IT people

CHAIRMAN's CORNER

It is with tremendous excitement that we are releasing our first IT People newsletter. This newsletter is intended to keep you informed of the significant activities and events that have occurred during the previous quarter.

I am blessed and fortunate to have built a core senior management team who together bring decades of seasoned IT Industry experience. Appointing **Richard Ricks** as our CEO is a major milestone in our 16 year journey. It is our shared passion to make IT People the best IT Services partner on the planet and we are very pleased with the progress we have made!

IT People is a next generation Information Technology Services company. At IT People we have simple and basic values that guide us in everything we do. We are first and foremost a company that values our employees. Our employees represent our core values and they are cornerstone of our success. We are focused on attracting and retaining the best employees and we know if we do this that our clients and partners will receive a very valuable relationship and an outstanding experience. Fundamental to our culture is our standard of Excellence for delivery and our uncompromising Commitment in doing what we say we will do. The key to any relationship is

trust and trust is earned by continuously delivering on or exceeding our commitments. Our desire is to establish value based long term relationships both with our Employees and our Clients that last the test of time and delivery!

I take this opportunity to sincerely thank all of you for the hard work, dedication, and commitment to keep IT People's reputation high with our clients.

If you have not checked out our web site, we encourage you to do this.

www.itpeoplecorp.com

Please let us know what you think once you have explored our web site and gone through the newsletter. We value feedback, embrace change and reward innovation.

CEO's CORNER   IT People 1Q2015 Business Performance

During 1Q2015 IT People has significantly exceeded our revenue forecast and all business Key Performance Indicators (KPIs) were better than budget. We are on track to deliver in excess of 50+% revenue growth in 2015. We experienced record Managed Services order input and very encouraging were

the contracts length - 3 years or greater and a number of new logos. Lenovo chose IT People to implement a strategically important project for one of their key business units to replace a manual process with a cloud-based automated process. This project, when fully implemented, will result in huge cost savings for Lenovo and will significantly improve the customer experience. We were informed by MetLife that our Workforce Solutions performance moved us in to one of the top three positions for North America and number one position for the Raleigh region. In addition, Allscripts informed us that we will now be one of three new providers for executive recruiting. We are making key investments in our Consulting business. We have added over 15 consultants to our team. We signed up iThinqware, Ixsight, Hortonworks, and RiverMeadow as technology partners and we launched our Big Data practice. We are very pleased with our 1Q performance and it sets up 2015 to be a very good year for the IT People team.

MANAGED SERVICES

IT People commitment to provide a safe environment to North Carolina students

IT People is honored to be chosen as implementation partner by NC Center for Safer Schools and Department of Public Safety to implement a solution to provide anonymous safety tipping for violent or threatening behavior occurring in NC schools. Our solution will provide an easily accessible responsive

application (smart phones, tablets, personal computers, etc...) by which students, parents, school staff can alert school authorities of incidents.

[Read More](#)

High quality delivery & Customer IP Protection are a top priority

In our constant endeavor for high quality delivery, our offshore delivery center in Hyderabad, India was recently re-certified ISO 9001:2008 for 3 years. All our managed services projects adhere to CMMI Level 3 standards and we are on course to get our project delivery processes for application development, application support & maintenance and quality assurance, CMMI Level 3 certified by end of June. We are moving at a rapid pace to get our security policies and procedures ISO 27001:2013 (ISMS - Information Security Management Systems) certified by end of April.
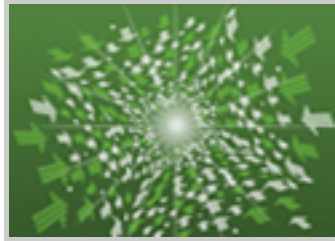

IT People awarded significant contract to improve the quality of critical health care services

Agility, trust and assured delivery have been the hallmark of IT People managed services. We are glad to share the good news of being selected as offshore implementation partner for application development and quality assurance for a New Jersey based Healthcare technology solutions provider. We won this business as a result of a competitive process, where we

demonstrated our flexibility and market competitiveness very effectively.

[Read More](#)

CONSULTING SERVICES

IT People cranks up its Analytics and Big Data consulting services - Announces "Big Insights"

IT People introduces "Big Insights" with new offerings in Analytics and Big Data. "Our goal is to offer unique cost effective solutions to our clients leveraging the best existing processes, highly talented people and technology available in the market today" says Mohan (IT People CTO). Organizations have invested in processes, methods and tools and where possible we would like to integrate them into the approach. Customers find the modular approach that incrementally enables them to make bite sized investments and go through strategy, maturity assessment, architecture, and implementation very attractive.

IT People leverages traditional solution delivery life cycle methods, combined with Agile approaches with key partnerships such as Hortonworks, Red Hat and Ixsight to provide a holistic solution for small, mid-size and large businesses. Our solution is scalable and provides the flexibility our clients require.

[Read More](#)

IT People SharePoint Consulting and Migration kicks into High Gear

IT People introduces SharePoint Migration Consulting and Implementation services. Many of our clients have legacy SharePoint implementations and are looking at opportunities to migrate towards SharePoint Online and Office 365. After listening to our clients and understanding their needs, we developed a clear strategy to address this problem. Our first step was to define a process and methodology that is easy and practical to understand, adopt and execute.

The biggest risk to any migration is the lack of sufficient upfront analysis and using industry experience on the "do's and don't's". Our unique approach allows us to explore all aspects of the migration and to execute the migrations with the least risk to ongoing business operations and critical applications. Our ability to have highly experienced local consultants working with our high quality India based team positions us very positively to solve our clients challenges.

WORKFORCE SOLUTIONS

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

First Quarter 2015 has been a story of rapid expansion and growth for IT People. We are proud to announce additions of Computer Science Corporation, East Carolina University and Fidelity Investments as our premier clients. IT People also had the privilege of ending the month of February as one of the top 3 workforce solutions providers for MetLife and AllScripts. To fuel our growth and accelerate our expansion we are looking for talented team members in the area of Big Data, Core Software Engineering, Portal/Content Management, and Cloud migration. In support of this we have upgraded our referral program. Check it out.

Read More

CTO's Insights

This coming year will see a big shift towards Big Data and the Internet of Things (IoT). A number of companies will either pilot or develop strategies to adopt these technologies/capabilities. IT People will participate at the May 15th NCTA event and our theme is "Big Data Strategy for Public Safety and Safety Tipping". Another trend is that many companies are looking at domestic outsourcing to supplement the traditional off-shore solution delivery models for speed, agility, and a client-centric interface. Below are a few links that we feel are worthy of sharing with you.

http://assets1.csc.com/health_services/downloads/CSC_Transforming_Healthcare_Through_Better_Use_of_Data.pdf

http://www.redhat.com/en/about/events/building-data-driven-solutions-internet-things

http://www.gartner.com/technology/reprints.do?id=1-29H0JW0&ct=150205&st=sb%20_

http://members.nctechnology.org/events/details/2015-state-of-technology-11

IT People has 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