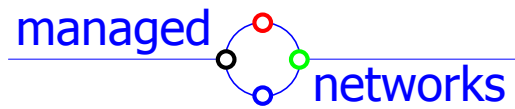


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presentation to

Intellect Information morning

25th April 2008

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contents

- Why we shouldn't be in Intellect
- ...and then again...
- Five things we get from Intellect
- Five things I get from Intellect
- Q&A

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Why on earth would we join Intellect?

We are a fast-growing SME

All of our management team are very busy

Most of our management team are also chargeable resource

We do no work with the public sector

We do no work with large integrators

We have no real prospect of selling to Intellect members

So... what am I doing here?

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...and then again...

- I'm chair of the SME business development forum; a member of the membership committee; involved in the Network-IT initiative and involved with the Financial Services Group. I co-wrote the Intellect position paper on MiFID and have also been vice-chair of the outsourcing group.
- Our business development manager, Nigel Davey, is vice-chair of the sales and marketing group. He has also been on the SME committee and has previously presented to this meeting.
- Nigel and I have jointly (with the assistance of the committee) organised the annual SME conference for the last two years.
- Between us, we spent 5.5 working days at Intellect last quarter, and a good deal more time working on Intellect activities.
- Are we mad?

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Five things we get from Intellect

- Lobbying
- Thought leadership
- Brand exposure
- Partnering
- Collateral

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Five things I get from Intellect

- Informal mentoring
- Access
- Personal profile
- New ideas
- Fun

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any questions?