

“The Company  
companies rely on.”



*CGA*  
*Consulting*

CGA built its reputation by providing consistently high quality technical consulting services. Other companies might try to copy what we do...but no one can match the quality of our people.



*Charles E. Aaron*

Charles E. Aaron  
Regional Vice President,  
Mid-Atlantic Region

*Richard E. Earley*

Richard E. Earley  
Regional Vice President,  
Mid-West Region

*Ronald Ezring*

Ronald Ezring  
Regional Vice President,  
Northeast Region



*Glen E. Miller*

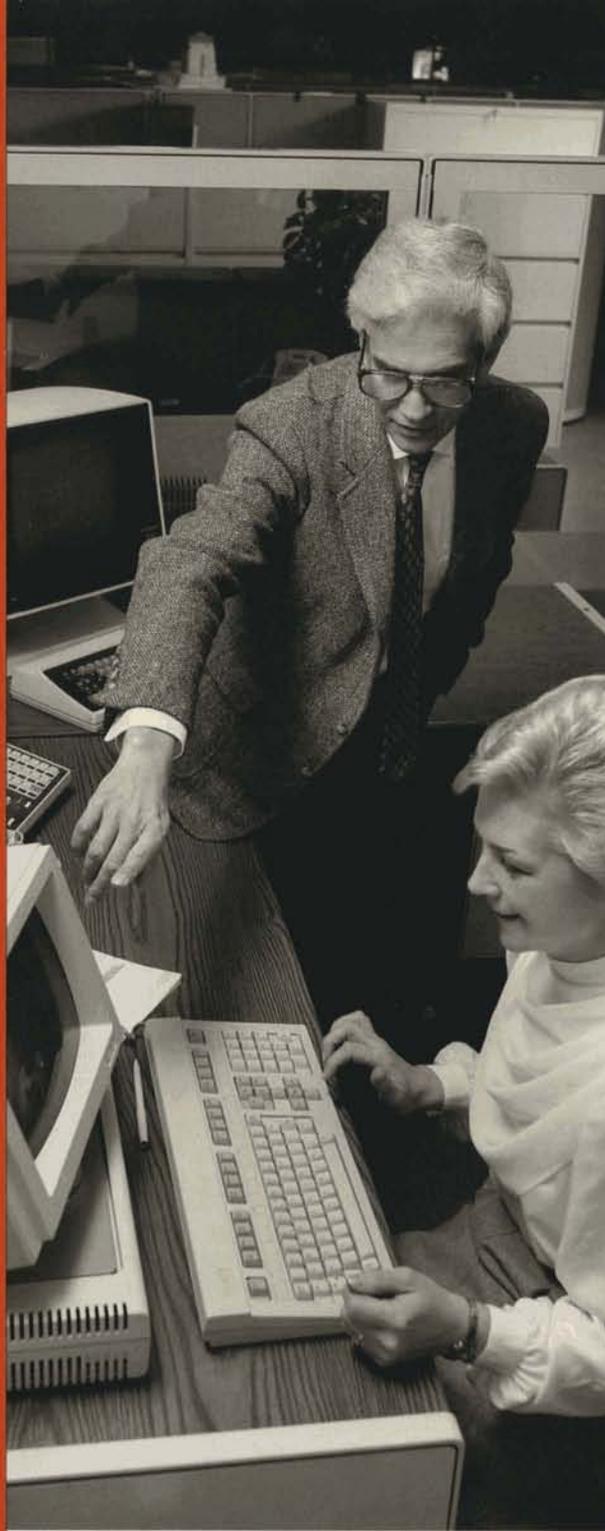
Glen E. Miller  
Regional Vice President  
Central Region

*Michael Schermer*

Michael Schermer  
Regional Vice President  
Southwest Region



We take full responsibility for the services we provide... Quality is guaranteed. That means our people—whether a single programmer or an entire project team—will complete the assignment on target, on time, and on budget.



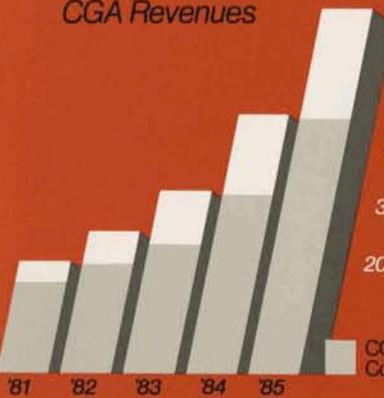
- Feasibility Studies
- Application Design and Implementation
- Contract Programming
- Systems Design and Analysis
- Project Management
- Teleprocessing Network Design
- Package Implementation and Customization
- Data Base Design and Evaluations
- Conversions
- Micro and Mini Systems Development
- Information Center Support and Development
- Hardware and Software Evaluations
- Local Area Network Design
- Security Audits and Implementation
- Standards Review and Development
- Technical Skills Training
- In-House Education Programs
- Industry Seminars

CGA Revenues

(\$ million)

70  
60  
50  
40  
30  
20

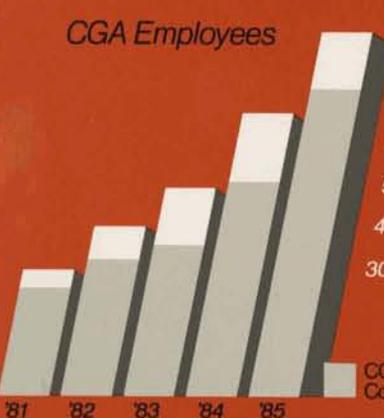
CGA Consulting



CGA Employees

900  
800  
700  
600  
500  
400  
300

CGA Consulting



CGA Consulting supports your data processing needs with top-notch technical people on a temporary basis . . . and we do it better than anyone else.

Here are some ways you can use us:

- To implement data processing solutions.
- To accelerate project start-up and delivery date.
- To provide specialized technical know-how not available in-house.
- To add powerful labor resources to your own project teams.
- To respond to any immediate or long-term need for solutions to data processing problems.



Feasibility Studies  
Application Design  
and Implementation  
Contract Programming  
Systems Design and Analysis  
Project Management  
Teleprocessing Network Design  
Package Implementation  
and Customization  
Data Base Design  
and Evaluations  
Conversions  
Micro and Mini Systems  
Development  
Information Center Support  
and Development  
Hardware  
and Software Evaluations  
Local Area Network Design  
Security Audits  
and Implementation  
Standards Review  
and Development  
Technical Skills Training  
In-House Education Programs  
Industry Seminars

## **CGA. The company more companies rely on.**

In 1968, at about the same time "professional services" first entered the category of computer-related businesses, so did CGA.

For almost twenty years, CGA has been perfecting their ability to provide the best technical support services available to the data processing community. We are always pursuing one single-minded goal: to make sure you are satisfied with our services so that you'll call us back again.

Today, when you need quality consulting, we're ready. With help you can count on.

At CGA, we are interested in developing long-term relationships built on short-term successes.

## **How you can use our services.**

CGA provides professional data processing consulting on all types of design and implementation efforts, from specialized technical expertise to full program development. Our speciality is helping you meet your data processing needs.

When a bank wanted to automate all its branch offices, CGA consultants were brought in to play a key role in the design phase of the project. And to follow through with both programming and systems implementation.

When an oil company needed major modifications and enhancements in the tracking and reporting of an existing "Windfall Profit" system, CGA joined the client team. Problem solving. Programming. Testing.

A major communications company was interested in gathering a small, but elite group that could, within one year, design, implement, and demonstrate a prototype of a system to automate sales and marketing activities. CGA was selected to share responsibility on the project, including program control, network application, and interactive graphic support.

We've worked on thousands of projects for companies across the United States. Every day, more than 1,000 CGA consultants go to work solving new problems. For clients in communications and banking. For insurance companies and brokerage houses. For companies in pharmaceuticals, telecommunications, manufacturing . . . in the businesses of America's Fortune 2000 companies.

You may need one CGA consultant to supplement your programming staff. Or five to help maintain production systems while your in-house resources are working on the next generation of software. Or a large project team of thirty or more to support a major development and implementation program without impacting your day to day operations.

CGA offers a powerful technical resource to help you meet your staffing requirements and help you support your growing data processing needs . . . whether you need a data base evaluation, help in selecting the right application package, or support for your micro users.

## **Why you can count on CGA.**

Getting full value for your consulting dollar is not easy these days. The supply of skilled data processing professionals is dismally short, and the demand keeps growing.

In this kind of market, it's easy to get short-changed.

At CGA, we've earned the reputation of giving clients more than they pay for.

## **We take the time to do things right.**

To make sure of your satisfaction at CGA, we take time where it's important.

■ In the selection and hiring process — so you're absolutely assured of getting only the highest quality people when you work with CGA. We interview thousands of experienced candidates each year and we hire only the top 5%. Every CGA consultant must successfully complete a three-phase screening process including a rigorous test to prove that their technical skill level meets our high standards.

■ Up front — to make the right match between your requirements and our capabilities so everyone is satisfied once we start. Since our technical managers take line responsibility for assignments, they must be satisfied that each consultant is qualified to do their job. That's why 90% of the time only a single candidate will make it through the critical screening process and be recommended for the assignment.

■ Throughout the assignment with continuing technical management and direction. A full-time, experienced technical manager takes full line responsibility for your account. Another assurance of satisfaction from CGA.



Each assignment is administered within a structured framework that allows costs to be monitored and budgets controlled. Our project management philosophy emphasizes short interval scheduling and meaningful benchmarks that let you monitor progress and control costs.

Once CGA takes on a job, we take responsibility for our performance as well as for your satisfaction. In fact, we guarantee both.

When any CGA consultant starts on assignment, you get a thirty-day money-back guarantee. If we don't perform to your satisfaction, you don't pay. It's that simple!

At CGA we are proud of our record for keeping down costs and staying on schedule. Our ability to administer and maintain all assignments successfully accounts for our high rate of repeat business — more than 95%.

### **Who are CGA people?**

Confident, motivated, highly qualified — CGA consultants come from diverse backgrounds and a broad range of technical experience. Our clients rank us among the best data processing professionals in the nation and the world. Our people have made CGA

the number one company in the country for quality consulting services.

CGA consultants are business-oriented professionals with an average of eight years of practical experience and know-how to translate client needs into cost-effective solutions. They come to you backed by years of experience in their area of technical expertise. You can be sure they will be productive from the moment they start an assignment.

As expert problem-solvers, they effectively apply their technical skills to your data processing requirements. CGA consultants are people you can count on to deliver for you, on time and within budget.

We also make sure that our consultants are compatible with your environment. Personality is an important criteria in our screening process. Your staff will find it easy to work in close harmony with our people on any assignment.

CGA Consulting is a division of CGA Computer, Inc. which has an unbroken record of profitability and growth ever since its founding in 1968. Our success is in our people and the quality of service we provide to our clients.

Is there some way we can be of help to you?

A CGA representative will be happy to sit down with you and see how we can help make your job easier.

CGA Consulting, the company companies rely on.



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