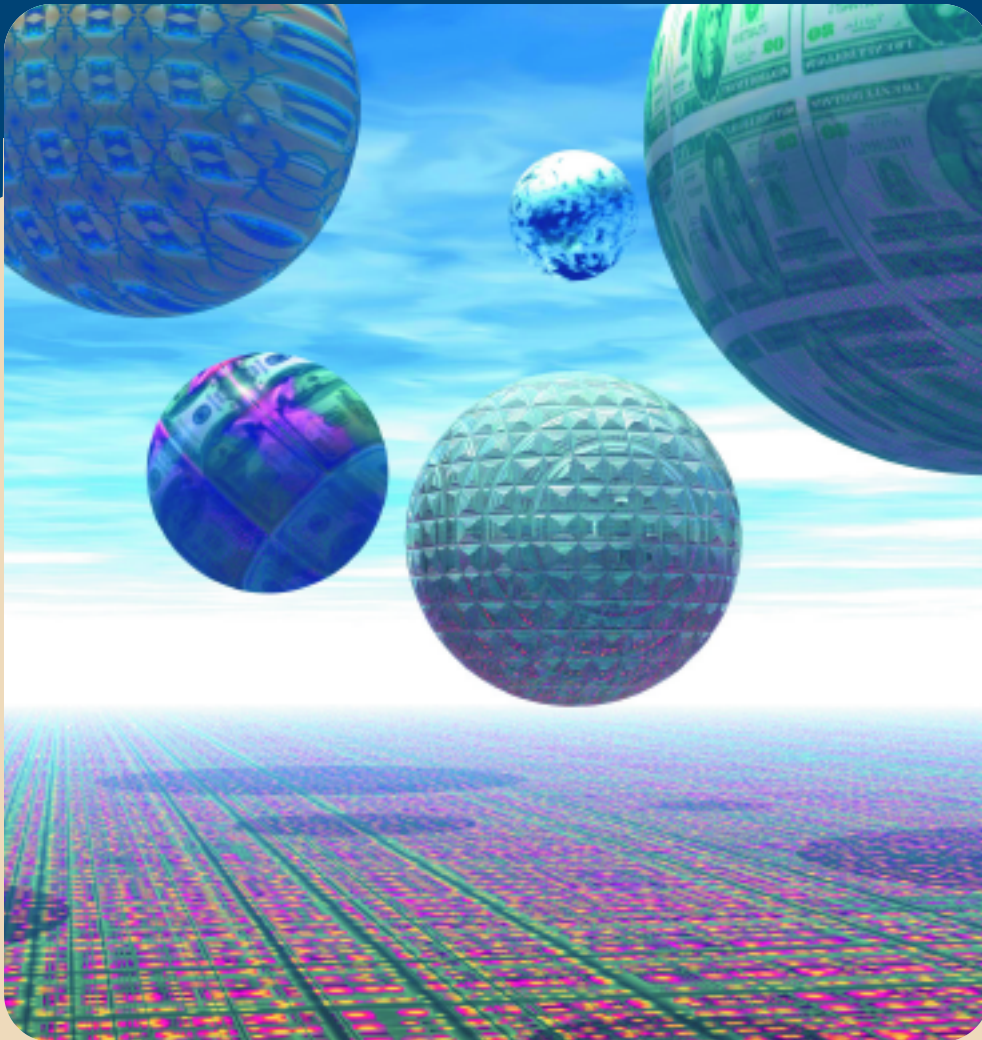


Business Consulting <
Technology Consulting <
Solutions Delivery <

SERVICES FOR THE FINANCIAL INDUSTRY



INSIGHT to identify what's most important EXPERIENCE to build mission-critical solutions BOTTOM-LINE results to drive outstanding ROI

Foliage provides business consulting, technology consulting, and solutions delivery services that enable our financial services clients to achieve outstanding results. Our solutions keep financial transactions flowing quickly and accurately.

Foliage solutions also keep airplanes flying and patients alive. Is this relevant? We think so, because it demonstrates that our clients trust us to address their most important challenges. Our ability to deliver life-critical quality makes our financial services clients confident that we will deliver the mission-critical quality solutions they require. Since 1991, our highly skilled teams have worked closely with our clients to deliver more than 175 demanding projects.

Our senior consultants, architects, program managers, and developers possess more than 20 years average experience. That experience has shown us that there are three critical components of work required to produce significant ROI:



1 Focus on highest value. While there are a multitude of potential initiatives, a select few will truly move the bottom line. Foliage works with clients to identify the key competitive and economic drivers and to quantify the major value opportunities. This rigorous focus on results guides project prioritization and keeps projects aligned with meaningful goals throughout the delivery cycle. Our clients measure their results in terms of risk reduction, quality improvement, service capability enhancement, cost reduction, time compression, and, ultimately, the bottom line.

2 Create foundation for success. The decisions made early in the project effort will dictate both future capability constraints and total life cycle costs. Senior Foliage architects provide the expertise to guide the decision-making process, make effective trade-offs, and yield high-performance, scalable, flexible, and valuable solutions. Seasoned Foliage program managers structure the program to effectively use resources, manage interdependencies, and minimize risks.

3 Achieve superior execution. Identifying the right problem, articulating the appropriate solution, and structuring a suitable program will not deliver value without excellent execution. The superiority of Foliage's execution can be measured – we are industry leaders in terms of productivity, defect rates, time-to-market, and total costs of ownership. Foliage provides full life cycle delivery services, whether through systems integration, package implementation, custom development, or a hybrid approach. We offer a global resource model to reduce delivery costs, and have the expertise to know which combination of domestic and offshore resources is best for managing the trade-offs between time-to-market, cost, and project risk.

COMPETITIVE FORCES

ECONOMIC DRIVERS

Business Consulting		Technology Consulting		Solutions Delivery	
<ul style="list-style-type: none"> • Business Planning • Business Case Formulation • Operations Analysis and Redesign • Industry Insight 		<ul style="list-style-type: none"> • Technology Strategy Formulation • Architecture Design and Evaluation • Software Assessment • Migration Feasibility Analysis • Organizational Readiness 		<ul style="list-style-type: none"> • Program Planning and Management • Systems Integration • Custom Software Development • Software Maintenance and Support • Global Resources • Change Implementation 	
Reference and Market Data	Compliance	Trade Order Management	Portfolio Management	Risk Management	e-Payments

CASE STUDIES

The following six case studies illustrate how Foliage has successfully teamed with our clients to meet their business and technology challenges. For each client initiative, Foliage provided a highly skilled team of business consultants, architects, software engineers, project managers, and quality assurance experts.

1 Electronic Funds Settlement

One of the nation's largest electronic funds networks, providing the capture, authorization, routing and settlement of electronic funds transactions, needed to accomplish three significant objectives: execute major feature upgrades, meet customer demands for next generation technology, and reduce the cost-per-transaction. Foliage's assignment was to examine the alternative means to meet these objectives and to recommend a course of action.

Foliage business consultants first looked carefully at the client's very different value propositions for a diverse set of customer environments, ranging from mid-sized regional banks to global financial institutions. Foliage worked with the client to define and prioritize these end user requirements. Based on insight from client product management and engineering, Foliage placed special emphasis on system availability, performance, and configurability.

Then, Foliage performed a rigorous evaluation of the available software and technologies to help the client with a classic business decision: either build a custom, next-generation system from scratch or buy an existing solution and customize it. The evaluation included due diligence work for the acquisition of a company as a means to obtain new technology.

Foliage recommended a path to strengthen the client's competitive position through the creation of a superior service offering. The recommendation included a plan to control the significant risks inherent in moving a complex high-performance system to a new platform.

2 Securities Lending

A major custody bank recognized the revenue potential in a new line of business in securities lending. To realize this revenue, the bank needed to: ensure timely and reliable flow of trade-related information between business partners, design and build an extranet web portal to maximize end-customer value, integrate with legacy capabilities, and meet a tight market window to pre-empt competitors. Based on the business use cases, Foliage provided a blueprint for partner integration and operations management systems. Then, Foliage provided architecture strategies to meet the service level requirements of the new business. These business and technology concepts were implemented through Foliage's custom software services in time for the first customer integration deadline.

Foliage implemented all of the following components of the new offering:

- Management interfaces and reports to ensure systems reliability
- Exception management services to streamline trade resolution
- High availability and disaster recovery plans to ensure business continuity
- High performance extranet portal
- Migration planning to facilitate the expected rapid evolution of: business services, business partnerships, and customer demands for integration

3 Market Data Consolidation

A world-renowned financial services firm teamed with Foliage to re-engineer a large-scale online information system which consolidates, transforms, and distributes external market data. The new system accelerates processing time ten-fold, improves data reliability and completeness, and simplifies system management. Foliage developed data-driven job control algorithms to facilitate dynamic functional reconfigurations without system restarts. For example, database administrators can (continued)

(continued) extend the system on the fly to support new external data. They can similarly re-partition declarative transaction boundaries to optimize throughput, and adjust data integrity checks to desired sensitivity levels.

The system is implemented in Enterprise Java Beans (EJB) and fully leverages the load balancing and fail-over capabilities of clustered BEA WebLogic application servers. The system is deployed on Sun Solaris and supports a combination of Oracle and Sybase databases.

4 Mutual Fund Accounting System

Foliage developed an international portfolio accounting system for a major mutual fund company. This system provides complete portfolio and client characterization. It tracks all financial transactions, cost indicators, and gain or loss data that affect the portfolio balance. Reports are accessible at the firm, client, and portfolio level for a wide variety of standard and custom accounting categories. The system also supports automated custodian reconciliation via electronic feeds, as well as drill-down facilities for efficient portfolio research. This application was developed in C++ under Windows NT with SQL/Server database. The user interface utilized ActiveX technologies to provide modular, self-describing objects for entity and transaction management.

5 Wireless Trading System

A company on a major exchange selected Foliage to develop a wireless real-time system for use on its trading floor. The system combines external data feeds with rules-based decision support algorithms to calculate optimal trading prices and the risk profiles of individual portfolios. These data are broadcast to the wireless hand-held devices of individual traders. Broader indicators involving systemic security and cross-portfolio exposures are monitored separately and are used to trigger exception alerts to management users. The technology combines Sun Solaris for the analytical engine with NT for the handheld operating system.

6 U.S. Treasury e-Collections Service

The U.S. Treasury selected Foliage to architect, design, and implement a massively scalable e-collections service on the Web (www.pay.gov). This service enables U.S. federal agencies to collect payments and forms electronically in compliance with the recent Government Paperwork Elimination Act.

The service allows business users and private citizens to browse and select standard federal forms on the Web, complete them, and transmit both forms and their payment authorizations securely in XML format to the appropriate federal agency. Related financial status reports are accessible on the Web for secure online viewing or downloading. Advanced security, privacy protection, and provisions for handicapped access are all incorporated.

Foliage developed a rapid prototype of the service, and then designed an industrial strength implementation using an innovative service oriented architecture. This architecture provides multiple tiers of software components with dynamic service discovery and lookup capabilities. These capabilities endow the system with "self-healing," spontaneous fault recovery mechanisms and allow for simplified distributed systems management.

The service also provides loosely coupled XML interfaces to external systems and fully leverages the transactional and messaging services of J2EE. The technology platforms chosen for this implementation include BEA WebLogic, Oracle Database, Actuate Report Server, Quest Shareplex, JetForms, and Sun Solaris.

Industry Participation and Recognition

On behalf of the Financial Information Services Division (FISD) of the Software & Information Industry Association (SIIA), Foliage developed a toolkit to facilitate the adoption of the Market Data Definition Language (MDDL) standard. MDDL is an XML specification designed specifically to make it easier and less expensive for financial firms and exchanges, to trade, analyze and account for a wide range of securities.

Foliage has been an active participant in major financial industry conferences and associations including NISCA, SIA, ISITC-IOA, and SIIA/FISD. Foliage has been named three times to both the Deloitte & Touche *Fast 50* and Software Magazine's *Software 500*.

Insight, Experience, Bottom-Line Results

For more information on our work to identify, design, and deliver the solutions that have created bottom line value for financial firms, please contact us at the numbers below. Foliage has shared its insight through more than 40 different white papers and presentations which you can download on our web site.

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To download Foliage white papers on Reference Data Systems, Pre-Trade Compliance, and Architecture Challenges, visit www.foliage.com/financial


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