Software-SI founded to the risk out of offshore outsourcing

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§ Offshore software development with a difference -- no risk
§ Software-SI formed to provide fixed prices and delivery
§ Proprietary Modernisation tool cuts development time and
costs dramatically

Portsmouth, 3rd July 2003: Software Services International plc has been launched to provide the technical and economic advantages of offshore software development to major users in the UK and other countries, but without the risks often attached to overseas development.

Led by software visionary Phil Brooks, Software-SI is a subsidiary of Systems Management International, the leading provider of IT infrastructure management solutions, which played a prominent role in Y2K modernisation.

According to Software-SI chief executive Phil Brooks, 'Using offshore staff and facilities to develop, modernise and test software systems gives users huge benefits in terms of cost, timescales and quality. But offshore development needs specialist management experience and skills to avoid the pitfalls that trap many users. Software-SI has the experience and skills needed to ensure that those benefits are actually delivered on time and within budget. This puts us in the unique position of offering fixed prices and delivery.'

Software-SI offers a portfolio of services including solution design, software development and maintenance, software testing, and application modernisation. Software-SI's global facilities include Offshore Development Centres, each centre focussing on a specific discipline and employing specialist personnel.

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Gartner Group has predicted that offshore outsourcing by Western European countries will rise by 40 per cent during 2003, and will be worth more than $1 billion by 2006, while in the US, 20 per cent of the Top Fortune 100 companies have already outsourced software development to India. But, says Phil Brooks, users must manage their software outsourcing carefully or the expected benefits may not materialise.

'There has been something of a gold rush to take advantage of the benefits of IT outsourcing offshore,' he says, 'and some users have been disappointed to find that managing offshore development is not as easy as it seems.   Some have burnt their fingers. We are a company with a global presence, but we pride ourselves on our understanding of local issues and individual business needs. We are able to provide the technical and business 'smarts' to manage offshore resources so users really benefit. And we are able to ensure delivery on time at fixed cost.'

Software-SI offers clients expertise in all major operating platforms, all programming languages and all technologies, through ISO9001 accredited processes and a proven delivery model. Software-SI's Offshore Development Centres are accredited to Software Engineering Institute Capability Maturity Model Levels 3

to 5, and the company's security processes are accredited to BS7799 standards.

As well as fixed price and delivery, Software-SI is able to offer even greater cost savings to users through the use of its own proprietary Legacy Modernisation Model and conversion toolkit, enabling users to modernise and standardise on an internal structure to run on Intel or Sun architecture to get the benefits of using Microsoft or Unix operating systems, with significant cost savings, easier maintenance and improved processing power.

Software-SI is a wholly-owned subsidiary of Systems Management International plc, the leading provider of IT infrastructure management solutions, which has more than 10 years experience of delivering projects using offshore facilities.

Software-SI chief executive Phil Brooks was the founder of SMI and sat as an industry representative on Action 2000, the government advisory panel formed to oversee preparations for Y2K. He is an international authority on modernising legacy software.

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For further information visit www.software-si.com or contact:

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