



RURAL SOURCING

380 Lexington Avenue
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New York, NY 10168
212-551-1012

One Meridian Blvd
Suite 2B03
Reading, PA 19610
484-648-0800

www.theclgrp.com

Enterprise Application & Outsourcing Services

Competitive Rates and
High-Quality IT
resources without the
“typical” outsourcing
barriers.

Quality Assurance & Testing

Ensure that your
applications are
delivered with the
highest quality and
attention to detail.

The **C&L Group (C&L)** is a professional IT services company specializing in Enterprise-Wide IT Consulting and Solutions, IT Staffing, and **Rural Outsourcing**. C&L has created a technology center in Reading Pennsylvania to provide a full range of domestic IT outsourcing capabilities to its customers delivered with high quality and competitive prices. Our prices are very competitive with off-shore outsourcing companies. One of **C&L Group's** primary goals is to keep IT jobs in the US. This American-based alternative outsourcing solution is performed in a secured, high-tech facility located in Reading, PA - just 2 hours from New York City.

C&L Group is an industry leader in delivering complex, high end engagements using a rural sourcing delivery model.

Application Outsourcing Services

C&L Group's application methodology combined with our extensive IT experience utilizes best practice processes. With value-added services and an emphasis on strong project management, C&L provides cost effective and superior quality engagements.

C&L's rural sourcing model provides our customers with business and technical capabilities far beyond those provided by traditional IT service providers. These capabilities allow **C&L** customers to view outsourcing not only as a way to save budget dollars but to look strategically at their organization from an "application" point of view that includes Quality Assurance and Testing, Application Development, Production Support, and Systems Analysis. **C&L's** suite of robust technology centric application solutions, utilizing our flexible delivery model and proprietary technology, can easily be integrated into a

Additional Services

C&L has the ability to offer your business a full compliment of services such as:

- Technology Consulting
- IT Staffing
- Managed Services
- Outsourced Application/QA Solutions

Quality Assurance & Testing

C&L Group's Quality Assurance & Testing service offers one of the most comprehensive solutions to Quality Assurance and Testing in the market today. **C&L's** approach combines best practices with a proven methodology that provides the right blend of process rigor and practical experience to meet your business objectives. As apart of **C&L's** outsourcing methodology we can support these activities at the customer location or at our Technology Center located in Reading, PA.



C&L Technology Center, Reading, PA

Experience • Knowledge • Flexibility • Commitment • Professionalism



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Core Technologies

Distributed –
Java/J2EE, JSP,
.NET, XML, C++,
Informatica, VB, MQ
Series

Quality Assurance –
HP/Mercury,
Borland,
IBM/Rational,
Autosys

Legacy –
COBOL/CICS,
Natural, PL1, SAS

ERP –
PeopleSoft, Oracle,
SAP

Database –
Oracle, SQL,
Teradata, DB2,
Sybase

BI/Reporting –
Business Objects,
Cognos, MRS,
Crystal

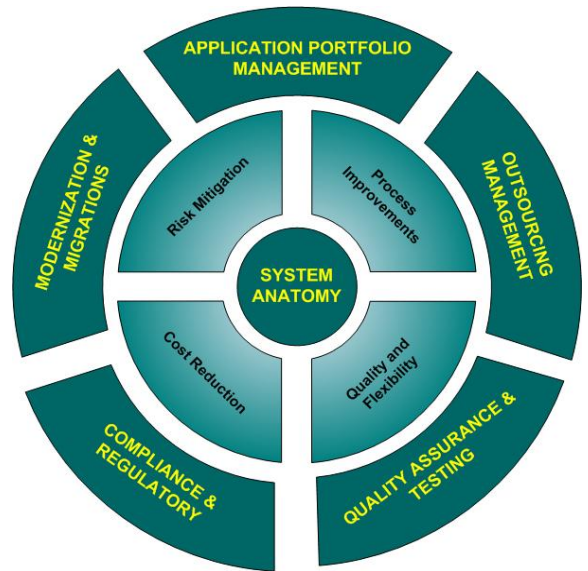
Server –
Windows, Unix,
Linux, Websphere,
Weblogic

Strategic Focus

People, Processes, Technology at a Lower Cost

- Leveraging the best Flexible Delivery Methods
- Implementing
 - Proven Delivery methodology & sourcing model
 - Strong Program & Project Management processes
 - Quality Management processes
 - Process Improvements targeted at Increased Productivity
- Providing superior management & highly skilled resources
- Leverage technology to deliver high business-value solutions

Solutions utilizing SystemAnatomy



Why Reading, PA?

- **Talent Pool** – Within a 50 mile radius of Reading there are approximately 2280 qualified IT professionals available to C&L who are currently unemployed or under employed. (Statistics from PA CareerLink).
- **Cost of talent** – the cost of IT resources is approximately 30% lower than in the larger cities so C&L is able to provide attractive rates for these IT resources
- **Staff Retention** – lower cost of living, better quality of life for local work, and a professional work environment contribute to a very high retention rate
- **Higher Education campuses** – Five (5) campuses within a 15 mile radius of Reading. C&L is partnering with these higher education campuses to train students in the necessary technologies and QA practices to support the outsourcing projects
- **Proximity** – Easy access to clients in NJ, NY, PA, DE, DC, OH
- **Facilities** – Availability of secure space to support the security needs of our clients

Total Cost – Realized Savings

Based upon experience the overall cost for IT work performed at C&L's Reading facility can be less than traditional offshore alternatives.

Lower Total Cost of Ownership:

- All-in rate
- Same time zone
- Reduced travel time
- Easier communications
- US business culture
- Same rate when traveling
- Extremely low attrition rate

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