



LODESTAR
mapping IT frontiers

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About Us

Lodestar Systems leverages the accumulated IT expertise to assist clients achieve technological objectives and realize investment ambitions. Our philosophy is to make available to clients need-based, cost conscious, timely and competent manpower solutions. Our team of dedicated technology specialists who strictly adhere to the corporate philosophy is gradually expanding to fuel growth, manage costs and deliver high levels of customer satisfaction. Our resources strictly adhere to corporate philosophies of the respective clients and this facilitates seamless integration of our resources into the clients' existing team for the accomplishment of overall objectives. We provide total or incremental solutions tailored to meet development, deployment or support scenarios.

Clients spanning banking, energy, housing, insurance, non-profit, public sector, retail, telecommunications and technology industries have experienced the value addition that we promise. Our solutions offering encompass Business Intelligence, Client/Server, ERP and Legacy technologies. We map I.T. frontiers to pave your way to success.

Our Services

Technology



Business Intelligence



ERP Solutions



Client Server

Industry



Public Sector



Insurance & Finance



Manufacturing

Our Services

Technology > Business Intelligence

In a decentralized organization with distributed decision making, people at different levels of an organization are responsible for making decisions that collectively impact overall business success.

Using modern methodologies, gigabytes of unruly information gathered by the organization in its lifetime can be transformed into meaningful data. Business Intelligence (BI) helps organizations to gain business advantage from such data.

Business Intelligence, mixed with experience, perception, and intuition-based knowledge helps to make strategic decisions at the right time, into business intelligence requires specialized tools that analyze, drill down or mine data to help users make informed decisions and ensure an organization is more efficient and more competitive.

How BI works?

- Data:** Centralize data from multiple sources into a data warehouse.
Insight: BI tools analyze the data to help better understand the business.
Action: Act on the insight provided by BI tools by reallocating resources.

Business Intelligence provides business roadmaps to deliver solutions for business analysis. By having these roadmaps, we deliver superior business value through improved return on investment, time value by enabling fast solution delivery, and technical value through open database enablement. MicroStrategy is the best Business Intelligence Tool in present day market that provides insight into your operations through solid analysis of the information stored in your databases

BI technology has evolved from these ever-increasing user demands to support five distinct application patterns or styles. These are:

- > Enterprise Reporting.
- > Cube Analysis.
- > Ad Hoc Query and Analysis.
- > Statistical Analysis and Data Mining.
- > Alerting and Report Delivery.

Our Services

Technology > ERP Solutions

ERP applications view each business transaction as part of an inter-linked process that makes up the entire business of an enterprise and not as a separate and unique activity. To accomplish this it breaks down processes into distinct but inter-related functions. It further correlates each of these functions with other functions from other processes so that data sharing is facilitated and duplication of tasks is avoided. Once there is a close integration of an ERP system, the organization experiences increased efficiency and greater ROI.

A true ERP solution is a highly ambitious program that seeks to build an integrated software program which will answer all the system needs of different departments of an organization. It is ambitious because it undertakes to provide all the functionalities that each department is accustomed to and yet obviates the need for multiple systems to accomplish these objectives. While achieving these goals, it also enhances the performance capability of the organization because it saves time and money by making available the data entered at any point of the system to everyone who needs to access that data.

When an organization undertakes an ERP implementation it faces resistance, covert or overt, from employees who were handling the existing applications because it is never easy to adapt to change. The organization has to educate those employees about the advantages of the implementation and clear the misconceptions they might have. The organization will also have to apprise its business staff about the use of the ERP system for removing the inefficiencies of the existing business processes.

Most of the ERP software consists of modules designed to work with different aspect of a corporate system like Human Resources, Payroll, Accounts Payable, Accounts Receivable, Purchasing, Materials Management, etc.

The chief advantage accruing to businesses is that they can implement the ERP solution to one segment of their operation, evaluate the benefits that they derive and then adopt it to other segments. By adopting this approach, instead of relying on perceived benefits, organizations can decide on extending or jettisoning the ERP implementation based on actual benefits.

Whether it is a module by module implementation or a system wide implementation, the challenges posed to the organization are numerous. Each industry has its unique practices and each organization has its methodology. Although all ERP packages are exhaustive in the sense that it has the functionalities and capabilities to address most of the computing needs, the

Our Services

Technology > ERP Solutions

existing system cannot be ported onto any module of an off the shelf ERP package. The business process is to be aligned with the software, it could mean business process reengineering or customization of the software or a bit of both.

ERP software are so designed that organizations need not go in for a system-wide implement but can seek to do it in a phased manner. Both these options are rife with complications and could spell disaster to the unwary.

There are plenty of choices available in the market for ERP software. An organization that seeks to derive the maximum possible benefit from an ERP solution should consult with experts who will study the existing business processes and based on their expertise and experience with different ERP solutions in the market, evaluate the suitability of different packages and recommend the right package. The identification of the right ERP solution is just the first step. The organization has to numerous steps including selection of the right vendor, right consultants who will assist in the implementation, what corporate control issues to address, provide adequate training, and adopt the right implementation route.

Lodestar Systems has an excellent track record in helping numerous clients spanning different industries with ERP implementation and upgradatation. We have expertise and experience in working with a host of technologies spanning legacy, client/server and ERP systems. We will be more than happy to showcase any of our past projects to prove our credentials. We are only a telephone call away to set-up a time convenient to you to discuss how we can help you achieve your overall objectives in a cost and time effective manner.

Our Services

Technology > Client Server

In the recent past, there was an elite group of corporations called MNCs (Multi National Corporations). But today, the term may not have the same significance because almost all corporations are compelled to have a globally distributed structure to facilitate 24x7 operations. Necessity dictates that the data which the company's operations in the eastern hemisphere uses or creates be available to the corporate team in the western hemisphere.

Client/server software architecture seems to provide the right solution for this need. It is a versatile, message-based and modular infrastructure that is intended to improve usability, flexibility, interoperability, and scalability as compared to centralized, mainframe, time sharing computing. It does not suffer from the drawbacks that mainframe software architecture possesses. Client/server easily supports graphical user interfaces or enables access to multiple databases from geographically dispersed sites.

It takes qualified and experienced analysts to study the business environment, computational needs, and data demands to identify the models that would work admirably.

The models have their own salient features and peculiarities. One model which works ideally in a given business setting need not necessarily prove optimal in another. It takes qualified and experienced analysts to identify the model that would work admirably.

Lodestar Systems has an excellent track record in crafting client server solutions which answer the differing needs. We have expertise and experience in working with a host of technologies spanning legacy, client/server and ERP systems.

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The client and the server can be interchanged. The dividing line between the client and a server can be anywhere along a broad continuum: at one end only the user interface has been moved onto the client; at the other, almost all applications have been moved onto the client and the database may be distributed.

Technology > Client Server

There are at least five points along the continuum:

Distributed presentation - the presentation is handled partly by the server and partly by the client.

Remote presentation - the presentation is controlled and handled entirely by the client.

Distributed logic - the application logic is handled partly by the server and partly by the client.

Remote data management - database management is controlled and handled entirely by the server.

Distributed database - database management is handled partly by the server and partly by the client.

Our Services

Industry > Public Sector

Public Sector Information Systems constantly collect, catalog and utilize data collected from the millions of people that live within their jurisdiction. They operate at different levels, micro to macro, viz., county, city, state and federal. This classification is not ideal because some information which is collected at the county level has significant implications for the policies developed at the state and federal levels. There is a lot of overlap among the data that is collected by each level of public entities but the innumerable statutes, regulations and rules governing the collection and use of data highly circumscribe the sharing of data. These entities undertake massive information gathering efforts to meet their specialized needs. Sophisticated systems are needed to process the collected information into data that could facilitate decision making.

The spectacular increase in the public investment in IT infrastructure shows the importance of IT in public governance. These entities are forever exploring whether networking could create new flexibilities in the ways that information is captured and deployed.

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The perpetual efforts to substantially increase effectiveness and efficiency in the delivery of public services, the management of critical information sources for decision making and the formulation of public policy encourage the public bodies to explore ways to achieve full exploitation of existing information systems and implement new management information systems.

In short, IT has become the vehicle from which accurate, reliable, and timely information is produced for identifying objectives, improving productivity, and facilitating service delivery.

Lodestar Systems has an excellent track record in helping public bodies at different levels in better utilization of existing technologies and in optimum implementation of new technologies. We have expertise and experience in working with a host of technologies spanning legacy, client/server and ERP systems.

Now, more than ever in the history of mankind, security is of singular importance.

Our Services

Industry > Public Sector

Every piece of existing legislation is either revisited or tested on the touchstone of security implications. Fresh regulations are designed so that they address these security issues and help to increase the safety of each system.

In dealing with information systems, public sector organizations have to cover eight main areas of responsibility:

- > Information systems planning
- > Organizational structures and staffing
- > Data management
- > Computing and data management architecture
- > Information systems development
- > Information technology acquisition
- > Training
- > Technical support

Our seasoned consultants have delivered quality and timely services to numerous customers occupying different spaces in the public sector.

Our Services

Industry > Insurance & Finance

In Finance and Insurance we have two complementary industries that encompass every single commercial and non-commercial undertaking that we could conceive of. If finance industry finds itself operating in more diverse and unpredictable market than ever, it is the safe and secure cover afforded by the insurance industry that makes the navigation on uncharted waters easier. Through mergers, acquisitions, partnerships, and internal growth, financial institutions are racing to gain a competitive edge by entering new business areas and delivering more products and services. The insurance industry is coping up with the advancement made in every aspect of human endeavor by structuring policies and coverages to provide cushioning effect in the event of an unanticipated catastrophe.

Since they permeate all economic activity, it is but natural that their operations are highly regulated at the state and federal level. The multitude of statutes, regulations and rules that they have to comply for each transaction makes for a highly complicated environment. It is no surprise that the finance and insurance industry rely on Information Technology to successfully steer through the tangle of regulations and yet achieve profitability. The emerging mass retail markets where more people become detached from their area branches and bank managers underscores the need for adoption of technologies that will enable banks to provide personalized services to each and every customer.

To survive the onslaught of competition and thrive in business, every financial institution will have to practice aggressive cost-savings at every level through use of new technology to increase efficiency inside each institution.

It can be confidently stated that the most successful institutions will be those who combine visionary technology and very competitive pricing with strong relationships and brands built on trust and previous in-depth experience of the client business.

The complementary insurance industry, on the other hand, strives to identify all possible cataclysms and sound the warning bells. The industry is constantly on the lookout for low probability, high impact events that are unlikely to unsettle the whole fabric of the economy.

In both these crucial components of the economy, mainframe seems to be mainstay of their information technology systems. Even with rapid advances made in many facets of information technology many factors such as volume of data, number of transactions, stability and scalability seem to convince both these industries to continue to rely on mainframe systems.

Our Services

Industry > Insurance & Finance

Although adoption of newer technology is underway, they are used as add-ons to the main-frame systems.

Lodestar Systems has an excellent track record in helping financial and insurance industry clients to better utilize of existing technologies and to leap frog on new technologies. We have expertise and experience in working with a host of technologies spanning legacy, client/server and ERP systems. Our seasoned consultants have delivered quality and timely services to numerous financial and insurance corporations.

We will be more than happy to showcase any of our past projects to prove our credentials. We are only a telephone call away to set-up a time convenient to you to discuss how we can help you achieve your overall objectives in a cost and time effective manner.

Our Services

Industry > Manufacturing

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Our Services

Industry > Manufacturing

If we thank the agricultural industry for keeping the teeming millions on earth alive, that credit, in large part is due to the Manufacturing industry. Beginning with seed production to packaging of the agricultural produce for consumer consumption, manufacturing industry lends great aid to the agricultural sector.

On close analysis, this is true for every industry - whenever there is any need for millions of widget, it is the manufacturing industry that makes it possible.

In the age of technological revolution there is proliferation of high-tech gadgets like computers, laptops, PDAs, and cellular phones.

The demand for each of these gadgets sky rocket and the manufacturing sector churns out millions and millions of these gadgets so that every individual is able to buy what he needs at a price he could afford.

Although we showcase the hi-tech marketplace, it is true of every kind of product be it textiles, pharmaceuticals, automobiles, chemicals, consumer goods, or utilities.

Our Clients



Careers

The compensation and benefits offered to our employees is structured to suit the needs of each individual's preferences.

We have a list of benefits for our employees to choose which include:

- > PPO plan with PHCS
- > Dental coverage
- > ADD benefits
- > Relocation assistance for every project
- > Settling-in assistance for each project
- > Employee referral program
- > Paid time off
- > Career advancement assistance
- > Professional skills enhancement assistance
- > Processing of Nonimmigrant and Immigrant visas

Please e-mail your resumes to resumes@lodestarsys.com if you have the skills that any employer would be proud to have on its team and we will work with you to identify and choose those benefits that will make your relationship with us long lasting and mutually beneficial.

CISV Ordering Address

Lodestar Systems, Inc.

VID # 1742999659200

77 Sugar Creek Center Blvd, Ste 190, Sugar Land, TX 77478

This is a true and accurate copy of the catalogue approved with the Texas Building and Procurement Commission. Effective Date of catalogue:

Vendor Contact Information

Contact Person: Murali Santhanam

Phone #: 281-565-7811

Fax #: 866-532-6120

Email address: murali@lodestarsys.com

Products / Services Information

18-29 Computer - Software Consulting Services

918-46 Feasibility Studies (Consulting)

920-24 Data Conversion Services

920-40 Programming Services, Computer

920-45 Software Maintenance/Support

Catalogue Information

NOTE to State Agencies:

If this Catalog Information Systems Vendor provides consulting services and if the value of the consulting contract is reasonably foreseen to exceed \$15,000.00, please refer to the Texas Government Code, Subtitle F, Chapter 2254.

NOTES to all Eligible Purchasers:

Only Automated Information System (AIS) products and services may be purchased from this catalogue. Products not eligible for the catalogue purchase procedure must be edited out by the vendor.

Any telecommunication services that may be included within this catalogue shall only be procured by the Texas Building and Procurement Commission.

Disregard any statement in this catalogue that states that prices and availability may change without notice. This catalogue is required to be kept current by the vendor.

Disregard any "proprietary, confidential, copyright (C), all rights reserved" statements in this catalogue. Eligible purchasers are allowed to make copies of this catalogue.

For services and products offered in this catalogue that have only one price, the price shown may be considered both the list price and state price.

Any terms and conditions in this catalogue that conflict with the Constitution or laws of the state of Texas shall not be enforceable and, therefore, will not be binding.

All AIS products and services offered in this catalogue conform and comply with all applicable standards adopted by the DIR; and all products conform to all state and federal requirements such as ANSI, FCC, NEMA, OSHA and UL standards.

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By signing the Texas Building and Procurement Commission CISV Catalogue Purchasing Program application and submitting this catalogue through the program, the vendor has reviewed TAC 113.19, and agrees to comply with the rules as stated for the CISV program. The vendor will also: not give, offer to give, or intend to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant in connection with catalogue purchase transactions; not currently be delinquent in the payment of any franchise tax owed the State of Texas under Tax Code, Chapter 171 (go to "Certification of Franchise Tax Account Status" for verification); update their catalogue as needed to reflect changes in price and the availability of products or services offered.

Maintenance, Repair, Support Plan

Lodestar Systems, Inc. is an Information Technology (IT) Services provider, and has no "products" per se to maintain or repair.

For IT projects requiring bidding such as custom application development, infrastructure and business consulting, Lodestar Systems will use the terms and conditions provided by the client's contract.

Customer Support Plan

The initial contact person is Murali Santhanam, phone number 281-565-7811. Our hours of operation are 8:30a.m. to 5:30p.m., Monday to Friday (except weekends and holidays). Upon receipt of a contact by a customer, Mr. Santhanam will contact the appropriate Lodestar Systems' technical resource who will begin problem resolution within 24 hours of the initial call.

Lodestar Systems warrants that all IT services it provides will be of professional quality and will conform to generally acceptable IT standards and procedures.

Describe your escalation procedures for addressing problems, i.e. performance issues.

Response:

The first step in addressing a problem would be to talk with the hiring manager and the consultant to determine the nature of the problem. The second step would be to identify if it is a motivation problem or an ability problem. If it is an ability problem, the next step would be to release the consultant and immediately provide a qualified replacement. If it is a motivation problem, the next step would be to discuss the nature of the problem with the Hiring Manager to determine whether or not he/she would like to set guidelines for improvement or release the consultant, in which case Lodestar Systems would immediately find a replacement.

What type of status reporting do you provide your customers? Please provide examples.

Response:

It is our normal procedure to follow up with the consultant's manager to check on the performance of the consultant approximately every two to three weeks, depending on the length of the engagement and on the wishes of the specific project manager. Lodestar Systems maintains contact with all of our consultants minimally on a semi-monthly basis. This includes a structured set of questions that are discussed at various intervals during the engagement:

After the first week of the engagement, we follow up with the consultant per our Project Start-up Report. The purpose of this process is to ensure that SIS, the consultant,

and the client are in sync from the start and to make adjustment, if necessary.

During the life of the engagement, on a semi-monthly basis, we follow up with the consultant via the Project Status. Through the procedure we are able to monitor, as well as measure, the quality of service we are providing to the client and to the consultant on a semi-monthly basis.

Service Description	Class - Item	Corporate Hrly Rate	State Hrly Rate
Technology Leader / Specialist	918-29,46	\$175	\$150
Sr. Database Architect / Administrator	918-29	\$125	\$110
Security Specialist	920-24,40,45	\$150	\$125
Software Programmer	920-24,40,45	\$90	\$75
Programmer Analyst	920-20,40,45	\$95	\$85

Contact Us

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