



Business Technology Optimization

Optimize the Business Value of IT

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Mercury's Momentum

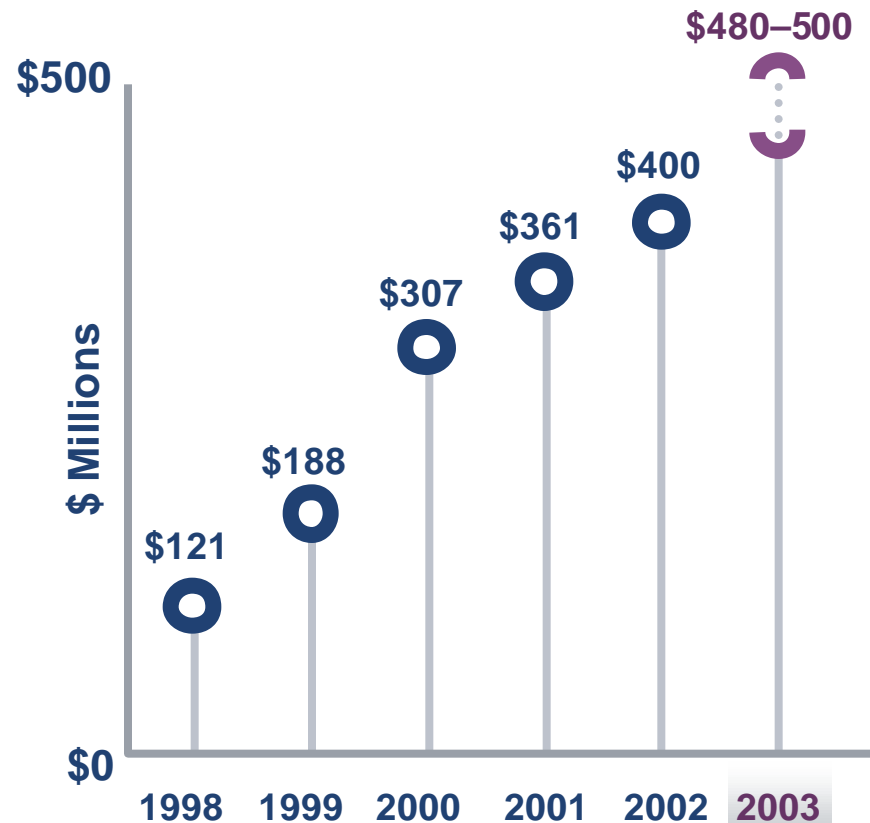
Superb Financial Performance

- Top 15 enterprise software company
- Top 5 fastest growing
- S&P 500
- NASDAQ 100
- \$1.2B cash

Customer Success

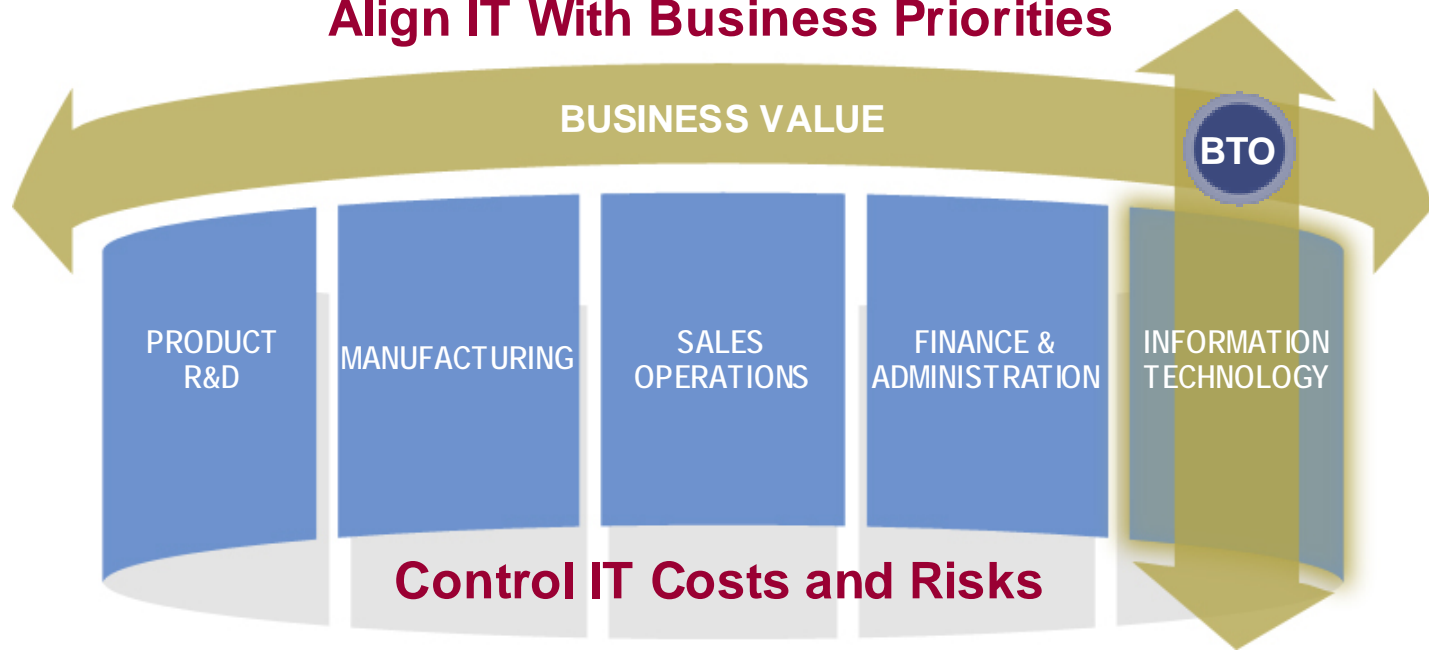
- 75% of Fortune 100
- 55% Distributed ASQ Market Share
- Triple Winner of SAP Member's Choice
- Three time SSPA Service Award Winner

GetOptimized!



The BTO Opportunity

Align IT With Business Priorities



Maximize Application
Quality and Performance

GetOptimized!



The BTO IT Checklist

Yes No



Are we working on the right things and working efficiently?



Do we know what the trade-offs are?



Are we delivering optimized applications that meet service levels?

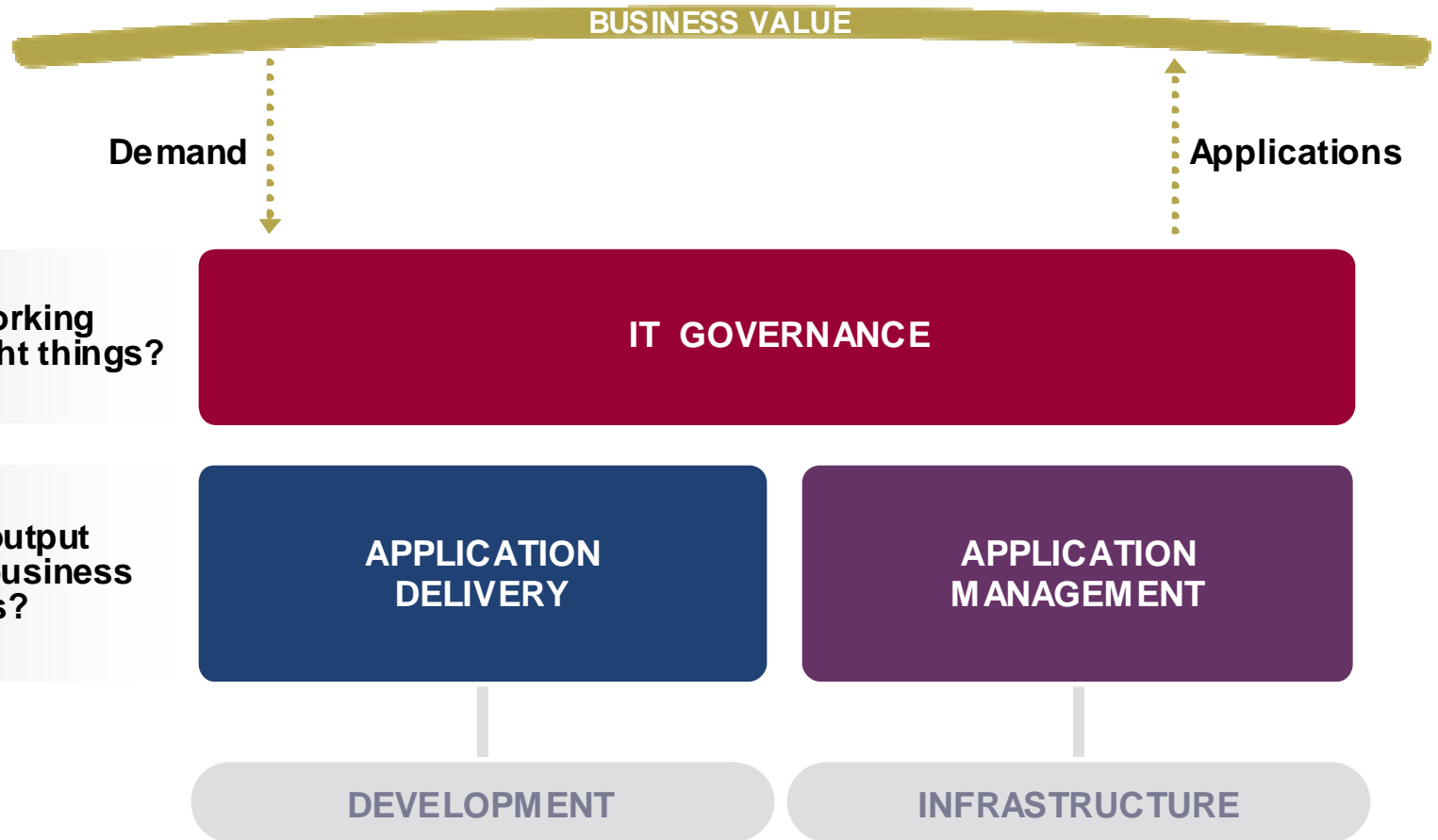


Do we know where to contain costs?

GetOptimized!



Mercury's BTO Offering



GetOptimized!



Proven Customer Success



- **1300%** improvement in application quality
- **40%** reduction in time to market within 12 months
- **70%** improvement in production performance



- **\$10M** in cost avoidance
- **\$3.6M** in non-essential project cuts
- **70%** increase in healthy projects



Watch it.



- **4-5x** reduction in cycle times
- **1.5 Sigma** improvement in performance metric



Watch it.

GetOptimized!





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