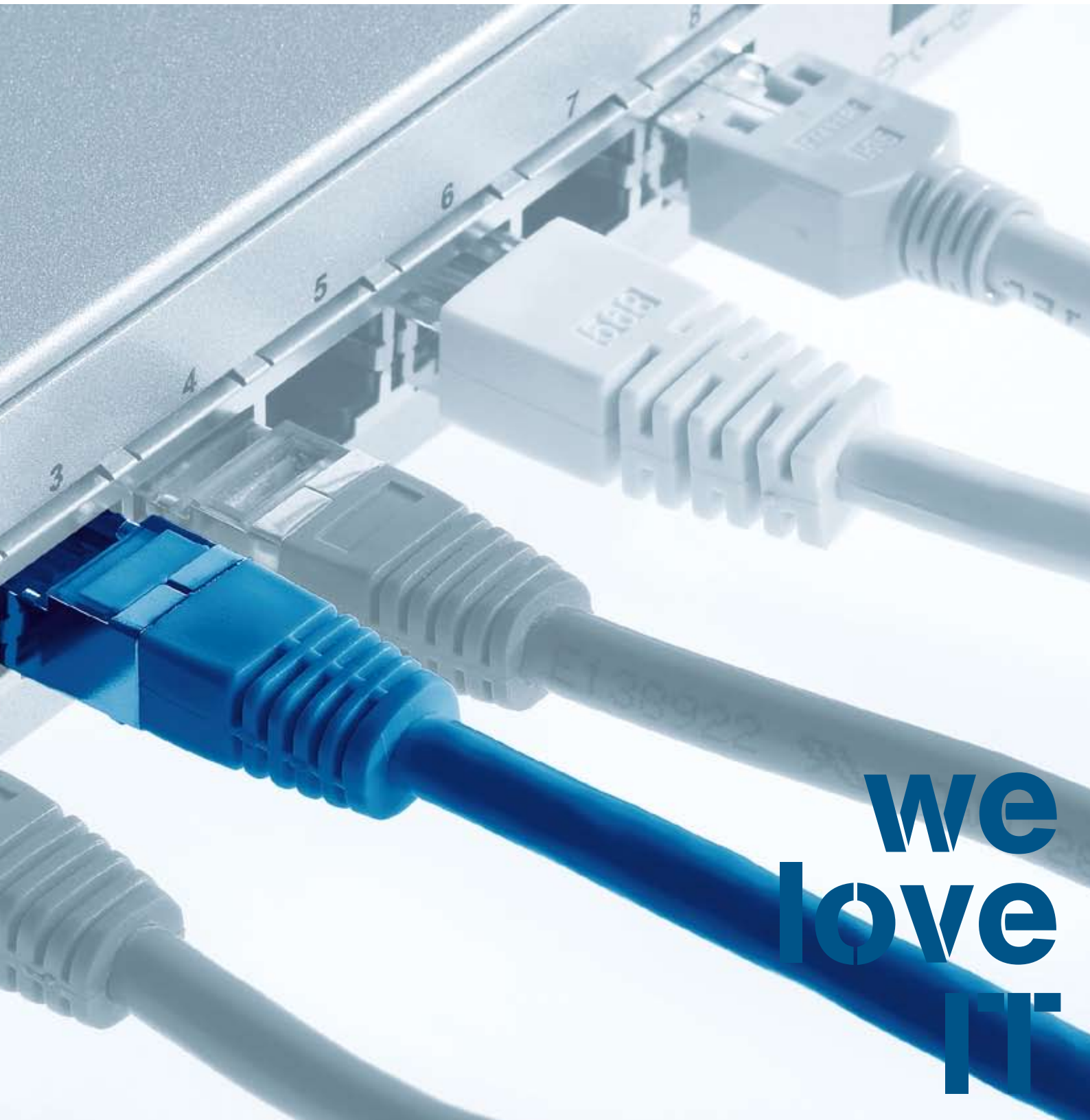


VARIAS

A COMPANY OF S&T

SAP Outsourcing Center



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„Outsourcing Means a Long-lasting Partnership“

Outsourcing

A smart transformation of original enterprise structures into a form of a modern, process directed enterprise with a flat organizational structure is crucial in the period of information society. In order the company could react and fit dynamically its activities to constantly changing external conditions, there have to be identified main business processes, conditioning directly by the fluent satisfaction of clients.

Rendering of the supporting processes, performance of which affects the clients' satisfaction indirectly, is then more and more farmed out to external suppliers in the form of outsourcing. Specialized suppliers, working under the pressure of their competitors, are capable to secure implementation of the supporting processes in a higher quality and with lower costs than the "overhead" internal centers.

Why Outsourcing of the IT?

The outsourcing of the IT is aimed to relieve its user from the activities that are not directly linked with his line of business. The outsourcing means for the client, except the securing of stable and effective operation of the IT, also easier and faster access to employment of up-to-date technologies, which may represent a significant competitive advantage.

Benefits of the IT outsourcing acknowledged in practice:

- Reducing of fixed and operational costs and change of its structure – change of investments into the operational costs
- Fast return of investment – the system is operational and productive in a short time
- High professional standard – increase of IT operation stability, as well as guaranteed continuous operation of the information system
- Rich experience, proficiency, dispassionate attitude and know-how earned with previous projects; the client does not need a team of highly proficient specialists, which results in elimination of problems with head-hunting of skilled IT specialists
- Fitting to constantly changing organizational conditions within the

enterprise, as well as to the fast development of the information technologies, communication standards and legislation

- Focusing of the enterprise to the main line of the business and liberation of the company sources

SAP Solutions Outsourcing

The IT outsourcing and support to the clients covered by the activities of the company S&T is provided by an outsourcing center situated in Slovakia. The center renders services for the outsourcing of the system SAP within its whole scale, starting with installation of hardware platform and ending with application software management:

- Installation, migration and administration of the hardware for the whole system infrastructure
- Administration of the operational system, database and system basis
- Maintenance of individual system modules
- Upgrade and development of new system functionalities

A part of the services may be rendered to the clients with their own IT infrastructure in a form of so-called outtasking (selective outsourcing). Possibility to ask for additional sources for the support and securing of the operation only for critical time periods, e.g. book-closing period,

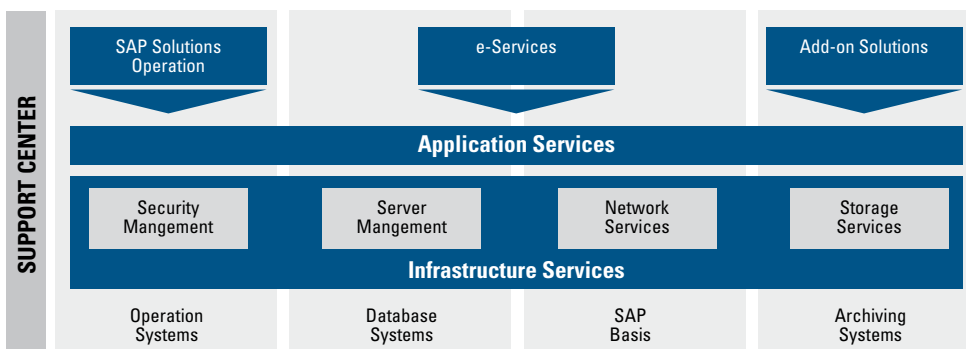
increased operational demand, starting up of new modules into production, etc., represents one of the most significant advantages of the outsourcing and outtasking. The client thereby is not forced to allocate his own technical or human resources that remain within the remaining periods idle and result in increased costs.

The services Outsourcing Center are rendered at three different levels of SLA (Service Level Agreement), if taken from the point of view of accessibility of the operated SAP system.

Portfolio of the Services Rendered by the Outsourcing Center

- Supply and administration of the software and hardware infrastructure, necessary for the operation of an information system, including the supply and administration of communication infrastructure
- Setup of a required functionality of the information system for an enterprise needs, including the upgrade so-called add-on solutions for electronic data exchange and electronic business
- Administration, maintenance and extending of the information system functionalities in the course of its full operation
- Continuous complex support to the system users provided by the VARIAS Support Center (365x7x24).

Outsourcing Center Portfolio





Cooperation with S&T is represented by:

- S&T Group belong among the biggest suppliers of the IT-solutions and services in the countries of the Central and Eastern Europe
- 15 years of experience in the area of the SAP-solutions implementation
- More than 300 projects of the implementation of the information system SAP in the countries operated by the group S&T
- 10 years of practical experience with the outsourcing projects, guaranteeing high professionalism and quality of services offered in this area
- Partnership with leading world producers of HW, SW and further IT products and services
- Rich experience earned at IT projects in various branches of industry, utilities, services, in financial and public sector

References

Outsourcing of the IS for Embraco Slovakia, s.r.o., Spišská Nová Ves, Slovakia and Embraco Europe S.r.l., Riva presso Chieri, Italy

Both companies belong into a global group Embraco and their parent company is in Brazil. The group Embraco belongs into the concern Whirlpool. The company is a significant producer of hermetic compressors and their production represents almost one quarter of world production in this area. The cooperation of the companies Embraco and S&T has been launched in the year 2000 at the project of the implementation of the system SAP in the area of finances, logistics and production. The outsourcing agreement includes operating of the IT infrastructure, situated in Žilina and operation of the SAP system. At the moment, there are working at the project 120 users, there.

The SAP system implementation project went on in the company Embraco Europe in Italy. Moreover, since January 2002, also Embraco Europe make use of the IT infrastructure outsourcing services with technology allocated to Žilina and securing operation of the system SAP to further 130 users. Overall number of the users within the both companies employing the SAP system thus reached 250. The first contract made for a period of five years, has been extended for a period of further three years in the year 2006.

IS Outsourcing for Messer Tatragas, spol. s r.o., Bratislava, Slovakia

The company Messer Tatragas belongs into a multi-national group Messer Gruppe, operating in the area of technical gases. Besides the headquarters in Bratislava, there are operating in Slovakia several production and business departments in Šala, Nováky, Žilina and Košice and several dozens of sales departments around the whole Slovakia. All these plants exploit the system in Žilina.

An outsourcing agreement has been made for a period of five years after previous twelve month cooperation with S&T. The agreement has included operation of IT infrastructure and implementation and

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operation of the SAP system in the area of finances and logistics for 100 users.

Moreover, two system upgrades to be performed within the term of the agreement have been included into the contract. Since the year 2006, based upon a concern strategy of the Messer Gruppe, the SAP system is operated directly from the headquarters in Germany.

IS Outsourcing for Voest Alpine Profilform, s.r.o., Vyškov, Czech Republic

The company Voest Alpine Profilform is a part of the mechanical engineering concern Voest Alpine with headquarters in Austria. The company produce steel frames. The project in their subsidiary corporation Profilform in Vyškov has begun in the year 1997 by implementation of the SAP system. In the same year, S&T have begun implementation of the outsourcing services for the client. There has been outsourced operation of the SAP system, situated within the premises of the S&T outsourcing center. At present, the system includes 10 users. By the beginning of the year 2002, the system has been upgraded into a higher version and it has been accompanied by a substitution of technology and the contract has been extended for a further five-years term.

SAP System Administration Outtasking for Ministry of Education of Slovak Republic

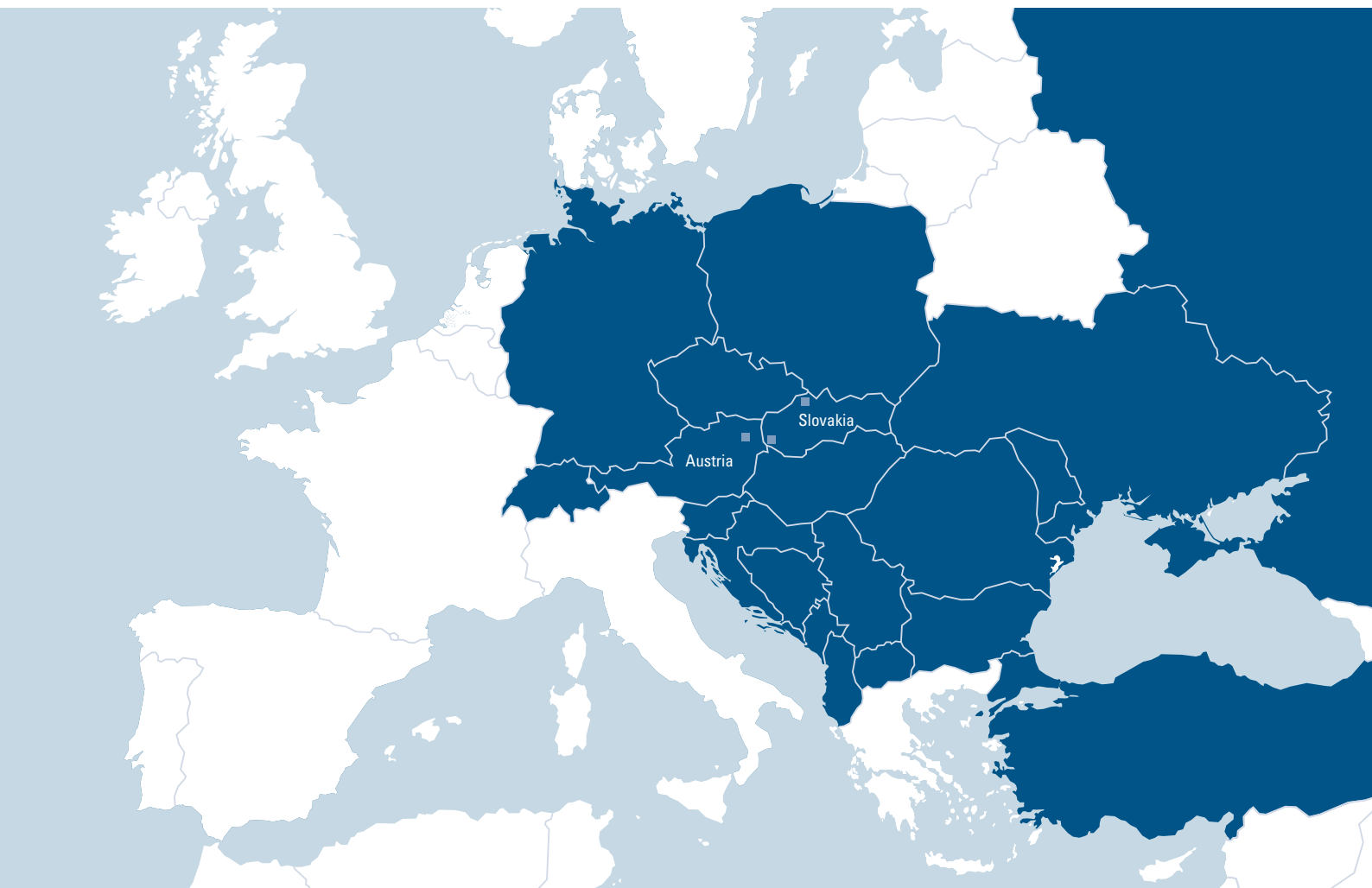
In the year 2005, the Ministry of Education of Slovakia have made a decision on a project of building up a financial information system for all Slovak public universities. The financial information system, based upon a SAP application, is operated from a center and individual universities employ it through a network access based upon the academic network Sanet II. The project implemented by Association of Suppliers S&T and Siemens Business Services presumes joining of all public universities (in the aggregate 20) until the year 2008.

S&T have begun rendering of the SAP system administration out-tasking services within the framework of the project in the year

2005 for an infrastructure with four systems for 1000 users. (There are expected 2000 users in the year 2008), including the administration of Helpdesk system (SAP Solution Manager).

SAP System Administration Outtasking for VOLKSWAGEN Slovakia, s.r.o., Bratislava, Slovak Republic

The company VOLKSWAGEN Slovakia, s.r.o., Bratislava is a part of the automotive concern VOLKSWAGEN with headquarters in Germany. The project in their subsidiary company in Slovakia has been launched already in the year 1995 by implementation of the SAP system for all enterprise areas. S&T have begun rendering of the SAP systems administration outtasking services to VOLKSWAGEN Slovakia in the year 2004 for an infrastructure with 10 systems, in the aggregate for 400 users, including a guaranteed restoration of the operation after a drop-out of back-up (Stand-by) systems.



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