

**HARVEY
NASH**

The Power of Talent

Offshore Software Development Services

Reducing costs | Increasing resources | Expanding opportunity

“ Working with Harvey Nash in Vietnam has allowed Honda UK to reduce costs while providing greater flexibility in resourcing projects. Effective communication is the key with offshore developments and Harvey Nash's UK team has helped tremendously in this area.

Andy Smith, Honda Global

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Outsourcing

|

IT Recruitment

|

Executive Search

|

Interim Management

Reducing costs, Increasing resources, Expanding opportunity

Since 2000 Harvey Nash has been helping businesses world-wide of all shapes and sizes to dramatically reduce the costs of managing and delivering IT services through its software development and outsourcing business. Our operation has twin centres in Ho Chi Minh City and Hanoi, Vietnam, with over 2,500 software professionals - the largest software development business in the region.

As the leading recruiter of senior IT managers we have a unique insight into the IT industry. We intimately understand the potential issues and risks inherent in using professional services.

Our success is underpinned by a business model where:

- Harvey Nash plc, listed on the London Stock Exchange since 1997, takes **full commercial and delivery accountability**
- Our “**Rightshore**” model dramatically improves on time on budget delivery
- Our approach to the management of projects is **open and communicative**
- Our business relationships are not vendor/client driven they are based on **working partnerships**
- **CMMI level 5** processes and procedures are the foundation of our Development activities
- Harvey Nash **protects** our clients’ information as if it is our own, our centres are **BS7799** accredited

“ Harvey Nash delivered a very professional service and product in a rapid, cost-effective manner, helping us plug a real gap in our capability. ”

Jeremy Rodwell. Group Head of IT, Hitachi Capital



Cost Reduction

Whether this is your first offshore project or you have an established approach and partner, we expect to drive down costs - by at least 25-30% - and to lower your long-term overall cost of ownership.

Flexibility, Innovation & Trust

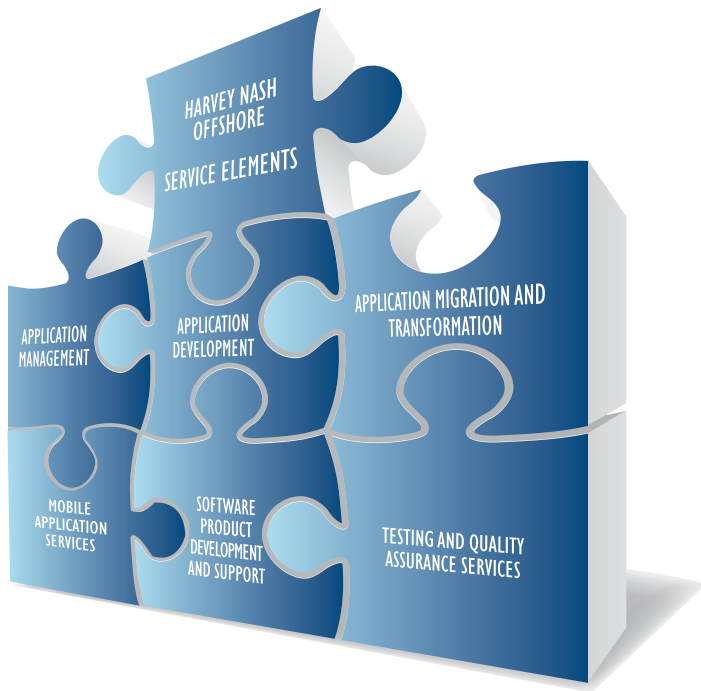
Driving down costs is only one part of the commercial equation. As partners we work together to explore opportunities, share risk and reward, structure relationships and facilitate innovation. We understand your need for new, simple and flexible contracts and operating models like on-demand “software as a service”. We increase your competitiveness and expedite “time-to-market”. Harvey Nash plc is liable for all contractual terms including data security, intellectual property rights and the delivery of all project components. Our clients take comfort from contracting with a UK company that has on risk its brand value and asset base.

Value Adding Services

We are a second generation supplier and so provide wider technology, industry and business process expertise. We have long-standing relationships with over 140 companies worldwide including the US Government, Unilever, Hitachi Capital and Honda. We don't just cut code, we cut business focused code and support you across the board to increase your business success.

Delivery Assurance

We have an exceptional record for on-time and on-budget delivery but for us that's just the starting point. Our flexible, customisable processes boost development productivity by as much as 25%. Your industry has its own “tempo” driving the timing and rhythm of change. We help you beat that cycle time and steal a march on your competitors. You get dependable solutions your business can rely on, delivered at the pace your business demands.



Our Services at a Glance

Harvey Nash offers the following software services:

Application Development

The provision of custom development and systems integration covering architecture, design, application development and a full testing service

Application Migration and Transformation

The transformation of existing systems typically from older technologies to modern platforms e.g. JAVA, .NET

Application Management

The support, maintenance and enhancement of existing applications to support business as usual to agreed service levels

Software Product Development and Support

Aimed at Independent Software Vendors this service line provides development, maintenance and enhancement of your product(s) to published roadmaps and defined service levels.

Testing Services

Our QA centre provides a full testing service covering system, user acceptance, regression, load and stress testing.

Mobile Application Services

A full service line, from design, development, management, testing and support, we extend legacy software or web-enabled applications to the wireless world.

Workforce Consistency

Vietnam has a strong ethos of client and employer loyalty and as a result, our business has an average attrition rate of approximately 6% per annum, significantly below industry averages. This enables us to secure core client teams for the long term. In this way, your relationship with Harvey Nash is rightly seen as an investment in the future.

Our People

Over 80% of undergraduate courses in Vietnam are science based, so the brightest minds are looking to work in our industry. As we have by far the most prestigious development centres in the country, our employees are the best of the best. Our confidence that our development teams are as good as any to be found in the market today is supported by our clients, who understand that low cost, without high quality, will not guarantee business value.

Local Domain Knowledge

We employ a model where a UK Account Director is responsible for client satisfaction. UK Project Managers and Business Consultants are available to work on projects and solution delivery where appropriate. We enable you to employ the delivery model that works for you.

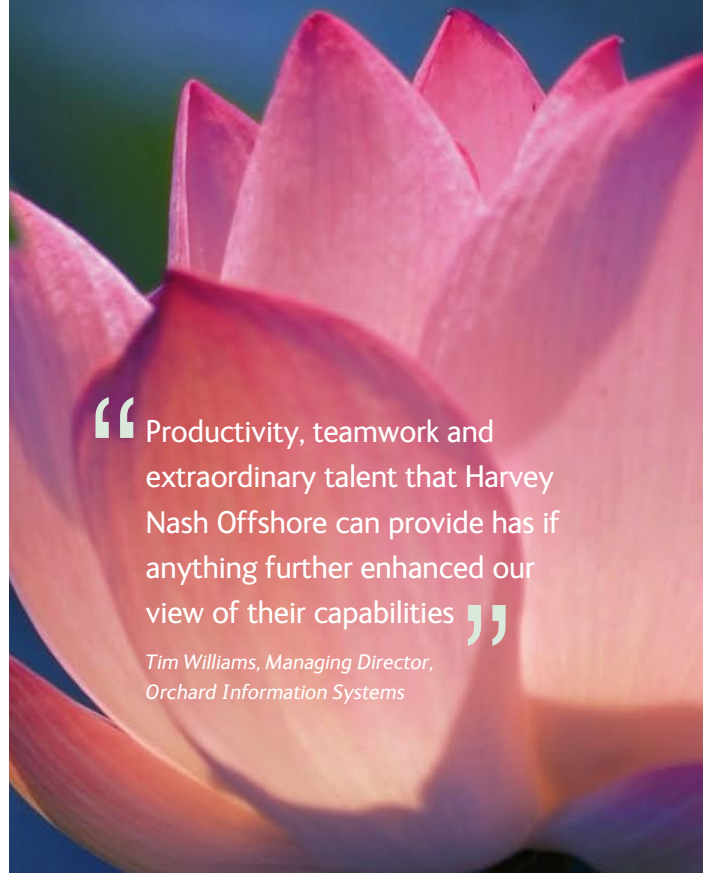
Delivery Approach

Work can either be undertaken:

- As a series of discrete projects on a Time & Materials or Fixed Price basis (and of course every variation in between), or;
- As part of a committed team approach where the team can work within our general office facilities or within a private and branded client environment.

“ Productivity, teamwork and extraordinary talent that Harvey Nash Offshore can provide has if anything further enhanced our view of their capabilities ”

*Tim Williams, Managing Director,
Orchard Information Systems*



Our Clients

Harvey Nash's unique offshore development model has been adding tangible business value to a prestigious set of clients that include:

Hitachi Capital | Communisis | Shaw Trust
Vielife | StepStone | Prince's Trust | Orchard
Constructionline | Discovery International
Capita | Honda | Royal Bank of Scotland
Reliance GlobalCom | Prudential
Petronas | Progress Software | Marshall Wace

For more information on Harvey Nash Software Services, please contact us:

London

Tel: +44 (0)20 7333 0033
Fax: +44 (0)20 7333 9441
info@harveynash.com

Vietnam

Tel: (84) 8 3 810 6200
Fax: (84) 8 3 810 6201
info@harveynash.com

Birmingham

Tel:+44 (0)121 717 1919
Fax:+44 (0)121 717 1918
info@harveynash.com

Edinburgh

Tel:+44 (0)131 220 3700
info@harveynash.com

Leeds

Tel:+44 (0)113 202 8900
Fax:+44 (0)113 245 3255
info@harveynash.com

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www.harveynash.com/software

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