



# SERVICE PORTFOLIO

Eucalyptus International Inc., a Delaware Corporation, was founded in 2010 as a total International Business Solutions Company. As a minority and women owned (MWBE) operation, Eucalyptus is managed by a business driven, dynamic & multilingual team, addressing and bridging the needs of tomorrow's generation workforce in today's environment.

Eucalyptus strives to provide its customers....

A virtual world without borders  
Le monde virtuelle sans frontiers  
Eine virtuelle Welt ohne Grenzen  
Un mondo virtuale senza frontieri

through a unique combination and value proposition of....

IT Architecture  
Strategic Sourcing Management  
Governance & Process

driving total cost of ownership models to increase top line growth, enable business optimization, organizational efficiency and effectiveness.

But most importantly, Eucalyptus focuses on its customers as individuals, and cherishes the importance of the people and the world we live in.

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# CORE SERVICES

Eucalyptus International operates on three main principles and provides a best in class service model, in an ever changing and complex digital information system age.

## Governance & Process

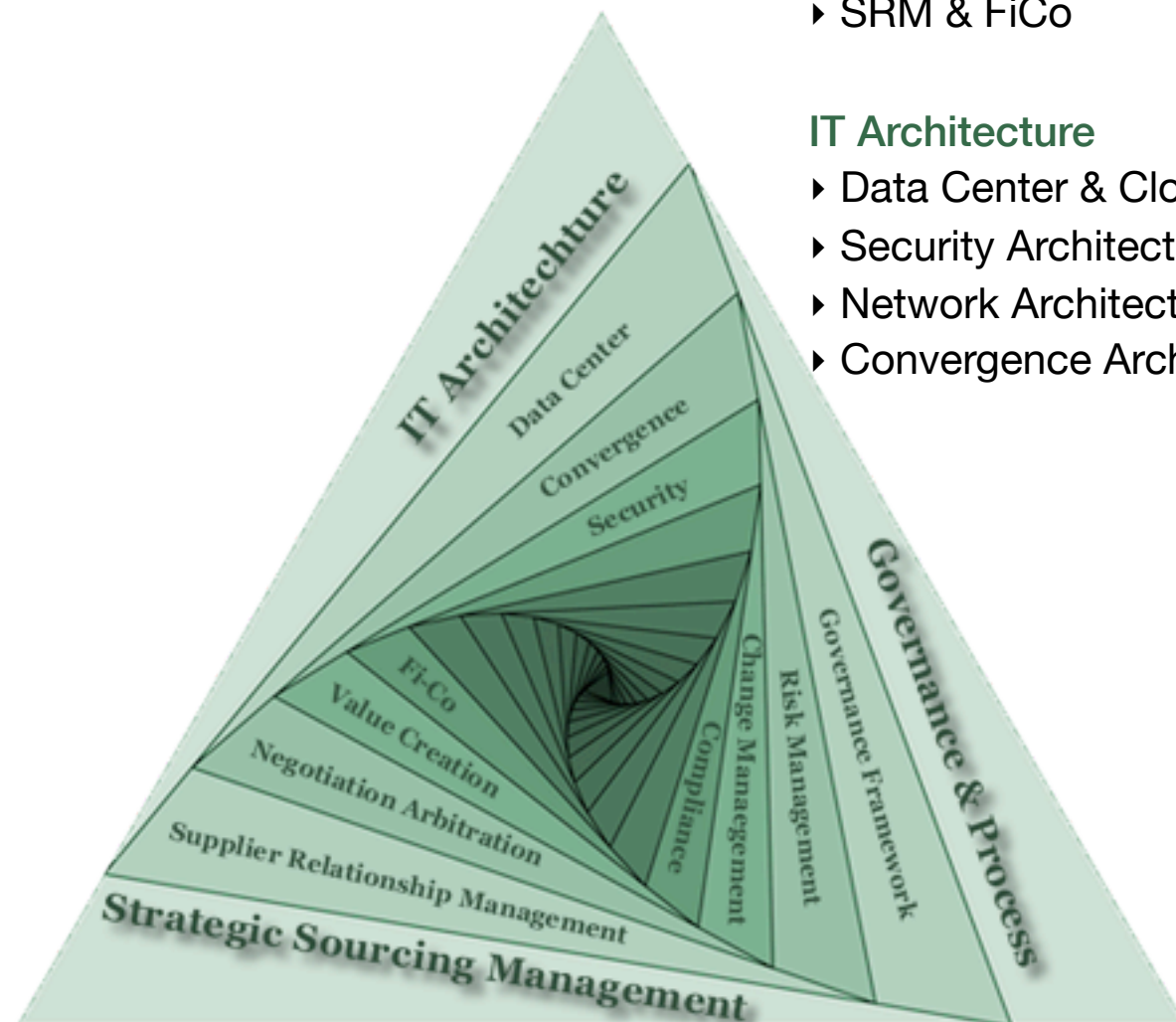
- ▶ Governance Framework
- ▶ Control & Compliance
- ▶ Risk & Change Management

## Strategic Sourcing Management

- ▶ Value Creation
- ▶ Total Cost of Ownership Management
- ▶ Negotiation & Arbitration Services
- ▶ SRM & FiCo

## IT Architecture

- ▶ Data Center & Cloud Computing
- ▶ Security Architecture & Audit
- ▶ Network Architecture
- ▶ Convergence Architecture

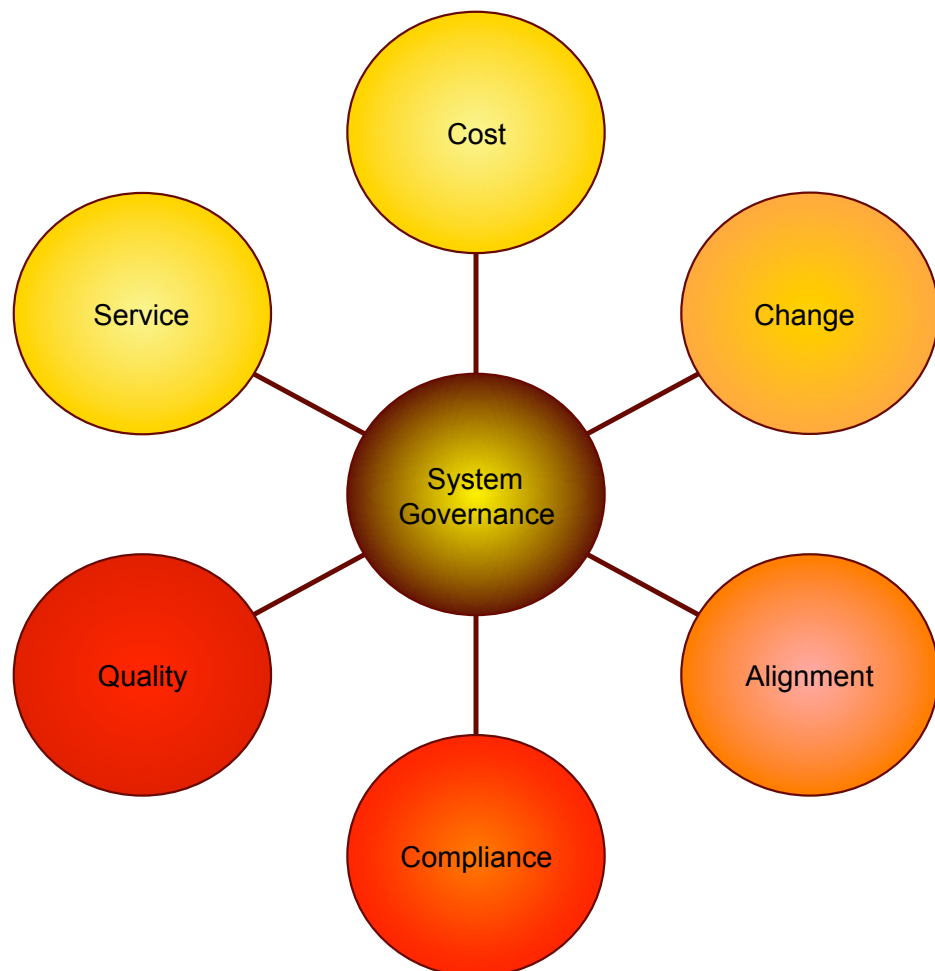


# GOVERNANCE & PROCESS

Governance and Processes are key integral components of every companies anchor operating model. Governance models are required to enable decision making and drive cohesive policies, performance standards, integrated solutions and portfolio management.

Eucalyptus develops, designs and manages each portfolio horizontally and vertically through the application of:

- ▶ Project Life Cycle Management
- ▶ Program Management
- ▶ Demand Management
- ▶ Risk and Change Management
- ▶ Service Management
- ▶ SOX, PCI, SAS, ITIL Framework & Standards



# SOURCING MANAGEMENT

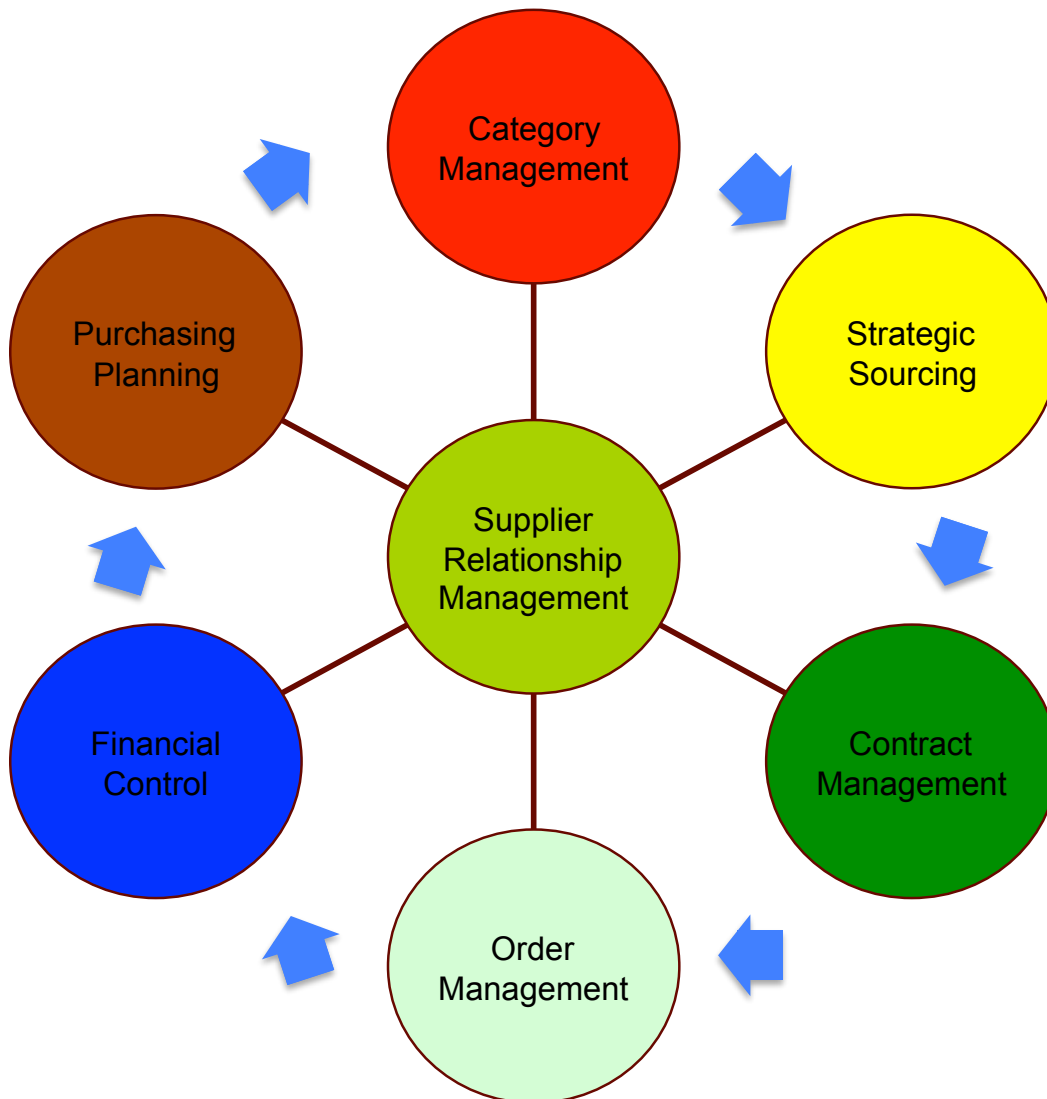
Use Strategic Sourcing Management and Enterprise Architecture to analyze and drive process efficiency, effectiveness and productivity. Create value through total cost of ownership.

## Sourcing Advisory Services

- ▶ Purchasing Planning
- ▶ Category Management
- ▶ Vendor Qualification & Negotiation
- ▶ Contract Management & Auditing
- ▶ Vendor Relationship Management
- ▶ Arbitration

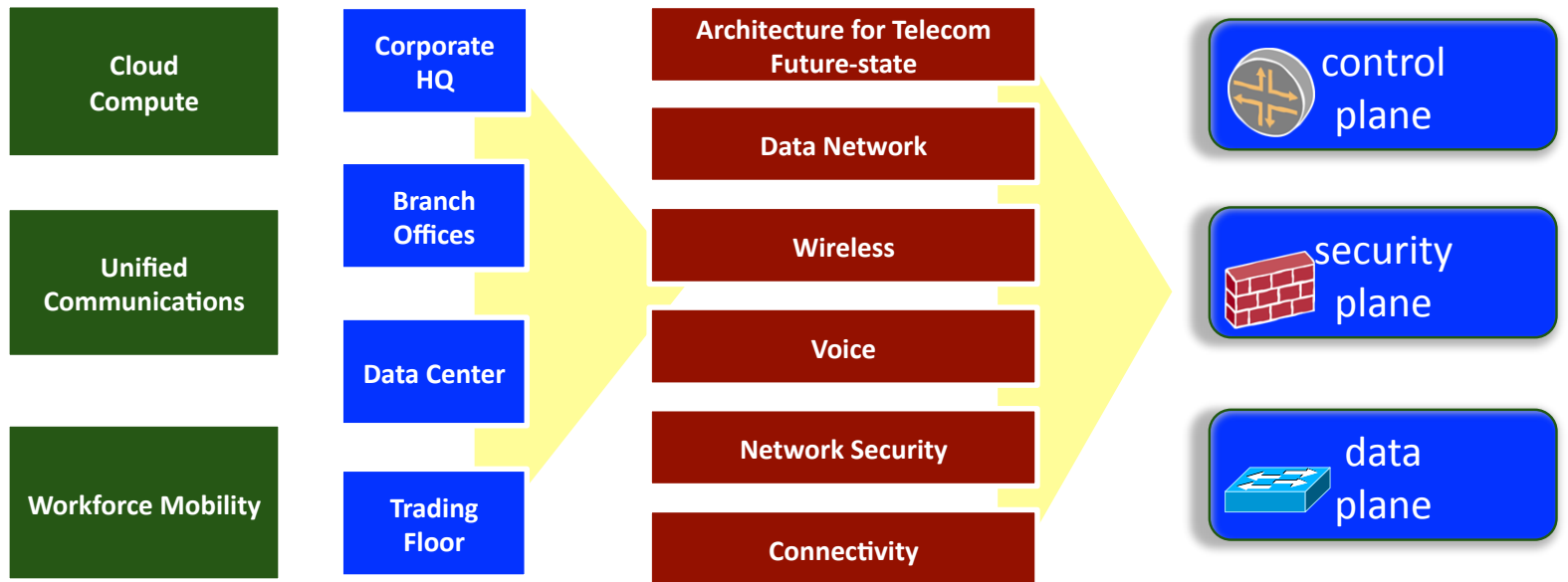
## Telecom Management Design Solutions

- ▶ Contract Management
- ▶ Ordering & Provisioning
- ▶ Activation & Install
- ▶ Invoicing
- ▶ Reporting
- ▶ Optimization



# IT ARCHITECTURE

Data communication forms the backbone of an enterprise, and its robustness determines the competitive health of the whole eco-system.



Breaking down the complex telecom portfolio into basic building blocks, will produce and drive the desired total cost of ownership results. The Eucalyptus Methodology captures and drives structure, control, governance which enables, go to market speed, profitability and promotes top line growth.

The conventional network engineering does not address the complexity of a typical modern network infrastructure in terms of firewall, application acceleration, virtualization, load balancer, and new appliance that is not in the market yet.

Eucalyptus holistically merges network, security & system engineering, and years of experience to consistently produce an optimal solution for any enterprise.

## Technology Strategy and Investment Planning

## Network Audit Services

## Telecom Architecture

- ▶ Data Center (network consolidation)
- ▶ Voice over IP (VoIP), SIP, H.323, FMC
- ▶ MPLS VPN (RFC 4364)
- ▶ Routing Architecture
- ▶ Security Architecture
- ▶ Security Assessment
- ▶ VPN
- ▶ Virtualization



## Cloud Computing Services

Eucalyptus will help navigate the complex technical landscape of many cloud providers and identify the services and terms that are important to your company.

Eucalyptus will seamlessly integrate the cloud strategy into any enterprise network architecture as a complete eco-system, since cloud computing is merely a commercial instantiation of the Eucalyptus network peering design philosophy.

- ▶ VPN
- ▶ BGP
- ▶ Network Design
- ▶ Compliance Assessment
- ▶ Hosting Design
- ▶ SaaS based Internet proxy

## Partnerships



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