

Corporate Overview



Biber is a leading provider of business performance solutions enabling organizations to improve and enhance their most valuable asset – *“Their People and Their Clients”*.

Over the years, we’ve launch four divisions (FirstAlign, Servicedart, Salesdart, and Biber Technology) that develop and deliver specific products and services that give mid to large enterprises the ability to more easily enable and manage interactions between their internal systems, employees, partners and customers. Our solutions do this by enabling incompatible computer systems to interact with each other in real-time, automating processes that span

those systems, and giving people the ability to interact with more information and processes.

Our solutions make technology and other assets, such as applications and databases, partnerships with other businesses, and employees, more effective and valuable by tying them together with one organization framework and coordinating the interactions between them. Our solutions lower IT costs and increase business agility by letting companies more quickly and easily create, manage and modify interactions, and they make companies more efficient by automating routine processes and freeing up their employees to focus their efforts on managing exceptional problems and opportunities.

Biber is more than a business performance company. We are a dynamic organization of talented professionals who are interested in one common goal: *“The success of our customers.”* We look forward to earning the trust of your organization and working together to ensure that the solution is nothing less than a complete success.



Core Values

Biber's core values are a key factor to our success in the creative and productive career environment valued by staff worldwide.

Core Values: Business

Client Service

- Keeping client's mission the priority.
- Holding client value as the driver of service delivery.
- Defining own value by the value provided to clients.
- Doing what is best for the client.

Excellence

- Going beyond the current standards.
- Developing high quality intellectual capital.
- Giving best effort all the time.
- Constantly striving for improvement.

Diversity

- Maintaining an inclusive work environment.
- Selecting and retaining diverse staff.
- Leveraging the differences of staff.

Entrepreneurship

- Creating new value for the organization and its clients.
- Inspiring shared vision.
- Creating excitement to take action.

Teamwork

- Interacting collaboratively.
- Sharing knowledge, skills, success, and failure.
- Sharing vision and common objectives.
- Resolving conflicts professionally.

Core Values: Individual

Professionalism

- Challenging work that creates learning.
- Personal development and improvement.
- Demonstrating skills in effective ways.

Fairness

- Objectivity, managing by fact.
- Impartiality.
- Consistent application of agreed upon criteria.
- Inclusiveness in work process.

Integrity

- Adhering to firm's ethics.
- Requiring and modeling ethical behavior.
- Consistency in what we say and do.
- Representing the truth.

Respect

- Sensitivity to many perspectives and situations.
- Treating others impartially and with dignity.
- Listening.
- Granting legitimacy to other points of view.

Trust

- Reliability and sincerity in interactions.
- Keeping the best interests of clients, firm, team, and staff paramount.
- Not letting each other down.

Global Expansion

Biber's marketing efforts began in North America and have grown to include additional selected countries in Europe and India. Biber Technologies Private Limited is located in Hyderabad, India. We believe that there are also significant opportunities for Biber in the Asian Pacific arena and other European markets.

Biber plans to further invest in our European and Asian Pacific sales and marketing efforts in order to take advantage of these emerging opportunities as appropriate.

Clients



Academia

Board of Education - City of NY
Rutgers - The State University of NJ
New York University

Advertising / Marketing

Grandview Designs, Inc.
Image 602, Inc.
Kasi Marketing, Inc.
Lion Advertising Associates, Inc.
Novo Design Corp
Obsidian Partnership
Salesdart, Inc.

Construction / Engineering

AMEC, Inc.
Caterpillar
Constructive Communications Group, Inc.
Constructors
Gotham Construction Company, LLC.
Hardesty and Hanover
High Power Devices, Inc.
MorseDiesel International, Inc.
Pavarini McGovern
RiverBrook Companies, LLC
Structure Tone, Inc.

Corporate Communications

Dragonfly Interactive
EthicsCoach
RedHawk Productions
Springboard Communications, Inc.

Distribution/Manufacturing

Akron Brass
Cooking Depot, LLC
MCKB
Picnicbasket, LLC
Premier Farnell, PLC
TPC Wire & Cable
Ravenscroft Crystal
RWD Distributors Inc.
Winestuff, Inc.

Energy

Aquila
Utilicorp
United Energy Australia
United Networks New Zealand
West Kootenay Power British
Columbia
Quanta Services
ServiceOne

Entertainment

Blue Bean Bag, Inc.
BMG Entertainment, Inc.
CMC International
Manzanita Speedway, Inc.
Worldstories, Inc.

Financial / Insurance

Apex Warranty
LBS Bank
UBS/ Paine Weber
Pay Trust
Prudential

Health Care / Pharmaceuticals

Cygene Laboratories
Merck & Co., Inc.
Bristol-Myers Squibb Company
Plan Data Management, Inc.
Block Drug Company, Inc.

Legal

DiscoverYourRights.com
Legal Resource Network (LRN)
Red Hawk Productions

Non-Profit Organizations

Union of American Hebrew Cong.
TRI/Princeton
NESC
Textile Research Journal

Technology

3Path, Inc.
Advanced Data Solutions, Inc.
AllCharge, Inc.
Central Software, Inc.
Conicworks, Inc.
Compass Technology Group
Cyberedge Technologies, Inc.
Data-Rite, Inc.
Deliverex, Inc.
Go.Cargo.com
Immediatech, Inc.
IPHighway, Inc.
ISPSoft, Inc.
Lucent Technologies, Inc.
Luyanda Technology, Inc.
Paramax Productions
Sure Solutions, LLC
Service Evaluation
ST Tech Services

Telecom

Centennial Communications
Global Crossing
Varetis Communications

Travel

Tennis Tours

Venture Capital

BRM Capital, Inc.
Compass/Edison Ventures

Our Process & Methodologies

To ensure success, Biber employs a robust structured methodology to every project. Our goal for any implementation is to deliver solutions that are tailored to the client's vision, needs and business requirements.

The methodology effectively and efficiently integrates our management, creative and technological disciplines to create successful system designs, software applications, and solid back-end solutions. Our methodology is segmented into several areas including:

Listen

- Discovery an in depth understanding of the client's solution vision and environment,
- Defining the client's organizational needs and processes.
- Appraise organizational readiness.
- Identify risk factors.
- Alignment of goals and business objectives with IT capabilities.

Identify

- Identification of opportunities for business process innovation,
- Comprehensive evaluation of the client's business processes.
- Conducting feasibility studies and assessments.
- Identification of target audiences, users, brand identity, and competitor's products and services.

Design

- Systematic and thorough technical and functional planning from concept
- Documentation of implementation plan from general scope to launch.
- Design information architecture, application layout, database design, and user interface design.
- Design E-identity, Brand Management, and Internet marketing campaigns.

Implement

- Implementation of solutions tailored to needs and business requirements
- Application setup and configuration.
- Data conversion and migration.
- Launch projects in a multiple test environment and closely monitor in order to guarantee their capability and performance.
- Provide a balanced QA approach, one that draws equally on technical, creative marketing expertise, that ensures all facets of the project are thoroughly tested, seamlessly integrated and work in harmony to meet predetermined goals.
- Launch final product.
- Monitor the success of the project based on established objectives and benchmarks.
- Address current and future concerns.





Delivery

- Transfer knowledge and skills to use and manage the solution independently
- Deliver the solution
- Help our client's staff gain the knowledge and skills to use and manage the solution independently.
- Provide all necessary documentation for product support
- Work closely with clients to create the right processes for long-term success

Account Management and Customer Support

Biber assigns individuals from various departments to participate in all phases of client's deliverables and services. Specifically, some individuals and departments will be assigned and represented for the life of the relationship (Account Management, Customer Support Services, Logistics and Production Services) while other departments (i.e. Development) will be mobilized for specific customized client initiatives.

The Biber team works closely with the customer throughout the course of each project and ongoing support. This strong relationship allows Biber to create highly functional and attractive web applications that enhance the user experience and are backed by industry leading support.

To learn more about Biber's solutions, please contact us at 1-866-626-6300 or visit us www.biber.us.

Contact Us!

Biber, Inc.

Corporate Headquarters

16 Monmouth Street

Toll-free. 1.866.626.6300

Tel. 1.732.758.8040

Fax: 1-.732.758.8045

www.biber.us

© Copyright 2006, Biber, Inc. All rights reserved. Biber, the Biber logo, and Biber Software are trademarks or registered trademarks of Biber, Inc. in the United States and/or other countries. All other product and company names and marks mentioned in this document are the property of their respective owners and are mentioned for identification purposes only.