

# Delivering Dynamic IT Solutions:

*How Sagitec Drives Your Vision into Action*



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# introduction

If there's only one thing you take away from this document, let it be this: *Sagitec gets it.*

We should, after all. We were founded (and, to this day, are led) by a group of industry veterans with decades of collective experience in IT and state & local governments. Sagitec was created in response to what our founders saw as a fundamental need for major pension systems, to provide what it sorely lacked and desperately needed:

A quality solution, delivered by a capable team.

It doesn't seem like so much to ask. But then why are so many projects, so often, bloated with budgetary inflations, strangled by schedule delays, limited by rigid design, and plagued by rapid obsolescence? Is it too much to ask that a solution be implemented on time? On budget? That it be tailored to fit your organization, and not the other way around?

At Sagitec, we don't think so.



# our understanding

Sagitec was founded on the premise that each and every customer is unique. Understanding your particular challenges is the key to delivering a solution tailor-fitted to serve you. At the same time, we understand many problems are universal, and that we face them as one.

Today's economic concerns are weighing heavily on every organization. The pressure to enhance service and streamline functionality is intensifying. The risk of a large-scale implementation effort makes meeting budgets and deadlines tantamount to success. Choosing the right solution, and the right vendor, means the difference between empowering your business, or crippling it,

Sagitec understands these threats. They're why we do what we do: implement framework-based solutions with speed, at reduced risk, while delivering the innovative functionality your members and staff are demanding.

Our track record of success speaks for itself. Time and again, we've proven that we can get the job done—on time and on budget. Our evolutionary Neospin™ pension administration framework solution has demonstrated seamless upgrading that continues to enhance our customers' solutions long after go-live. And our browser-based administration systems boast state-of-the-industry features that are, at this very moment, bringing self-service capabilities and expediting business processes for customers across the country.

When we say, 'we get it'...we mean it.



# our approach

Sagitec designs and delivers custom-tailored pension administration systems. Our dynamic solutions target unique business challenges and respond to complex, frequently changing environments. With broad experience rooted in the public pension market, Sagitec empowers public and private retirement systems to realize their strategic service visions. We drive vision into action.

This has been our mission since day 1. And we've been successful in this mission thanks in part to a set of principles that guide and inform our approach to solution design and development. We think they offer insight into what we value as an organization, a sense of our commitment to your project's success, and a few clues as to our means of achieving it.

At Sagitec, we believe every IT solution should, at a minimum:

- » *Solve diverse business problems, for diverse reasons, in diverse ways. Despite common processes, no two pension agencies are the same.*
- » *Incorporate and leverage existing best-in-class standards. In this current economic climate, it does not pay to reinvent the wheel.*
- » *Be dynamic, agile, and capable of evolving with changing standards, processes, and regulations.*
- » *Support industry-leading processes and best practices.*
- » *Mitigate risk without adding costs or weakening the outcome.*
- » *Be delivered with integrity and truly owned by the vendors who implement them.*

# Your solution

At the heart of Sagitec's approach is Neospin™, our evolutionary pension administration framework architecture.

With a rich set of functional designs, tested software components, and dynamic implementation architecture, Neospin™ dramatically increases the probability that your project will succeed by fostering reusability, extensibility, and risk mitigation.

Perhaps the most significant value of the Neospin™ framework derives from its flexibility to adapt to the business and technical environments of our clients. We know this approach significantly reduces project risk and contributes to our key market strength—providing a fully tailored solution that meets your needs and realizes your vision for a modern system.



# Neospin™

Neospin™ is an 'n-tier', component-based, object-oriented software architecture built on top of Microsoft .NET. It features a reusable series of stacked architectural layers that allow software developers to focus on specific business rules, reports, integration, and correspondence. Software layering allows Sagitec to implement high quality software without restricting our ability to implement your unique requirements.

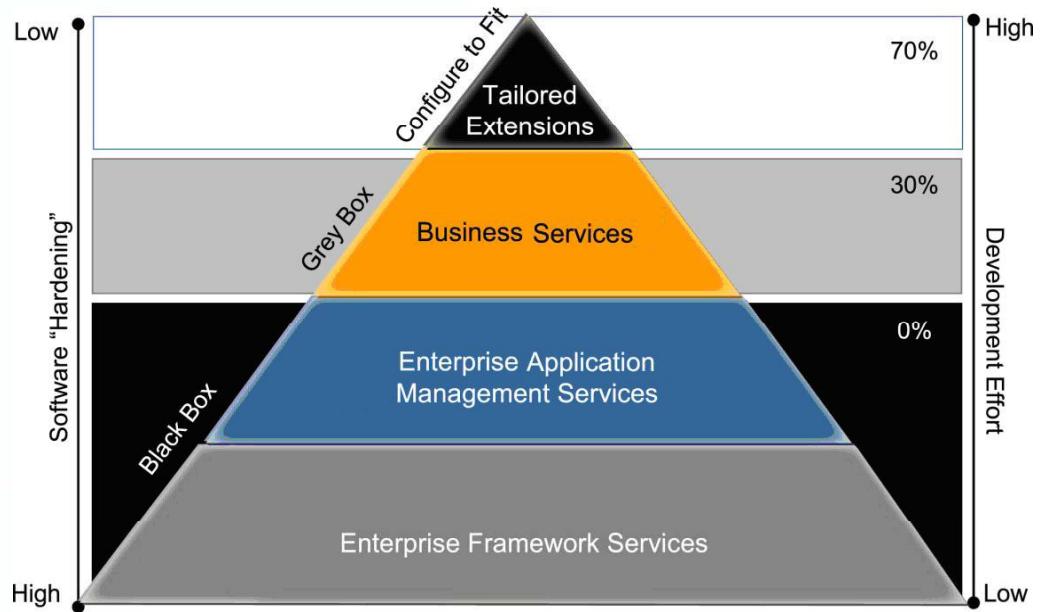
Key benefits of our n-tier architecture include:

- **Componentization** - *Dividing software into logically isolated pieces makes it much easier to modify, extend, or replace without breaking or recompiling client side-code.*
- **Database Independence** - *Changes in the underlying database and data access methods do not affect any other layer. We have run Neospin™ successfully using DB/400, SQL Server, and Oracle.*
- **Loosely Coupled Data** - *Eliminating client-side references to tables and columns makes data level access simple and quick.*
- **Location Transparency** - *The client application is unconcerned and unaware of where data comes from.*

Additionally, software layering dramatically improves your ability to evolve Neospin™ quickly and safely in response to plan design or policy changes. Changes will be limited to specific components within specific layers, which reduce unit, system, regression, and user acceptance testing. In turn, this lowers the total cost of ownership associated with the solution.



# framework architecture



With the underlying layers of the framework facilitating implementation, roughly *three quarters of project development time* is left for creating and configuring the business rules, screens, correspondence, and reports that will come to define your unique system.

# Neospin™ features & benefits

| FEATURES  | BUSINESS BENEFITS   | (1 of 3) |
|---|---|----------|
| Framework Approach  | <ul style="list-style-type: none"><li>▪ Reap the benefits of package-based software (implementation speed, reduced cost, and reduced risk) with the benefits of custom development (a solution that fits your precise requirements).</li><li>▪ Leverage proven “best practices” from peer organizations.</li></ul>  |          |
| Rapid Application Development meets Object Oriented Programming | <ul style="list-style-type: none"><li>▪ Rapid prototyping allows you to see the solution as it is built incrementally, reducing risk and improving communication throughout the development life cycle.</li><li>▪ Prototypes can be converted into a fully functional stub web forms with a single click</li></ul>  |          |
| XML Meta Data Driven  | <ul style="list-style-type: none"><li>▪ Reduce the cost and effort associated with making routine changes.</li><li>▪ Quickly implement changes in rules, policies, and regulations.</li><li>▪ Most system changes are “hot deployable.”</li><li>▪ Data caching for dramatically improved performance.</li><li>▪ Allows developers to focus on solving business problems rather than technical problems.</li><li>▪ Lines of code are significantly reduced, lowering maintenance, time, and cost.</li></ul>  |          |
| Browser-Based   | <ul style="list-style-type: none"><li>▪ Allows you to create a “click and mortar” service vision.</li><li>▪ Extends your organization using member-centric &amp; employer-centric self service over the web.</li><li>▪ Allows you to provide service to members and beneficiaries from remote counseling centers, satellite office, or other departments.</li><li>▪ Provides environmentally friendly work-from-home options.</li></ul>   |          |
| Process Integration   | <ul style="list-style-type: none"><li>▪ Eliminate duplicate data entry and redundant data.</li><li>▪ Improves data quality as it enters your office through advanced data cleansing routines.</li><li>▪ Eliminates multiple handoffs required to provide service to members and beneficiaries; improve internal ownership for results, not tasks</li><li>▪ Sun-sets your aging legacy systems and reduce maintenance costs</li><li>▪ Reduces transaction costs; reuse existing IT investments and integrate with other packages such as accounting, imaging, etc.</li></ul> |          |

# Neospin™ features & benefits

| FEATURES                | BUSINESS BENEFITS   | (2 of 3) |
|-------------------------|---|----------|
| Multi-Tier Architecture | <ul style="list-style-type: none"> <li>▪ Scalability – Right-size your technology investments without compromising your ability to grow in the future by providing various configurations.</li> <li>▪ Reusability – Reduce maintenance costs by sharing a common code-base between your batch, internal-facing application and external-facing applications.</li> <li>▪ Hardware Independence – Eliminate proprietary lock-in and extend the life of your pension administration solution.</li> <li>▪ Database Independence – Eliminate proprietary lock-in and extend the life of your pension administration solution.</li> <li>▪ Simplified Maintenance – Each component part of your application to be maintained and managed independently.</li> </ul>   |          |
| Enhanced User Interface | <ul style="list-style-type: none"> <li>▪ Familiar and consistent Web page standards reduce training costs and allow your members and employees to be productive immediately.</li> <li>▪ Customizable “look and feel” at site and individual level allows you to retain your image/branding in the new application.</li> <li>▪ User-level defaulting enhances user productivity and reduces data entry error.</li> <li>▪ Tree-View controls simplify navigation and provide a holistic view of the customer.</li> <li>▪ Accordion panels allow users to quickly show or hide screen sections to suite their needs and preferences.</li> <li>▪ Smart Navigation provides bread-crumbs of recently visited forms and the most recently accessed record or record set. Users can navigate back to fully populated screens with a simple button click.</li> <li>▪ Cascading lists minimizes data entry errors and validations</li> <li>▪ Experience rich user interface typically associated with Client-Server architectures through JQuery.</li> <li>▪ Data Validations – Allows power users to set many business rules without programming saving you time and money.</li> <li>▪ Powerful search features like advanced criteria for power users and advanced-sort capability provide a high degree of ad-hoc reporting out-of the box.</li> <li>▪ Seamless and advanced navigation design features including point-and-click drilldowns and multi-record select allows users to get at information quickly without having to go back and research. For example, with our multi select feature, users can select all “pending” disability applications and work one at a time.</li> <li>▪ Use of browser controls like drop-downs and multi-select boxes improves data accuracy and reduces learning curve associated with new software tools.</li> <li>▪ Seamless integration with MS Office</li> <li>▪ Users can export grid/query results to Excel for further data analysis.</li> </ul> |          |

# Neospin™ features & benefits

| FEATURES  | BUSINESS BENEFITS   | (3 of 3) |
|---|---|----------|
| Component Based Architecture  | <ul style="list-style-type: none"> <li>▪ Modify or replace subsystems without affecting other subsystems.</li> <li>▪ Add third party applications such as document management or telephony integration to your software portfolio and connect them to your pension administration solution.</li> </ul>  |          |
| Advanced Audit Trail  | <ul style="list-style-type: none"> <li>▪ Customize audit logs by process, user and type of customer (member, employer), field attribute.</li> <li>▪ Allows you to track before and after changes to any data.</li> <li>▪ Allows you to track changes by processes, customer or user.</li> </ul>   |          |
| Integrated workflow   | <ul style="list-style-type: none"> <li>▪ Integrated workflow based on Windows WorkFlow Foundation (WWF) called Neoflow is a highly configurable and flexible system. It allows you to do the following: <ul style="list-style-type: none"> <li>○ Create new workflow</li> <li>○ Define Routing</li> <li>○ Define Decision Points</li> <li>○ Define Approval/Review steps</li> <li>○ Define who is responsible within workflow</li> </ul> </li> </ul>  |          |
| Integrated Requirement management and incidence reporting system (SCOUT)<br>Integrated Testing (NeoCertify) | <ul style="list-style-type: none"> <li>▪ SCOUT module built into Neospin™ allows you to track requirements, map it to use cases and flows. Group requirements into different categories. Report, track and address issues found during testing, be it unit testing, system testing, User Acceptance testing or post implementation.</li> <li>▪ Integrated testing NeoCertify (built into Neospin™) enables: <ul style="list-style-type: none"> <li>○ Unit testing by developers</li> <li>○ System Testing by functional leads</li> <li>○ Regression testing and Build Verification testing</li> <li>○ Performance testing</li> </ul> </li> <li>▪ It produces various reports and keeps record of test data in the database for future reference.</li> </ul> |          |
| Performance   | <ul style="list-style-type: none"> <li>▪ Neospin™ Framework takes advantage of performance enhancing features to increase the response time of both online and batch processes. Language features allow optimum use of multi-core processors in the server machines. Here are some of the features: <ul style="list-style-type: none"> <li>○ Parallel processing</li> <li>○ MSMQ for asynchronous processing</li> <li>○ Multi threading in batch processing</li> </ul> </li> </ul>  |          |

# conclusion

Thank you for your interest in Sagitec. We know we're not your only choice for an IT vendor, but we hope the information in this packet has demonstrated why Sagitec represents your best shot at project success.

Whether you're facing a full-blown rip & replacement or looking to extend your current infrastructure, whether your budget is massive or conservative, whether you have a forgiving timeline or a punishing one, Sagitec has a solution to fit your organization. That was the whole idea when we founded this company: to provide a framework-based solution that could be tailored to the unique needs, scope, and situation of each client.

Sagitec has a well-earned reputation for delivering on our commitments. But you don't have to take our word for it. On the following page, you'll find our list of current and former clients. We encourage you to speak with them about their experiences with Sagitec. We're confident you'll like what you hear.

Challenge us to deliver your perfect solution, and we will not disappoint you.

Again, our thanks.



# client list

California PERS

Colorado FPPA

Denver ERP

Kansas PERS

Kansas City PSRS

Kentucky TRS

Massachusetts SRB

Missouri LAGERS

Missouri PSRS/PEERS

Motion Picture Industry Pension and Health Plan

North Dakota PERS

Ohio SERS

San Diego CERS

Virginia RS

Wisconsin ETF



# company milestones

| YEAR | BUSINESS MILESTONE   | DELIVERY MILESTONE  | SOLUTION MILESTONE  |
|------|--|---|---|
| 2003 | Formation  |   |   |
| 2004 | Company Launch<br>Partnered With KPERS   |   | Neospin™ 1.0 Introduced   |
| 2005 | Selected by NVisia for WETF System   | Live with First Phase of KPERS                            | Upgraded Neospin™ from .NET 1.0 to 2.0  |
| 2006 | Partnered with FPPA<br>Selected by Accenture for CalPERS<br>Opened Development Center in Chennai<br>Opened R&D Center in Pune                          |   |   |
| 2007 | Partnered with NDPERS for New Solution<br>Opened Topeka Delivery Center  | Live with KPERS Solution<br>Live with First Phase of FPPA |   |
| 2008 | Partnered with KCPSRS for New Solution<br>Opened Denver Office<br>Opened Denver Data Center  |   | Introduced Neospin™ MSE   |
| 2009 | Partnered with MO LAGERS<br>Partnered with DERP<br>Partnered with VRS  | Live with FPPA Solution<br>Live with KCPSRS Solution      | Framework Upgraded to .NET 3.5<br>NeoFlow Workflow Released<br>Introduced Neospin™ Nano |
| 2010 | Partnered with MSRB<br>Partnered with PSRS/PEERS   | Live with NDPERS Solution                                 | Framework Upgraded to .NET 4.0<br>NeoCertify Test Studio Released                       |
| 2011 | Established new HQ and support hub in MN<br>Partnered with SDCERS<br>Partnered with OCERS<br>Partnered with KTRS<br>Partnered with Motion Picture IPHP |   |   |

# contact us

We look forward to discussing what Neospin™ can do for your organization.

To speak with a Sagitec Sales Representative, call Rick Deshler, Senior Partner, at: (651) 335-3406 or contact us at <http://info.sagitec.com/company/contact>.

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