

ABOUT FLAIRSOFT

Flairsoft is a minority owned information technology company headquartered in Columbus, Ohio. Using government and industry knowledge, Flairsoft enables its customers to acquire innovative business capabilities that optimize operational performance, while reducing overall life cycle costs within schedule requirements.



WHY FLAIRSOFT

- Mission focused and dedicated
- Small company attention - prompt response to client needs
- Significant cost savings due to low overhead
- Proven track record in delivering complex large scale IT solutions
- Ability to work with leading edge technologies as well as legacy systems
- In depth understanding of local State business, private sector and public agencies with dedicated, reliable, and high quality consulting & support services
- Expertise in eGovernment, enterprise architecture and business process management



OUR MISSION

Flairsoft's mission is to be the strategic partner of choice for our customers by providing an exceptional team that gets the job done right in delivering cost effective, reliable, innovative and integrated IT solutions. We will always give our customers a strong work ethic, passion for **excellence, integrity, quality** and the best value.

FLAIRSOFT'S SERVICES

Application Development and Support- A proven track record in delivering high value systems, focused on software solution using Oracle, Web Services, Java, .NET, ERP, GIS & XML technologies.

- COTS, GOTS, and ERP Customization.
- Business Intelligence Solutions.
- Network support and Administration.
- Web Programming and Support.

Enterprise Program Management- Program management practice designed to help manage risks and ensure successful implementation of IT investments.

- Project Management - Processes and Tools
- Earned Value Management (EVM)
- Staff and PMO Training
- Performance-Based Contracting

Advisory and Assistance Services- Include business and IT strategy plans, as well as strategic and tactical implementation services, including performance assessment.

- Information Assurance and Data Quality
- Enterprise Architectures
- Strategic Technology Planning and Deployment
- Configuration and Data Management.

Business Process Management Framework- Our flagship product framework Flairdocs™ offers an end-to-end paperless business process and workflow automation solution for government agencies and interfacing organizations focusing on Automated Case Management, Acquisition, and Property Rights Management.

Value Added Staffing- Flairsoft is registered with CAI to provide staffing solution to the State. We pride ourselves in hiring the very best IT talent and offer value added staffing services on a contractual basis for specialized needs including administrative support resource.

REPRESENTATIVE CUSTOMER

- Department of Public Safety
- Department of Job and Family Services
- Office of Information Technology
- Department of Administrative Services and OAKS
- Department of Education
- Department of Health
- Department of Insurance
- Office of Budget & Management
- Public Employees Retirement System
- Franklin County
- e-Tech Commission
- McGraw Hill Education
- Ohio State University
- American Electric Power
- Mettler Toledo
- JPMorgan Chase
- EDS-HP
- CGI
- Deloitte Consulting
- Nationwide Insurance
- United Health Care

For more information on how Flairsoft can help, please contact:
 (614) 888-0700 - info@flairsoft.net or visit our website at www.flairsoft.net

KEY PROJECTS

Department of Job and Family Services

Flairsoft is continuously providing consulting services to the agency since 2003. Flairsoft participated in several large program MMIS, SETS, SCOTI, OJI and MITS.

State of Ohio, Department of Education

Flairsoft is engaged to develop Department of Education's scholarship program for Cleaved for better integration and enhanced capabilities. Additionally, this initiative was a fixed cost project with deliverables and was completed within budget on time. Technology used .NET & Oracle.

State of Ohio, Department of Public Safety

Flairsoft is commissioned to develop real time reporting data warehouse for ATPS III project. This is also a fixed cost initiative which is being followed by a change request from the client. Technology used .NET & SQL.

The Ohio State University

Flairsoft delivered a fellowship tracking system for OSU under very compressed time frames.

American Electric Power

Business Process Management Framework for document management

- Fully web enabled and scalable solution automates document approval and workflow.
- Rules engine for complex document generation.
- Supports mobile document capabilities and electronic recording.

Mettler Toledo Inc.

Data warehouse design for integrated ERP reporting to consolidate reporting and tracking of business processes across 3 major businesses. In this project, we built data models and related reporting for ERP (AP, AR, and GL), Payroll, Sales/CRM, and HR data.

KEY PERSONNEL

Dheeraj Kulshrestha, President: Mr. Kulshrestha has over 25 years of hands-on experience in delivering IT and eGovernment solutions leveraging Oracle, ERP, data warehouse, security, web services, and object oriented technologies. He has served in a number of executive roles involving application delivery, enterprise architecture, and strategy. He holds an MS in Computer Science from Texas A&M University and has worked on a many NASA projects.

Nick K., Vice President of Operations: Nick has 28+ years of consulting experience and is responsible for Flairsoft's day-to-day operations and contracts management. He also assists in product and consulting marketing and new business development activities. He is an experienced professional with proven experience in project management and customer support. He has held key positions as a consultant, project manager and business leader for several firms. Prior to joining Flairsoft, Nick had 15+ years of experience in international business development for the world leading international transportation consulting company. Nick holds a BS in Mechanical Engineering.

Courtney Cassie, Account Manager for State and Commercial Consulting, Ms. Cassie has 8 years of experience; her core competencies include Sales, Marketing, and Customer Service Industry with proven ability to network, build, and capitalize on business relationships. She is highly analytical, innovative, and organized with a history of developing effective strategies for overcoming challenges and improving results. With many years of experience in recruiting, planning, business development and client relations, she excels & delivers multiple responsibilities in fast-paced environments at all levels of client organizations. Ms. Cassie holds Business Administration and Marketing from Ohio State University.

Daniel Stadulis, PMP, Director of Project Delivery: Mr. Stadulis is a hands on manager capable of leading multiple projects, at Flairsoft. Dan is a senior manager with 16 years' experience successfully managing and delivering complex IT and business solutions. As both an account manager and project manager, he has in-depth experience in application development, product and training rollouts, people management, project facilitation, deployments, and implementation. His industry experience ranges from insurance, utilities, finance, retail, supply chain, public sector, and telecommunications giving him a breadth of perspective when it comes to the changing demands of business. He has also been involved with budget development and tracking, forecasting, contract/ proposal development, requirements elicitation, business process modeling, RFP management, PMO development/ management, risk, impact analysis, and business continuity planning, Mr. Stadulis is a graduate of Kent State where he received both his B.A. in management science, and M.B.A in information systems. He is also a certified Project Management Professional (PMP) from the Project Management Institute (PMI).

TECHNOLOGY PARTNERS



TESTIMONIALS

"Flairsoft led the overall system architecture and program management for one of our applications targeting the manufacturing services industry, which was IBM Websphere/Oracle based. Flairsoft's expertise was invaluable and milestone deliveries were on time. Even more valuable was his constant emphasis on **aligning the technology with end-user benefits and ease of use.**"

- Mike Nemeth, Director, ABB Inc.,
a fortune 300 global manufacturing company

"When we approached Flairsoft to handle our product development requirements, three things were required: use of the latest technology, user friendly, and on budget- all three were met! Hiring Flairsoft was the best decision we could have possibly made for this project. With their creativity and dual focus approach using the best technology and complimented by successful management processes, definitely helped make this hassle free delivery. The end result was a wonderful product that will fit our customer's needs now and in the future. The Flairsoft team was a pleasure to work with; I will certainly use them again in the future."

- Ernie Riling, President, Riling Enterprises, Inc.