

 **LEAVES**
Your Future Architects

Company Profile

LEAVES company is a St.Petersburg-headquartered enterprise founded in 1991 by a group of information systems professionals. The company's main areas of expertise are the design and implementation of corporate information systems and management consulting.

The main goal pursued by the company in every project it undertakes is increasing overall client performance parameters applying robust information technologies solutions. LEAVES offers professional service in application design and development together with testing, administration, data migration and performance tuning as well as consultancy on these questions.

The company strategic concept reflects the central role of information technologies for the 21st Century Corporation Enterprise Resource Planning model. LEAVES Company has a proven track record of successful implementation of IT projects within for Manufacturing, Telecom, Banking & Finance, Government and Utilities vertical markets, which can harvest the benefits of scale, while maintaining the advantages of smaller organizations starting from the top of strategic planning and ending up with organizational structure improvements.

LEAVES offers packaged solutions that take account of close relationships and interaction between information technology and all aspects of an enterprise' activities ranging from identifying strategic goals to streamlining business processes to the specific functions of each individual staff member.

The key factor contributing to the success of LEAVES' business is high quality of solutions provided by the company that is supported by highly skilled staff, corporate culture, use of international standards and reliable partnerships with the world's IT market leaders.

LEAVES Company is a certified partner of ORACLE Corp. and the only certified ORACLE Technical Support Center in North-West Russia.



Areas of Expertise

LEAVES company can offer solutions for any level from strategic planning and assessment of ROI efficiencies delivered as a result of the implementation of the new information system to the development of Customized-Off-The-Shelf (COTS) products or client-tailored applications to advice on isolated technical issues.

Information System Design and Development

A full range of solutions for building information systems including planning, requirements analysis, design, development, implementation and technical support. This also include a detailed analysis of all issues that may have an impact on quality, e.g. planning the system's capacity, performance and reliability, staff training, support planning and many other tasks.

This approach is based on Custom Development Method (CDM) and relevant technologies that are customized for each project taking account of its nature and the specific needs of the Client.

Management Consulting

Review of the existing business processes and development of recommendations for their reengineering in areas such as finance, material resource, production and personnel management. Information modeling of key business processes, cost and quality assessment of functions performed, organizational structure planning and streamlining at a holding company/ enterprise/branch/department level.

Implementation of Oracle Applications

Customizing and implementing the integrated Oracle Applications ERP-system. A unique opportunity to integrate Oracle Financials with modules specifically developed for Russian enterprises and organizations under a single project. This solution is particularly attractive for companies seeking to implement an IAS-based reporting system, as well as for joint ventures.

ORACLE Core Technologies

Installation, performance tuning, migration, advice and other activities related to well-known and relatively long-lasting and sustainable ORACLE products and solutions.

LEAVES company undertakes tasks related to the development of a reliable, secure, efficient and stable "kernel" of an information system based on ORACLE technologies.





New Technologies and Custom Solutions

Custom solutions; solutions that require modeling in LEAVES' laboratory or complex analysis; new technologies; development of dedicated software systems; issues related to migration or embedding of different products and technologies; ORACLE software and operating system performance tuning and many other issues that require special skills and are usually associated with high risks - most of which will be borne by LEAVES company.

Quality Assurance of Projects and Solutions

Quality assurance at all levels from setting up project management, system design and development processes to assessing efficiency of the system's code. Quality assurance allows to prevent potential problems at the early stages of a system development project. Deeper into the project, it may help identify, for example, a negative cost/benefit ratio. An important and constructive deliverable of the quality assurance process is the development of recommendations for remedying the situation.

During the quality assurance process, a number of international and industrial standards are used, LEAVES company's in-house know-how, alternative solutions modeling and other methods and techniques.

Technical Support for Oracle Users

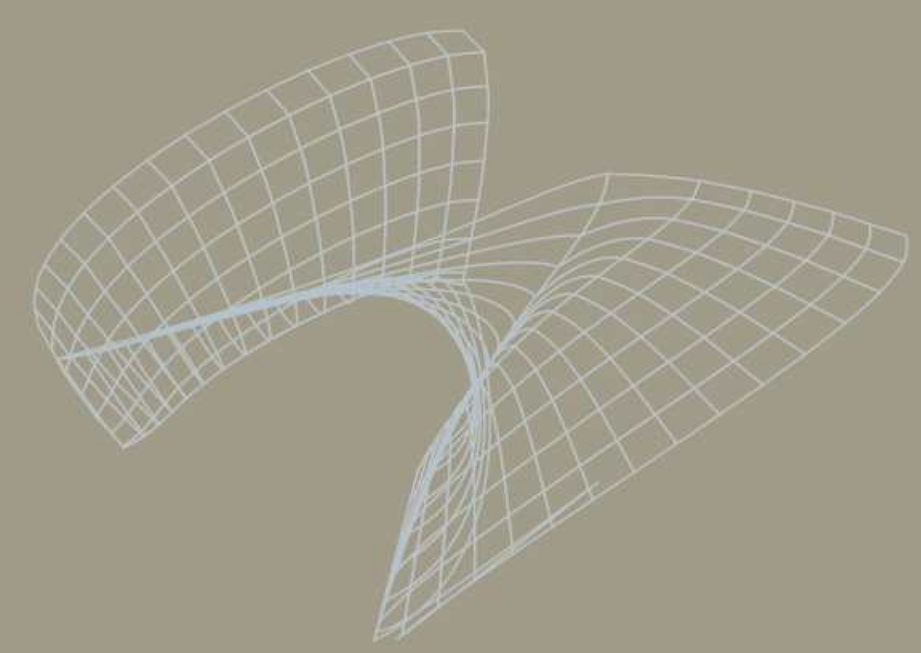
LEAVES' Certified Technical Support Center focuses on specific technical issues that may arise during the operation of the full range of ORACLE software and software products developed by other companies.

This includes both ORACLE's standard technical support service and LEAVES' extended technical support service provided to resolve technical issues faced by the Client.

Sales of Oracle Products

Sales of the whole range of ORACLE software products and consultancy on product prices and customer technical support issues.

Development of specifications and providing technical advice and software cost optimization services taking account of the Client's current and future needs.



Quality Standards

High quality of projects is achieved by using international standards and methods for the development of information systems. Special emphasis is made on using methods specifically selected taking account of software tools and technologies utilized by LEAVES company.

The use of standards allows to achieve sustainable high quality results based on international experience of a wide range of IT experts and companies. In addition to the guaranteed high quality of projects and solutions, the use of standards ensures a certain degree of "transparency" of activities undertaken by LEAVES company - the Client always knows **WHAT** is being done under a specific project, as well as **HOW, WHY** and **WHEN** that should be done.

Methods used determine the level of performance and allow to deliver results within the shortest time at minimum cost. Normally, standards do not provide answers to questions such as "HOW should things be done?" but rather define **WHAT** needs to be done and what are the targets. A bridge from theory to practice is provided by **METHODS** that, on the one hand, seek to meet standards and, on the other hand, take account of the specific situation on the software market.

The performance of selected methods is greatly dependent on software products used that are, in fact, an immediate tool for the development of a complete solution. Software tools used by LEAVES company are mainly based on technologies developed by **ORACLE Corp.** and designed to ensure efficient implementation of medium-sized and large information system development projects.



Development Methods

Business Process Improvement (BPI)

Business Process Improvement. The Business Process Improvement methodology covers the entire spectrum of activities aimed at improving performance of an enterprise ranging from gradual modernization to full reengineering of the whole structure. The purpose of this methodology is to transform the enterprise to ensure it is adequately prepared to meet the requirements of the information age and management philosophy based on business processes.

This methodology is a very broad category, and all other methods used work "within" this concept.

Oracle Custom Development Method

Information systems development. The Oracle Custom Development Method (CDM) is a full life-cycle method for delivering custom computer application solutions. This method includes 11 processes that cover the full life-cycle of the development of an information system from Requirements Analysis to System Support.

LEAVES company uses this method as the main approach to the development of information systems. This method is designed for use with Oracle software products and includes, inter alia, a set of standards and guidelines for the use of relevant products.

Oracle Project Development Method

IT Project Management Method. This method is designed for IT Project Management. The purpose of this method is to provide a framework for planning, assessment, management and control of projects of any type. This method is closely integrated with the Oracle CDM.

LEAVES uses the PJM as a basis for managing all projects undertaken by the company.



Standards

SPICE - Software Process Assessment (ISO/IEC 15504)

Assessment of software development processes. This standard is designed for assessing processes associated with software development.

The standard sets out recommendations for process rating and presentation of assessment results, i.e. enables "measurement" of their quality using, among other things, various process attributes. Based on the results of the assessment, recommendations for improvements are made.

LEAVES company uses the SPICE standard for improving its internal processes and assessment of external projects and solutions.

Software Life Circle Processes (ISO/IEC 12207)

Life-cycle processes related to software development. This standard describes the structure of the software life-cycle software procurement, supply, development, operation and support. In addition, it describes the management and control structure, as well as procedures for improving activities involved in this process.

Project Management Body of Knowledge (PMBOK)

Project Management. This document was prepared by the Project Management Institute (PMI) in 1996 and describes the body of knowledge related to project management as a professional discipline.

The information provided in this document is applicable to most projects, which does not mean, however, that those recommendations should always be used by everybody without any modifications - in each specific case, the project group will decide what and how will be used.



Ready-Made Solutions

Based on extensive experience gained in the implementation of corporate information systems projects for various industries, LEAVES company has accumulated a wide range of solutions that can be used as operational prototypes and serve as a basis for the development of various types of systems. This allows to decrease costs and time needed for the creation of a system and ensure greater flexibility of the planning process.

Billing System "Globus"

This is a software and hardware suite designed to computerize processes associated with the registration of corporate and private entities; telecommunications services accounting; calculations of costs of services received by each customer; printing bills and other outputs; receipt, registration and control of payments for services provided to customers; statistical data collection and analysis; planning and forecasting; coordination of activities undertaken by major departments of a telecommunications company.

The system implements a revolutionary customer service technology utilizing credit and pre-paid payment systems, as well as various combinations of both; introduces a flexible system of tariffs, discounts and penalties and a flexible billing and collection system; provides enhanced support of regulatory and reference information; and leads to substantial increases in the speed of processing data while enhancing its reliability.

Customer Service Center Information System

An integrated Customer Relationship Management (CRM) suite that supports all processes associated with relationships between municipal utility services providers and their customers from signing contracts to billing and collection for services provided to customers. The system also includes a revenue planning module and a customer debt analysis and management module. It supports document archiving procedures and can be interfaced with GIS systems.



Financial Management System

Supports accounting, planning, control, financial and economic analysis and reporting functions. The system is a tool that enables an enterprise to perform contract administration, generate and monitor corporate financial management plans and manage accounts receivable/payable. It supports dynamic mechanisms for creating cost/profit centers, a flexible chart of management accounts and multicurrency processing.

Personnel Management System

Supports personnel data processing, staffing schedules, all necessary calculations related to payroll charges and deductions, as well as generation of outputs required for accounting purposes. The system comprises the following basic functional modules: staff analysis and records; staffing schedule; time-based and piece-rate payment calculations; calculations of the average number of staff on payroll and average number of staff actually reporting to work; data generation for the Labor and Payroll Department; data generation for the accounting module.

Products Packaging and Accounting System "PRODIS PLUS"

This system is designed for paper mills. It has a three-level architecture that provides functionality to control paper products packaging and cutting process, mark finished products in accordance with international bar coding standards and maintain production records for a few paper-making machines simultaneously.



Team

High quality of solutions provided by LEAVES is assured by a professional team of the company's staff. Most of these professionals are certified experts with in-depth knowledge of database management systems, operating systems, data networks and various hardware platforms. Management consulting projects are led by financial and management audit experts. The principle "create rather than sell" the cornerstone of LEAVES' corporate culture determines both high level of service mentality of all employees and the Client's central role in any project.



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The undersigned

Leaves Inc.

November 1, 1999

Has satisfied the standards of product expertise, support and service required for classification as an Oracle Certified Solution Partner

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