

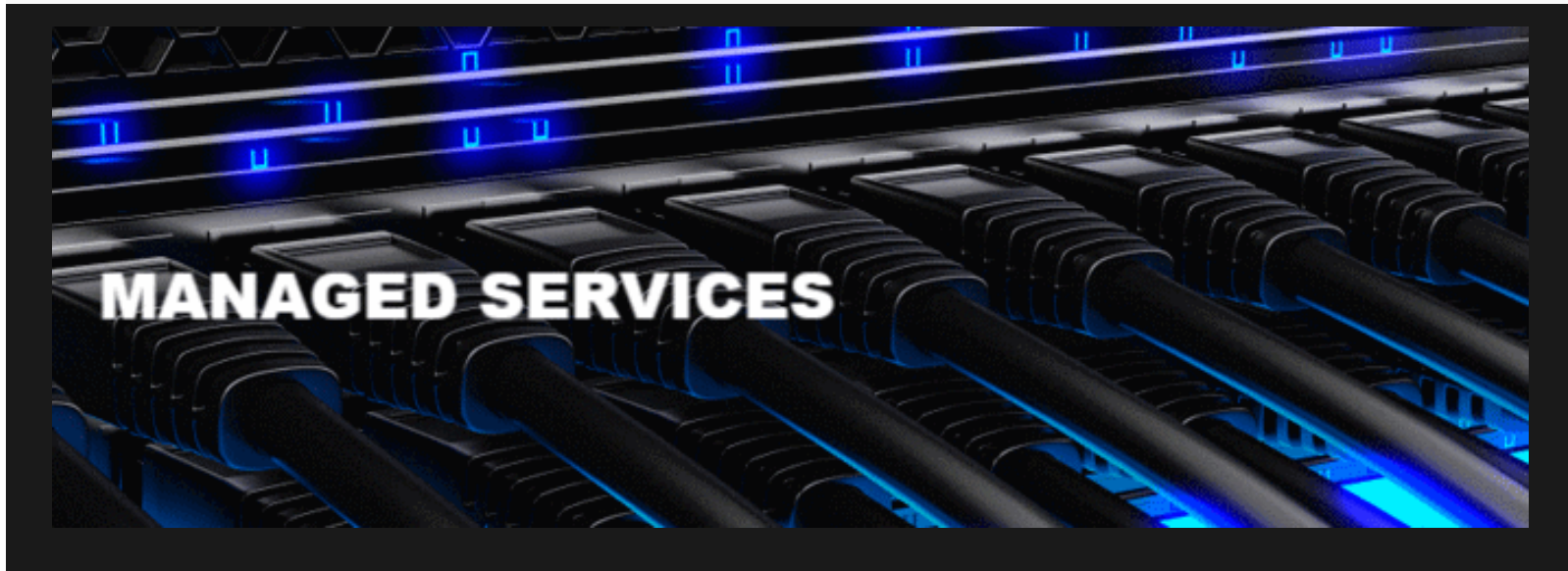


## CEO's CORNER

IT People had one of the best second and third quarters in our history. We exceeded our budget revenue in the first three quarters of 2015, and all of our Lines of Business grew significantly. We are now very confident in our ability to grow our revenue over 75% when compared to 2014. We have gained significant momentum in our business. Our Consulting Services have established new clients (3), have developed a strong partnership with VMware and EMC, and has launched our Cloud and DevOps practices. Our Managed Services have established a number of new clients (4), closed partnerships with SRMS and Decision One infrastructure service providers, put in place an SI agreement with Kony (an industry platform leader in mobile application development), launched our Application Replatforming service as part of our Cloud and DC migration practices, and established our SAP Hybris delivery capability. Our Workforce Solutions

team has focused significantly on expanding our recruiting capability by more than three times the previous capacity, while bringing on new clients (4), and servicing the expanding needs of our Consulting and Managed Services business and long term clients.

As we look to the fourth quarter we are very excited about the revenue growth we will experience and are very focused on building momentum to propel us into 2016 to continue a significant CAGR in excess of 50%. We have said many times our employees, our customers and our partners are at the center of our focus. We know if we do our best to meet and/or exceed their needs and expectations our business will succeed and a wonderful future will be created for all.





## “SpkUp” Program to provide a safe environment for North Carolina students

This spring the State of NC awarded IT People a project to implement an anonymous safety tipping mobile app and pilot to 70 schools in 4 counties. The program will eventually be deployed to all 100 counties, 1500 middle and high schools throughout NC. The app will let students, parents and other individuals to anonymously report (Speak Up) bullying, drug abuse, alcohol abuse, fighting and other dangers in our schools. This is a complex project consisting of Android and Apple mobile applications, a management dashboard, learning management system, and single sign on integration with the State. We have made considerable progress to have the program ready for students in the Fall.



## Our Commitment to Information Security & Customer IP Protection

Customer data protection and information security have always been top priority at IT People. We are glad to announce our offshore delivery center in Hyderabad, India has been ISO/IEC 27001:2013 certified in May 2015. We are committed to scale our ISMS (information security management system) implementation in accordance with the

Organization's growth.

Click here to read more (<http://itpeoplecorp.com/informationsecurity/>)



## IT People awarded significant contract to improve infrastructure service levels for a leading Architecture & Design Firm

High availability of systems, decreased downtime and reduced business risk are the hallmark of IT People infrastructure managed services. We have been selected to provide hardware upgrade services and SLA based infrastructure managed services for a leading Architecture & Design firm.

### Our new service offerings

IT People launches e-Commerce service offering to power Digital Transformation of online shopping experience thru unique, real-time customer insights and omni-channel delivery. We have successfully completed couple of major releases for SAP Hybris based e-Commerce transformation initiative by a leading hi-tech manufacturing company.

For more details, do contact us at [ecommerce-services@itpeoplecorp.com](mailto:ecommerce-services@itpeoplecorp.com)

IT People launches Re-platforming Services to help Organizations move away from expensive, unsupported legacy infrastructure, applications. Thru this service offering, we

are committed to increasing our customers' business agility by moving them to standards based, highly interoperable infrastructure and applications.

For more details, do contact us at [replatforming-services@itpeoplecorp.com](mailto:replatforming-services@itpeoplecorp.com)

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The last few months have seen traction in our 'Consulting and Advisory' practices. Joohyun Ro joined our team and is working with the CIO of West Pharma in an advisory capacity. His primary focus has been the migration of the data center to Azure and all applications to Office 365. We hope to see our business expand there in coming months. Ravi Jonnalagadda is assisting Bruce Power to adopt and implement the EcoSys EPC solutions. Gi Kim is working on modernizing the information models at Franklin Templeton.

We performed an Infrastructure Optimization consulting engagement at Michael Graves ( a world leader in next generation Architecture and Design), which resulted in a complete

infrastructure managed services contract.

This period saw us sign up partnerships with VMware and we have the opportunity to be an extended professional services arm providing DevOps, VIO and VCloud Air consultation. Other exciting opportunities where IT People can serve as the extended professional services provider include CSC, Red Hat and Hortonworks. We continue to build out our Cloud (AWS and Open Stack) and Office 365 migration practice and have a number of active opportunities that we are pursuing to close in the 4<sup>th</sup> quarter. If you are interested in learning more, send an email to [mohan@itpeoplecorp.com](mailto:mohan@itpeoplecorp.com)

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## WORKFORCE SOLUTIONS



IT People commitment to expansion and growth-  
Announces upgraded Referral program

First three quarters of 2015 has been a story of sustaining and fueling expansion and growth for IT People. We are proud to announce addition of EMC, Credit Suisse, West Pharmaceuticals, VMWare and TiVo as our premier clients. In addition to on-boarding these esteemed organizations we continue to sustain and grow our performance with our top clients. We continue to look for top talent in the area of Big Data, Core Software

## CTO's Insights



This last quarter, I had a chance to see how the US market is shifting and customers are increasingly open to new ideas to deliver faster cheaper and with quality.

A key strategy is the unified automation of both the software delivery and the infrastructure provisioning processes known as DevOps. Working with VMware Inc., we see an increase in demand for Puppet, Chef, Salt and Ansible engineers to help automate infrastructure configuration and provisioning, especially as the push towards migration to the cloud accelerates. <https://www.vmware.com/products/openstack>

We have also noticed some interesting projects in the Big Data space. For example

Monsanto, the global agro company is using analytics in a big way to innovate new ways to produce seeds and crops, and beat the effects of global warming. Monsanto is using sensors at various spots in a crop growing area to measure terrain, sunshine, soil type, moisture, seed characteristics, growth etc.. This data is integrated with climate data from government satellites and weather stations, university research sensors, Monsanto's seed database and any other source they can find. It finally gets fed through a pipeline of data analysts and software engineers and emerges at the other end to support Precision agriculture. Monsanto believes that the key to solving global hunger lies in marrying agricultural practices with data science.

IT People are well positioned to support these new challenges while still continuing with traditional IT services. In future we at IT People will see more software engineers with broad ranges of skills and knowledge to support these emerging challenges.

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IT People have tremendous capability, we are thoughtfully and proactively investing in our business and we have a passion for Excellence! It is only through our employees/team members that we are able to have the success we are enjoying. Please send us your thoughts, reactions and recommendations to [peopletalk@itpeoplecorp.com](mailto:peopletalk@itpeoplecorp.com).

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The Road ahead will be challenging,  
but a lot of fun to drive

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