



CIBER Detroit's office team,  
which supports our 400+ ~~area~~  
consultants in the Detroit area.

# CIBER Makes IT Happen in Detroit

Detroit is one tough town. Our businesses have real problems and are in need of real answers. When it comes to information technology, local companies look for no-nonsense, practical, cost-effective solutions to their problems. They look for consulting teams that perform the heavy lifting to get the tough jobs done on budget, on time, without question. They look for a high integrity partner that maintains a "can do," achievement-based culture. They look for CIBER.

Despite being one of the best-kept secrets in the Detroit area, CIBER is getting the word out and building a solid reputation for delivering information technology (IT) solutions to clients that need to get things done.

CIBER's broad-based competencies and specialties are centered on applications. CIBER helps companies align IT services with business objectives to achieve the goals of the organization. In short, CIBER can:

- Build, Integrate and Support Mission-Critical Business Applications
- Optimize Software Development Through Practical Use of Best Practices and Tools
- Implement and Customize Commercial ERP Solutions
- Develop and Deploy Global Sourcing Strategies
- Create Business Intelligence and Data Warehousing Solutions
- Manage Projects, Programs, or Portfolios
- Analyze Business Requirements and Engineer Technical Solutions
- Provide Staff Augmentation for IT Services

CIBER has been performing these services in Detroit for more than 30 years. In 1974, Bobby Stevenson and two partners founded "Consultants in Business Engineering Research" (CIBER, Inc.) - a small software-consulting firm that served the application software needs of Michigan corporations. Stevenson's small information technology services company focused on customizing mainframe software for U.S. clients, especially the Big Three domestic automobile manufacturers.

More than 30 years later, the IT world has changed, and so has CIBER. Stevenson is now Chairman of the Board and the company has grown into an international systems integrator, earning nearly \$1 billion in annual revenue with 8,000 consultants working from 85 offices in 18 countries around the globe.

Now headquartered in Denver, CIBER provides IT services for virtually any computing platform and any computing environment. CIBER's list of clients includes private and public corporations, non-profit organizations, and government entities. Additionally, CIBER maintains strategic partnerships with IT powerhouses like SAP, Oracle, Microsoft, and IBM.

# 85 Offices | 18 Countries | Since 1974 | 8,000 Consultants

But with all of that growth, CIBER hasn't forgotten its roots.

## Back To Our Roots

"Detroit was where we started, where we grew up," said Mac Slingerland, CEO of CIBER, Inc. "I earned my MBA at Wayne State University, and a first-year client—Ford Motor Company—is still our largest commercial customer."

"Our Detroit office has the largest staff of all of our 60 U.S. offices. It continues to nurture strong relationships with some of our oldest and best customers," said Slingerland. "But at the same time, the staff is highly diverse, offering a terrific set of skills to help businesses and government entities in all industries with nearly any type of IT challenge."

CIBER's Detroit office, led by Bill Hazelton, Vice President and Regional Director, employs more than 400 consultants, who serve clients in the automotive, finance, health care and marketing sectors. The Detroit team possesses strong capabilities and practical experience in IT services. Hazelton maintains a culture that thrives on its achievements. A Detroit native, he has more than 22 years of leadership, sales, and operations management experience.

According to Hazelton, "CIBER is focused on our client relationships and on delivering value. We know our clients need candid advice about what can be delivered to meet their objectives, and when we say we can do it, we must deliver. Our strong reputation for delivery excellence is what separates us from the competition."

National Practices at CIBER provide expertise that supplements the local Detroit team. ERP solutions are delivered by practices specializing in SAP, Oracle/PeopleSoft, and Lawson suites. Globally-sourced solutions are delivered through CIBERsites in Florida, Oklahoma, New Jersey, Arizona, India, and locally through the Detroit Solutions Center.

## In the News

In July, CIBER was honored with VARBusiness Magazine's Company of the Year award for 2005. CIBER received this recognition in part because of the launch of CIBERsites, a low-cost outsourcing alternative. CIBERsites are application development and support centers located in communities that offer a large pool of talent, but with traditionally lower costs of living. The sites are part of CIBER's global distributed delivery strategy. CIBER helps clients lower their IT costs by sending application development and support work to these centers. Domestically, the work is performed by American workers on American soil, at prices competitive with those of offshore outsourcing centers. CIBER's

global delivery model is driven by comprehensive practices in requirements engineering, multi-shore project management and component handling.

## The World is Changing

Thanks to technology and global competition, the business world has changed since the late 90s, when IT professionals could call the shots and set their own salaries to help businesses address problems like Y2K and Internet adoption. Today budgets are tighter and executives scrutinize every dollar spent on IT. Now consultants need more than just current technical skills in Java or .NET. They must also possess business acumen. To be the best, IT professionals must understand business goals, strategies, processes, and the need for metrics to measure organizational performance. And they must be able to communicate IT's contributions and value to skeptical executives. These skills are nurtured at CIBER in Detroit. Real value is the focus, as CIBER helps clients reduce costs, streamline processes, and gain competitive advantages.

## Giving Back to the Community

CIBER believes in giving back to the community, and this is especially true in Detroit. CIBER actively supports the inner-city school system by donating time as partners to students at the Nevada Campus of Cornerstone Schools. Four times a year members of the Detroit team spend a morning with the same students as they progress through each grade of elementary and middle school. In 2005, the CIBER team also volunteered time to help build the City Mission Academy for families of the Brightmoor community. They also donated all of the office furniture for the facility. CIBER is also a significant contributor to The Henry Ford Inspiration Project.

CIBER's roots are in The Motor City. CIBER knows how to get things done the way Detroit wants them done. "CIBER offers clients the resources and skills of an international firm, while providing local talent and a solid understanding of the local marketplace," said Hazelton. "It's really the best of both worlds."

## Contact Us

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