Cincom Systems, Inc.

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Top 10 Reasons Why Cincom Is "The World's Most Experienced Software Company®"

1. Company Longevity

Founded in 1968, Cincom is one of the first, if not the first, still-surviving (as originally incorporated) software companies in the world. The Software History Center provides a chronological overview of the software industry at: http://www.softwarehistory.org. On this site, many of the companies listed as founded in the 1960s are either not serving the same markets as is Cincom, or they are no longer in business at all.

2. Company Stability

Cincom's President, Thomas M. Nies, is the longest actively serving CEO in the computer industry. This consistent leadership throughout the years means a stable management structure and direction for our company and security for our clients. Additionally, Cincom executives average over 25 years of industry experience with nearly 20 years at Cincom.

3. Outside Recognition as a "Software Pioneer"

The prestigious Smithsonian Institution's Museum of American History includes Cincom's CEO, Thomas M. Nies, alongside other industry giants such as Bill Gates (Microsoft) and Larry Ellison (Oracle) as a "pioneer of the industry." Visit http://www.americanhistory.si.edu/collections/comphist/nies.htm.

4. Proven ROI

Cincom is recognized by industry analysts and clients as having "demonstrated ROI" and as "delivering on promises." Here's a sample.

- *"Cincom was the only company that was prepared to adapt its product to all the environments we needed."*
  – Barclays Bank

- *"Documented, measurable ROI is a key differentiator for Cincom."*
  – Gartner

- *"Cincom knows its market and remains a system of choice for complex manufacturing environments by providing deep application and process support for the entire life cycle of a product or project."*
  – AMR Research

Cincom®

SIMPLIFICATION THROUGH INNOVATION®

- *"Cincom has a demonstrated track record of expertise in providing customer communication solutions that is grounded in years of experience."*
  – Doculabs

5. Depth and Breadth of a Product Line

Cincom provides solutions for:

- contact center
- document automation
- application development
- database management
- business intelligence
- sales and product configuration
- quotation management
- manufacturing

6. Variety of Industries Served

Cincom serves a variety of markets including:

- telecommunications
- education
- financial services
- government
- healthcare
- insurance
- retail
- non-profit

And we are not newcomers to these industries; we have served them for decades. Additionally, our people have deep industry experience. There is no "learning curve" for Cincom support to our clients in these industries.

"Cincom was the only system that could meet our business challenges."

– Siemens Energy and Automation

7. Worldwide Experience in Working with Global Companies

Cincom was the first U.S. software firm to open an international office (in Canada), and the first to expand to Europe (over 30 years ago). Today, Cincom has a worldwide distribution and support network with offices on six continents.

8. Stable Customer Base

Many of our clients have trusted and grown with us for 30 or more years. Cincom clients include Christian Children's Fund, Duke University Medical Center, Ericsson, Federal Reserve Board, Mayo Foundation, MetLife, Morgan Stanley, Penn State University, Siemens, and Trane.

9. A Tradition of Innovation

A look at Cincom's history shows a long and distinguished list of "Cincom firsts." Here are just a few:

- The first US software firm to promote the concept of a database management system (1960s)
- The first full-service firm to offer both manufacturing and financial applications, as well as database and online system software products (1970s)
- The first to introduce an interpretive application development system for the IBM mainframe environment (1980s)
- The first single vendor to be selected by the US government as a standard for government agencies (1990s)
- The first company to introduce the value-added intermediary model to the contact center outsourcing market via its subsidiary, OverC® International (2000s)

10. Professional Cincom Support for All Technologies Offered

Cincom's strategic partnerships with hundreds of complementary hardware, software, and tools providers ensure that you're connected to just the right solution for your unique needs. And Cincom's worldwide support network provides 24x7 support for all technologies offered, including those from Cincom partners.

With a world of experience and world-renowned commitment to our clients—many of whom have relied on Cincom for more than 30 years—Cincom supplies the resources you need to satisfy your customers' requirements, increase profit, and gain competitive advantage immediately and in the future.