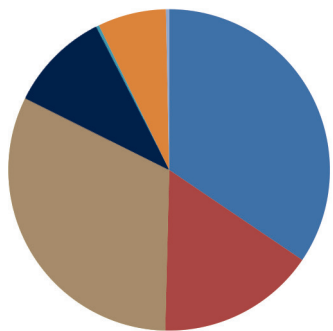


Windsor Group's IT Service Assessment Methodology is unique in the industry.

We build customized executive dashboards showing your IT service cost and output including service levels, enterprise unit expense, staffing levels, and productivity metrics. Your IT service expense profile will be uniquely positioned to assess opportunities to transform and/or source IT services (enterprise or selective). We enable our clients to efficiently evaluate IT service offerings to reduce expense and improve service.

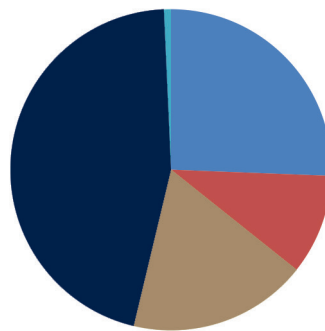
Whether the choice is to evaluate traditional outsourcing, cloud computing, or other alternative sourcing strategies, The Windsor Group will help you develop the strategy, business case and plan to execute.

IT Service Areas	Staff	Hardware	Software	Network	Facilities	Outside Svcs	Other	Total	% of Total
Servers & Storage	\$3,421,741	\$3,176,870	\$2,682,393	\$ -	\$105,304	\$800,769	\$34,233	\$10,221,310	25.6%
End User Services	\$1,488,436	\$1,125,588	\$1,096,597	\$ -	\$ -	\$276,072	\$45,500	\$4,032,193	10.1%
Network	\$1,089,200	\$1,817,779	\$139,568	\$4,034,462	\$30,438	\$79,901	\$2,508	\$7,193,855	18.0%
Applications	\$7,640,313	\$114,324	\$8,833,533	\$ -	\$ -	\$1,581,925	\$4,226	\$18,174,322	45.5%
Other	\$116,530	\$124,044	\$ -	\$ -	\$ -	\$4,890	\$41,111	\$286,575	0.7%
Total IT Budget	\$13,756,221	\$6,358,604	\$12,752,090	\$4,034,462	\$135,743	\$2,743,557	\$127,578	\$39,908,255	
% of Total	34.5%	15.9%	32.0%	10.1%	0.3%	6.9%	0.3%		100%



IT Budget

\$13,756,221	Staff
\$6,358,604	Hardware
\$12,752,090	Software
\$4,034,462	Network
\$135,743	Facilities
\$2,743,557	Outside Svcs
\$127,578	Other
\$39,908,255 Total	



IT Service Area Expense

\$10,221,310	Servers & Storage
\$4,032,193	End User Services
\$7,193,855	Network
\$18,174,322	Applications
\$286,575	Other
\$39,908,255 Total	

"We run a lean shop but are always challenged for ways to do more and pay less. The WG analyzed our infrastructure operations, went out to the market and came back with solutions that made sense for us. They were right on target"

-VP IT Large Financial Services

The Windsor Group provides a high level of client service and is committed to client satisfaction. If you're interested in receiving more information about IT managed services and solutions, we encourage you to call, 1.866.550.7881 x1.



Commitment to Excellence



WINDSOR GROUP
SOURCING ADVISORY

3801 PGA Blvd, Ste 600, Palm Beach Gardens, FL 33410 | 1.866.550.7881 x1 | windzr.com

Year	IT Budget	Potential Solution	Retained Costs	Savings
2014 Base Case	\$39,908,255			
2015	\$40,692,520	\$29,697,531	\$10,830,787	\$164,202
2016	\$40,879,881	\$29,416,848	\$4,854,178	\$6,608,854
2017	\$41,822,837	\$29,995,796	\$4,138,882	\$7,688,160
2018	\$43,213,348	\$30,489,163	\$4,147,382	\$8,576,803
2019	\$44,650,090	\$30,776,511	\$3,812,655	\$10,060,924
5 Year Projection	\$211,258,676	\$150,375,850	\$27,783,884	\$33,098,941

The Windsor Group develops a business case to help our clients analyze potential vendor solutions.

The Windsor Group is highly committed to thoroughly understanding our client's data and service requirements to drive potential solutions.



Commitment to Excellence

Below is a small sampling of the companies that our consultants have served.

We have assisted these Fortune 500 and world-class organizations with outsourcing, strategic consulting and planning related to reducing cost / improving services:

- | | | |
|---------------------|----------------------|--------------------|
| AIG | Delphi | Readers Digest |
| American Axle | Eddie Bauer | Sallie Mae |
| Barclays | Emerson | Schneider National |
| BCBS NC | GEICO | Shopko |
| BCBS NE | General Electric | State of Delaware |
| BCBS KS | Johnson and Johnson | State of Minnesota |
| Cantor Fitzgerald | Markel Insurance | SunGard |
| Cambia Health | OneAmerica | Union Pacific |
| City of Hartford | One Beacon Insurance | Utica National |
| Columbia University | Pace University | Vertis Comm |
| DFA | Perdue Farms | Warnaco |
| DST Systems | Physicians Mutual | YRCW |

IT SERVICES OPTIONS:

- Managed/Hosting Services
- Infrastructure as a Service
- Software as a Service
- Traditional IT Outsourcing
- Remote Infrastructure Management
- End User Computing
- Network Managed Services
- Application Support Services