



Union Bank of Switzerland

A Sr.VP says

Zurich, 9 April 1998

**To whom it may concern**

We have commissioned Fusion Software Engineering Pvt. Ltd, Bangalore, India, to design and develop a Global IT Project Portfolio Management (GITPPM) system for UBS. The selection was based on senior management presentations, background evaluation of Fusion's expertise and references as well as a final competitive bid.

The Bank has over 1500 active projects, with an annual IT Development budget of close to US\$ 1 Billion. GITPPM was conceived to provide a consolidated portfolio view of the projects to the Executive Management for improved management of Bank's IT activities. The product facilitates monitoring of trends, development function across IT units and planning of future IT initiatives.

The product is based on the three-tier architecture and is developed using an Object Oriented approach under Windows NT, with HTML and Javascript in the presentation layer, Active-X, VBScript, Visual Basic, Reports 3.0 and ODBC forming the application layer and Oracle comprising the database layer. The product is integrated into UBS' World-wide Web to enable access globally. The effort involved is close to 100 man-months.

Fusion demonstrated its technical and functional expertise in developing the application; including designing of reports appropriate for senior management information requirements. Good Project Management skills were demonstrated by working under tight project schedules, compliance to UBS' IT methodology/guidelines and efficient co-ordination of development teams in India and Switzerland.

We have found their engineers to be technically competent, quality conscious and with sound software engineering skills. They interacted very well with our staff and IT organisation to build to a good rapport.

We are fully satisfied with the services of Fusion Software, and would not hesitate to engage them in the future IT initiatives.