



CSC's Global Alliances Program: Partnering for Innovation

CSC's Global Alliances Program combines CSC's thought leadership with the strengths of our alliance partners to expand CSC's business and technology offerings that bring innovation to the marketplace.

CSC's Global Alliances Program develops, establishes and maintains strong, consistent and strategic relationships with the world's leading business and technology companies. The goal of the program is to continually bring innovation from the marketplace into the CSC organization so that new technologies, new ideas and approaches can be embedded into our client solutions.

Anticipating and Leading Change

A key component of CSC's Office of Innovation, the Global Alliances Program works across CSC divisions worldwide to identify and bring innovative niche, business and technology companies into CSC's Global Alliances Program portfolio. The program then leverages these partnerships to support the strategic business goals of CSC and our clients — geographically, horizontally by technology initiatives and vertically by industry.

Together, CSC and our alliance partners deliver innovative solutions that enable our clients to anticipate and lead technology change. The fusion of CSC's industry experience and world-class consulting, systems integration and outsourcing expertise with the advanced, proven technology solutions of our alliance partners results in the "Best Total Solution" — a uniquely integrated, customized approach tailored to achieve the specific business goals of each of our clients.

Disseminating Ideas, Best Practices and Technologies

CSC has a wealth of experience in managing large, complex, multi-vendor relationships. We are widely acknowledged as a leader in developing innovative partnerships. Over more than four decades of global experience, CSC has built a network of alliances with best-in-class software and hardware providers to serve the needs of our clients. These dynamic and constantly expanding partnerships with technology leaders allow both CSC and our alliance partners to create synergy and deliver greater value to our clients.

The CSC Global Alliances Program acts as a focal point for our business and technology partnerships by providing a single channel to foster innovation within CSC. The program promotes the continuous infusion of the latest technology and best practices from our alliance partners into CSC-developed solutions worldwide.

By enabling this constant flow of technology and innovation, and facilitating this exchange of ideas and best practices throughout CSC, the Global Alliances Program combines CSC's thought leadership with the strengths of our alliance partners to expand our technology and vertical offerings that bring innovation to the marketplace.

An Integrated Business Plan

The Global Alliances Program works with our alliance partners to develop an integrated business plan, which includes technical, education, sales and marketing activities that strengthen our core capabilities and our ability to focus on innovation for business results. Our alliance partners have dedicated management resources in place, which enables powerful partnerships and fuels innovation across CSC divisions worldwide, from North America to Asia.

Bringing You the Power and Reach of CSC's IT Leadership

CSC is in the top tier of IT/systems integrators. This leadership position gives us unique access to our strategic alliance partners' technology roadmaps, research and development activities, laboratories, technology adoption programs and innovation plans. Through the Global Alliances Program, every one of our clients can benefit from the power and reach of CSC's global IT leadership — and our unique partnerships with business and technology leaders worldwide.

For more information on CSC's Global Alliances Program, contact Jennifer Thomas at jthomas33@csc.com.

Among CSC's alliance partners are some of the world's leading business and technology companies, acknowledged for innovation and market leadership in their own domains:

- ♦ HP
- ♦ IBM
- ♦ Intel
- ♦ Microsoft
- ♦ Oracle
- ♦ SAP
- ♦ Sun Microsystems