



Company at-a-Glance

- More than \$300 million in revenue
- 34 years of experience
- More than 1,400 employees
- 31,000 customers
- Over 350 business partners
- 47 offices and 26 worldwide distributors

WebFOCUS

Everyone makes decisions.



Everything should work together.

Information Builders Corporate Overview

Our mission is to provide

software, services, and

support that improve

decisions and streamline

business processes.

Information Builders projects are shockingly successful. Here's why:

- **Software.** Our core competencies – business intelligence and integration – stem from 34 years of experience working with complex requirements. We built our software from the ground up instead of acquiring packages from unrelated companies. We know how to engineer software that can tackle the tough jobs and stand the test of time.
- **Services.** Our consultants know how to help you forge requirements, design creative solutions to your business problems, and implement sustainable systems that you can manage and adapt in the long term.
- **Support.** We refuse to let clients fail. Our customer support and worldwide organization ensure that we can help you no matter what your problem, no matter where you are.

We don't create one-size-fits all software with a twelve-month shelf life: we create long-lasting solutions that grow as your business grows. We don't walk away once you sign a contract: we provide award-winning customer support to ensure your success. We don't claim to know best: we listen to our customers and innovate according to their needs.

With simple and agile business intelligence and integration solutions and an organization geared toward customer support and growth, your success is our success.



"With reliable information that is easily available, searchable, and delivered in the most widely used formats, everyone is an informed decision-maker. So your organization is organically focused on exploiting the new opportunities that guarantee long-term success."

Gerald Cohen
President and CEO
Information Builders



20/20 Vision Isn't Good Enough

Better decision-making

means that all essential

information is quickly

delivered to everyone

who needs it.

If you're finding that you can only make 20 percent of your data available for query, analysis, and reporting – and that it's only getting to 20 percent of the people who could use it – then you know why you need WebFOCUS.

More than any other business intelligence (BI) platform, WebFOCUS helps people get the information they need to make any type of decision – be it strategic, analytical, or operational. No matter where you are or what device you're using to go online, WebFOCUS gives:

- Executives the strategic reports they need to define goals
- Management the analytics to identify issues
- Operational users the knowledge to adjust day-to-day priorities

If you need to provide information to business partners or customers – even the public – no other business intelligence platform has been more successful. Whether your system has hundreds or hundreds of thousands of users, WebFOCUS improves decision-making and drives efficiency and effectiveness across the enterprise.

WebFOCUS' unparalleled ease of use has made it the choice for the largest BI deployments in the world. People readily adopt easy-to-use solutions, which translates to better decision-making across an organization. And better decisions equal success.



“In 14 weeks we had a complete e-pedigree system in place, and it is integrated with all of our legacy systems. We’ve easily saved \$1 million in development dollars in a relatively short time frame.”

James Blake
Vice President of IT
IPC

Easy to Assemble Integration Solutions

iWay's pre-built components

assemble integration

instead of relying on

extensive manual coding.

Integration solutions can be complex, expensive, and brittle. Not iWay Software. Our integration components are reusable, modular, and easy to assemble into solutions on a project-by-project basis – and practically code-free to use.

To make things even easier, we've assembled our components into three suites to solve specific problems:

- **Business Process Automation (BPA).** These technologies reduce costs and increase efficiencies by automating the way information is shared among information systems, reducing nonsecure integration that relies on spreadsheets and file transfer, and avoiding unnecessary human interactions.
- **Business-to-Business (B2B).** Our B2B technologies handle interactions with business partners, suppliers, and clients; but unlike most B2B systems, they also integrate those partners directly into your key business systems.
- **Enterprise Information Management (EIM).** These technologies bring together information of all types, often in real time, for improved operational effectiveness and decision-making. Specialized technologies for Data Quality Management (DQM) and Master Data Management (MDM) ensure high integrity and comprehensive information integration.

Unlike other vendors' solutions that require you to work with a stack of specialized software, iWay Software solutions are designed to work well alone or with other vendors' middleware – so iWay solutions are an effective part of your architecture no matter how it develops.



Solutions for Every Industry

- Finance
- Government
- Healthcare
- Higher Education
- Insurance
- Manufacturing
- Retail
- Utilities

A Customer-Centric Organization

We help our customers

adapt to any unique

business need with

comprehensive solutions

and support.

Comprehensive Solutions

Your problems may demand the creative application of multiple technologies. Our business solutions combine our native integration components and BI platform with external technologies to create innovative capabilities, such as:

- **Performance management.** Create and communicate the metrics that help align performance with objectives – in real time – to ensure that your company manages through tough times, hits its targets, and delivers value to customers and stakeholders.
- **Enterprise search.** Capture, enrich, and index information as it's created, and then allow users to find it quickly and analyze it immediately.
- **Industry solutions.** Solve tough problems quickly using our packaged solutions, templates, and components for healthcare, manufacturing, state and local government, and more.

Comprehensive Support

Technology's not enough. Our service organization supports you from requirements gathering through implementation into long-term maintenance, adapting to change every step of the way.

Our offerings include:

- **A world-class Professional Services team.** An in-depth understanding of BI, integration, and solution architecture means we can meet any particular organizational requirement
- **A comprehensive Education curriculum.** Reinforcing the knowledge and skills necessary to use our products successfully maximizes your investment
- **Award-winning Customer Support.** Quick, around-the-clock issue resolution ensures that your mission-critical applications will always be there for you



“There is only one word to describe the results the City of Houston Police Department achieved with the help of Information Builders BI technology: impressive.”

Mary Jo Nott
Executive Editor
BeyeNETWORK

Your Achievements Define Our Success

“Information Builders

is one vendor

that should not

be overlooked.”

Mark Smith
CEO and EVP
Ventana Research

American Business Awards Finalists 2008

Information Builders and its CEO Gerald Cohen were named finalists in the Best Customer Support Organization and Best Executive for Computer Services categories.

BeyeNETWORK Vision Awards

Information Builders and its customer, the City of Houston Police Department (HPD), won for the innovative use of WebFOCUS, iWay Software, and third-party geographic software to give HPD the ability to predict and prevent crime.

CIO 100 Award 2008

The Hillman Group, an Information Builders customer, won *CIO* magazine's award for its innovative use of WebFOCUS to improve decision-making based on real-time data.

“Intelligent Enterprise” 2009 Editors’ Choice Awards

Information Builders was selected as a winner in the Companies to Watch in Business Intelligence category, which honors technology companies that show exceptional vision, innovation, and customer leadership.

START-IT’s Hottest Companies of 2008

The Hottest Companies Award honors software and technology providers that target the manufacturing industry and have developed innovative applications or products.

Ventana Research Leadership Award in BI

Poudre Valley Health System, an Information Builders customer, was recognized for successful deployment of BI technology that advances business and IT management and also improves performance through the use of analytics.

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