



Differentiators

Meridian differentiates itself from its competitors in the following ways:

- We offer our salaried consultants quality employment: exceptionally rich health, dental and disability programs, 3+ weeks of paid vacation per year and a 401K program. With offerings like these, we attract a higher caliber consultant, ultimately benefiting our clients not only with a higher level of expertise, but with a higher sense of stability in the consultant-client relationship.
- Meridian consultants work across the entire spectrum of IT Technologies. We are platform agnostic, supporting everything from Mainframe to Microsoft .NET and Java. Our software developers, project managers, business systems analysts, quality assurance engineers, administrators and architects follow the best practices and methodologies of their respective disciplines. We are well versed in specialties such as Business Intelligence, legacy conversions, business continuity planning, ERP, CRM and Enterprise Application Integration.
- We manage our accounts in the manner that our customer desires. Each client has an account manager and a relationship manager to ensure that we are meeting our client needs at all times. Simply put, we do our job -- bringing the right consultants to our clients at a fair price. We abide by our client rules and support our client success in as low-maintenance a manner as possible.
- We excel within Managed Program environments, whether administered by our clients or by a third-party MSP. We can work successfully within a standardized rate card environment as well.
- We react very quickly to our clients' changing needs. Clients need to ramp projects up and down at a moment's notice; we recognize the need and can respond accordingly.
- We have a multi-tiered internal review process to ensure that every candidate you receive is qualified and ready to begin your engagement.
- We invest in training for our consultants to improve their knowledge on client-related technologies.
- Meridian has the needed infrastructure in place to ensure delivery of only qualified, quality technical staff members. Meridian's process for identifying resources and meeting client capacity has been core to our success and advantage over other quality suppliers.
- For the most part, turnover at Meridian is attributed to consultants hiring on at our clients. Meridian will not stand in the way when our clients make offers to our consultants after they

have completed the initial terms of engagement. Rather, we view this situation as a win-win-win for all parties involved.

- We typically do not use subcontractors due to the inherent challenges (cost control, added mark-ups, tax withholdings, liability insurance, etc.). As a result, we will only consider using subcontractors if doing so would prove beneficial and cost-effective for you.

Conclusion

Rapid development and deployment of information technologies, a reality in today's business environment, places an enormous burden on a company's information systems organizations to maintain the required levels of management, technical and business systems expertise. This burden increases dramatically as companies redesign their business processes to improve customer service and productivity; convert their legacy applications to n-tier and web-based environments; and integrate new technologies into their systems architecture. Ever-changing technology together with the myriad of technology choices available makes project success a very difficult proposition.

We concentrate on hiring the best technical people to help on your team. We hire people who have the same intensity that you and your customers possess. We understand the pressure that changing technology can have on business leaders. We understand the importance of the work our consultants do.

You can measure our commitment to our clients through solid and long-lasting relationships, the software solutions we help deliver, the reputation of our employees, and profitable, stable growth since our inception.