServerCare – Support

Support and maintenance service for network servers.

ServerCare – Health Checks

Recurrent protection checks and administration of servers to maintain performance and avoid failure.

WorkStation – Health Checks

Recurrent protection checks and administration of PCs & Laptops to maintain performance, avoid failure and ensure corporate profiles/rules are adhered to.

DataCare

Off Site storage of backup data & business systems.

Managed Help Desk

Logging and management of all calls including escalation and regular status reporting.

Managed Assets

Recording of all physical assets and logging of their movements within the business.

BusinessCare

A comprehensive Business Continuity Plan for the continuation of your business in the event of a disaster.

SystemsCare

A comprehensive Disaster Recovery plan for the recovery of the system infrastructure and critical applications in the event of a disaster.

WebCare

The hosting and maintenance of your corporate Web Site.

The document 'Introducing SiteCare and Support Services' is available upon request.

Contact

The Wellington office can be found at:

Zephyr@82
Willis Street
Level 6
Wellington

The Wellington office Postal Address is:

PO Box 11265
Wellington

Email: reception@zephyr.co.nz

Phone: +64 4 473 2737

Fax: +64 4 471 6220

The Auckland office can be reached at:

PO Box 14051
Panmure
Auckland

Email: auckland@zephyrit.co.nz

Phone: +64 9 589 1394

Fax: +64 9 589 1427

www.zephyr.co.nz





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Our Mission

Zephyr's objective is to be the number one choice independent IT related consultancy in the New Zealand marketplace.

Our goal is to establish long term business relationships with our clients, working together to grow both businesses by making the best use of existing people and technology and, where appropriate, adopting the latest technological advances and management strategies.

We are committed to providing a fun environment in which to nurture our staff while focusing on maintaining high standards of professionalism and quality for our customers.