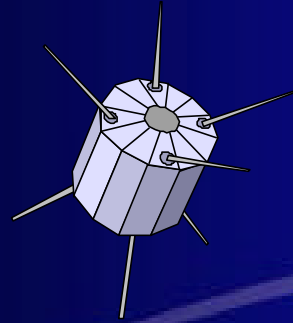
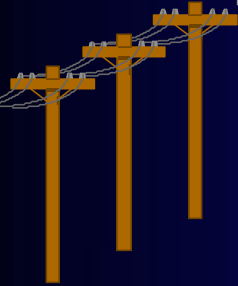
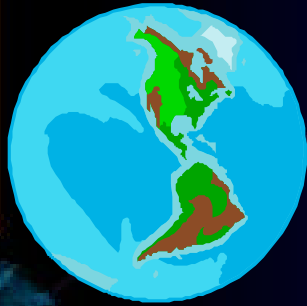


ML^X Medidata



MEDIDATA

ISO 9002



October 2000



MEDIDATA - Background

- Founded 1976 (time of the Brazilian market reserve policy) as a service bureau providing remote terminal access connected to a DG minicomputer
- Current Shareholders composition:
 - **33%** - **2 individuals (JS,VM)**
 - **27%** - **BrasilPar (Local VC)**
 - **40%** - **AMPER (Spanish Telco System Integrator)**



MEDIDATA - Today

- System Integrator and Reseller of products and associated services
- **23+ years** of activities in the Brazilian marketplace
- 1999 Revenues: **US\$ 54 M**
- 99-98 Revenue Growth : **27% in US\$**
- 1999 Sales: **US\$ 66 M**
- **2000 YTD Sales: +US\$ 110M ,Y/Y Growth:+125%**
- **2000 YTD Revenues :+US\$60M , Y/Y Growth:+72%**
- +200 people
- ISO 9002 Certification
- HQ in Rio; branches in São Paulo, Belo Horizonte, Porto Alegre, Campinas and Curitiba



MEDIDATA is:

- **A System Integrator and Reseller of products and associated services for:**
 - ✓ The Unix and NT markets
 - ✓ Data networks with a focus on IP
 - ✓ Products and services using the INTERNET as infrastructure



MEDIDATA major Partners

- **SUN** (UNIX servers and workstations)
- **COMPAQ** (Intel servers and workstations)
- **CISCO** (routers, LAN and WAN switches)
- **LUCENT/AVAYA** (access servers, WAN switches , call centers)
- **REDBACK** (SMS-subscriber management systems)





Medidata

MEDIDATA Partners

- **IBM** (TIVOLI Enterprise Mngnt SW)
- **NETSCAPE-iPlanet** (Web servers SW)
- **BroadVision** (leading E_commerce Web application)

ISO 9002





Medidata

MEDIDATA Services

ISO 9002



- Network Design
- Project Management
- Installation
- Configuration and parameterization
- Training associated with Project Deployment
- Post sales support
- SW development (Web based)



Medidata

Service Partnerships

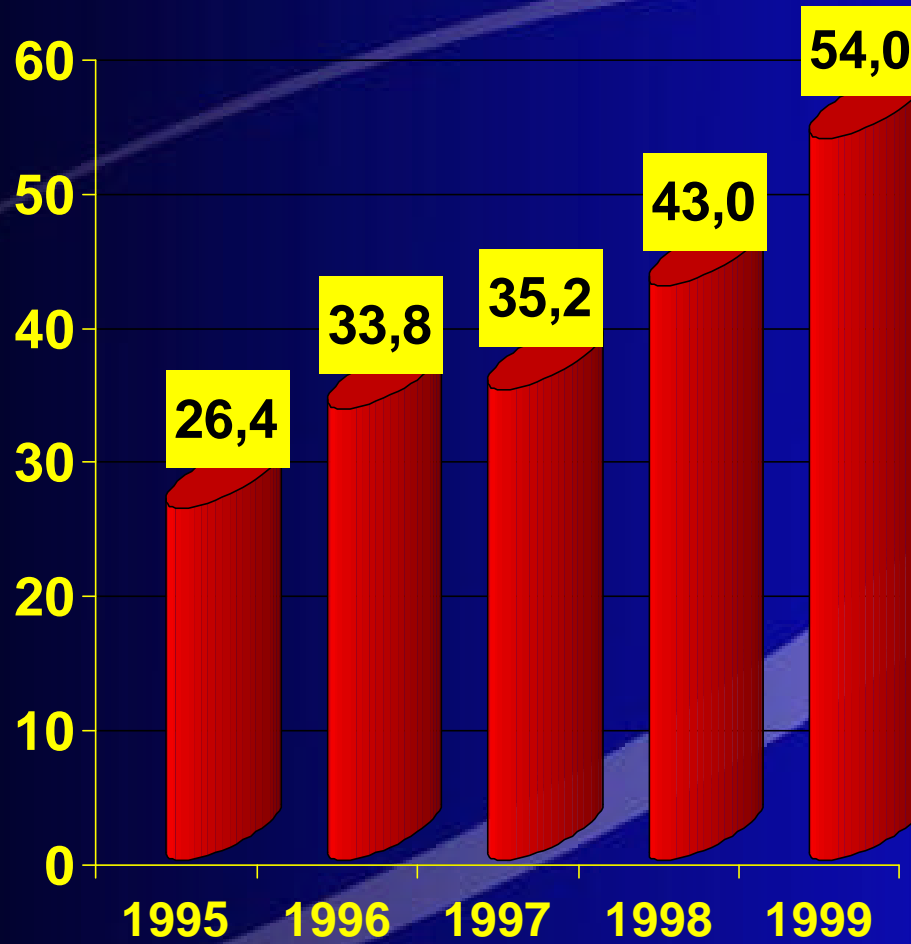
- SUN - Authorized Service Partner
- COMPAQ - Authorized Service Partner
- CISCO - Authorized Service Provider
- LUCENT INS Div - Authorized Service Provider
- BroadVision - Authorized Service Provider
- Direct support in 6 geographical areas
- Partners support in 10 additional areas

ISO 9002





Revenues US\$ M

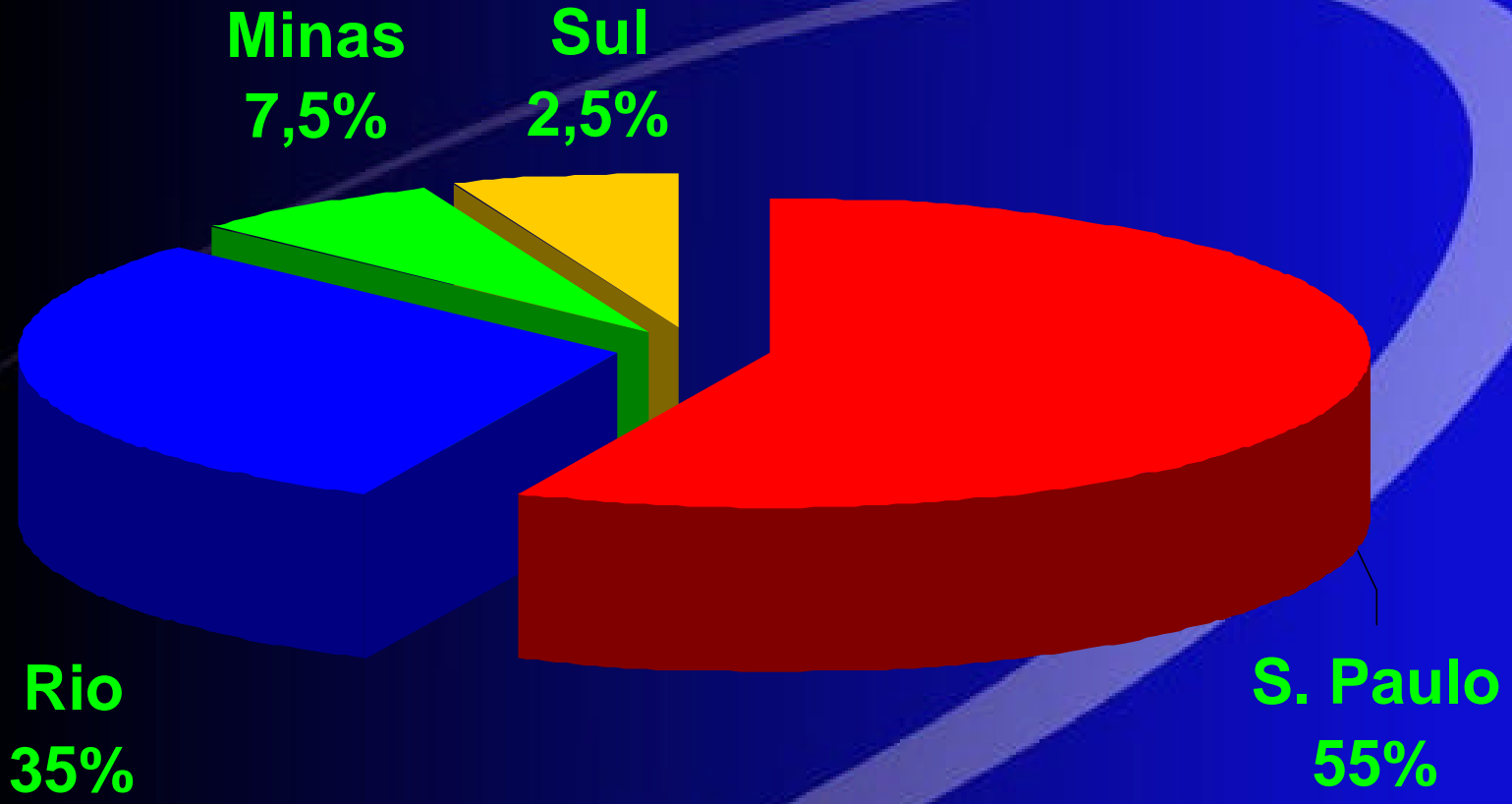




Medidata

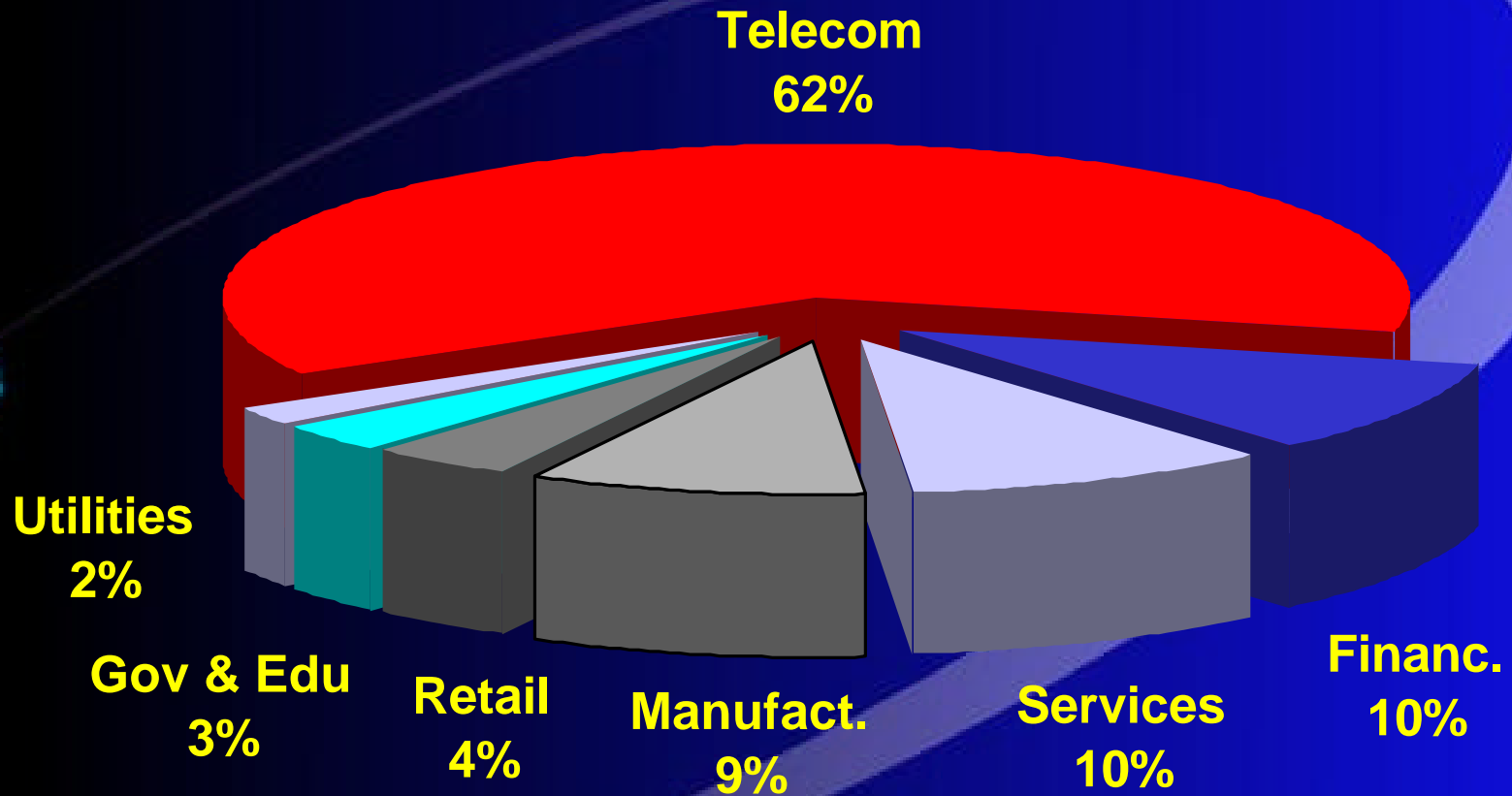
Revenues mix by Region

ISO 9002

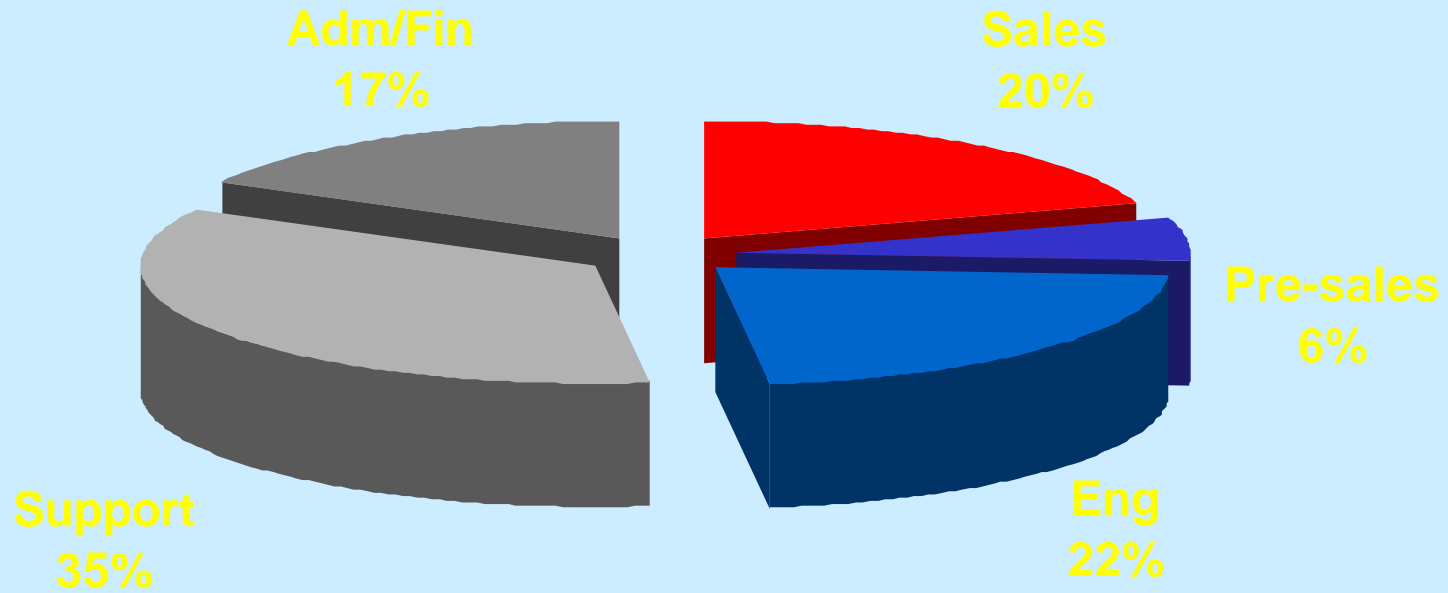


Revenues by Market Segment

ISO 9002



Staff Distribution



Total: +200 people

MEDIDATA - Partial Customer List

ISO 9002



MEDIDATA - Partial Customer List

ISO 9002



Medidata Experience in a few Data Networks Projects

- Embratel Internet Public Backbone
- Embratel Dial up Public Network
- Embratel Multiservice Public (FR and ATM) Network
- Embratel Corporate Network
- Subcontracted by Embratel for work for AOL, UUNET etc
- Telefonica Dial up Public Network
- Telefonica IP Network
- ATENTO Servers for CTI and CRM

Medidata Experience in a few Data Networks Projects

- CTBC/EngeRedes Multiservice Network
- NTT IP Public Data network in Brazil
- Global One IP Public Data network in Brazil
- Banco Rural (ISP) IP Public Data Network
- Telefonica/Eng. department internal network
- Telemar/MG Corporate Network
- Startup and/or participation in setting up Internet Sites for UOL, Telefonica, Ipiranga, BCP, Renault,...



Thank You
Questions ?