

Why Join Terillium



Terillium is a technology firm that specializes in reselling and implementing Oracle products. We are the go-to Oracle Business Partner in the Midwest and one of a select few partners in the world who qualify as an Oracle Platinum Partner. Because of our trusted relationship with Oracle and our own internal sales and telemarketing team, we have guaranteed ourselves a steady pipeline in one of the fastest growing markets. Together, Oracle and Terillium reciprocate millions of dollars worth in sales opportunities each year. Our dedicated Account Executives and telemarketing specialists are always hunting for new opportunities, keeping our pipeline full and contributing to our growth. Our headquarters are located in Cincinnati and Chicago, with more than 100 employees nationwide. ■



- 90% Employee Retention
- 92% Company Wide Utilization
- 45% Growth in Consultants Last Year
- 60% Growth in Revenue Last Year

Terillium — an emerging, new alloy which has characteristics parallel to our employees

1. **Compatible:** Our consultants integrate well in a team environment and are responsive to clients' requirements.
2. **Strong:** Our consultants receive superior product training and are backed by experience.
3. **Flexible:** Our team is always able to accommodate changes and can adapt to challenges.

Partner of the Year

- 2009: Industry Solution
- 2008: Industry Solution
- 2008: Honorable Mention, JDE Solution
- 2007: Midsize Business Applications Momentum
- 2007: Honorable Mention, Industry Solution



Oracle Platinum Partner

Platinum Partner is Oracle PartnerNetwork's highest membership level and recognizes Terillium's ability to deliver Oracle solutions at the highest level. Platinum Partner certification requires consistently demonstrating superior product knowledge, technical expertise, and commitment to Oracle. It also means that Terillium receives advanced levels of Oracle service, training, benefits, and resources.

Terillium is one of only a few partners to achieve Platinum Partner certification in the nation. We participate in the Partner Integrator Program and sit on the Advisory Council for Resellers Nationwide. Our customers benefit from our elite status by receiving highest priority of attention from Oracle Global Support Organization on all support calls. Oracle dedicates more time and investments in the partners that are extremely focused on the Oracle product lines. ■

Industry Leader

Why is Terillium ahead of the rest? We work directly with Oracle to stay on the cutting edge. Terillium's partnership with Oracle has allowed us to develop award winning, easy to implement solutions by industry. Our teams are trained on the latest products and services available within the Oracle family of products. We take great pride in always having the latest version of Oracle's software in our internal sandbox for use during implementations, training and demos. Terillium does not have to look elsewhere for answers because we have the tools and resources in-house to keep us ahead of our competitors.

■ We believe that the Oracle technology and products are world class. We use this technology to improve our clients business. We have been doing this for over 15 years and have the expertise in the Oracle niche. We value our relationship with Oracle and have a healthy relationship.



Our standards are high. Our people are the best in the industry. We are not a job shop! Our success is due to Teamwork which we actually believe works. We are entrepreneurs and think out-of-the-box, yet have conservative values and demeanor. We value a person's family and time off, yet expect everyone to give 120% all the time.

— Warren Bach, President of Terillium





Selling and Servicing Oracle Products

- JD Edwards
- E-business Suite
- Agile
- Siebel On Demand
- Hyperion
- Demantra
- User Productivity Kit (UPK)
- Primavera
- Fusion Applications
- Service Oriented Architecture (SOA)
- Oracle Fusion Middleware
- Oracle Business Intelligence Enterprise Edition (OBIEE)
- Oracle Transportation Management (OTM)
- Oracle Database

The Best in Benefits

Terillium prides itself on providing the best benefits to its employees. The benefits package is reviewed on an annual basis to ensure that it remains productive and valuable to our employees.

We maintain a family oriented work environment and strive to do what is best for our employees and their families.

- Competitive Salaries
- Paid Vacation
- Paid Holidays
- Revenue Sharing Plan
- Bi-Monthly Travel Expense Reimbursement
- 401K Matching and Immediate Vesting
- Terillium offers one of the most comprehensive and generous benefits packages in the marketplace with little or no cost health plans and fully paid dental plan.
- High Coverage for Base, Supplemental and Dependent Life Insurance
- Long Term Disability Insurance

Work Hard – Play Hard Model

Our consultants are the best in the industry and together represent a huge repository of knowledge that is shared throughout the company. Many of our consultants are former Oracle, Big 5 Consulting or Fortune 500 employees, with years of valuable experience. We are continuously investing in our people, technology and infrastructure to keep pace with the constant changes in our industry. Terillium is a family oriented firm that appreciates and rewards our employees' innovation, hard work and creativity. We encourage everyone to stretch their current capabilities and always look for new areas to expand their knowledge.

Recognition and Growth Opportunity

- We Deliver Innovation & Growth by Best-in-Class Applications & Employees
- Opportunities to Learn Oracle's Applications, Middleware and Database Technology
- Sales and Recruiting Incentives
- Pre-Sales Incentives (Software Demo)
- TEC Award: Terillium Excellence in Consulting (TEC) Award
- Participation in User Groups and Events

Employee Testimonials

Dave Woodworth

Executive Vice President
Employed since 8/19/03



Why did you join Terillium?

Terillium puts you in the driver's seat. You are given the opportunity to be challenged in a variety of industries, interact with diverse, experienced people and get rewarded for your results. We are defined by our culture and seek only the best that sustain and retain our values.

Bernadette Durnham

Senior Consultant
Employed since 7/9/03



Why did you join Terillium?

It is a pleasure working for Terillium, and I'm enjoying the heck out of it! Terillium gives me the opportunity to work for a highly respected Oracle Business Partner while being part of a company that values me as an individual and knows me as a person. We're supportive of clients and each other in a way that goes beyond just doing a job; the concept of "exceeding customer expectations" is more than just a slogan.

Robb Graton

Senior Technical Consultant
Employed since 6/3/03



Why did you join Terillium?

I joined the Terillium "Family" for several reasons including the career growth potential, the flexibility of a medium sized private company, and the variety of opportunities that Terillium has to offer. At Terillium, I feel comfortable knowing that I can approach the CEO at any time and that I have the ability to influence the organization with my thoughts and ideas.



For More Information

■ For more information about Terillium, visit www.Terillium.com or contact us at (513) 621-9500.