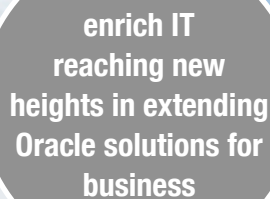


JANUARY 2010

TAP TIPS

A MONTHLY PUB

A MONTHLY PUBLICATION TO ASSIST ENRICH IT CONSULTANTS IN MAXIMIZING BUSINESS POTENTIAL



enrich IT
reaching new
heights in extending
Oracle solutions for
business



BUILDING RELATIONSHIPS FOR BUSINESS SUCCESS

Relationships are the single largest identifier of business success. Most deals that are done are a result of a relationship that has been established.

As we progress in the months ahead, TAP TIPS will continue to give you valuable tools and information in an effort to increase your ability to network and generate leads. This is not just important for success with the enrich IT TAP program, but also for an individual's own professional development.

1. Building relationships is crucial – there are many smart, talented people who go nowhere in their career because they don't have visibility to the "right" people. Use every opportunity to build relationships with a diverse group of people at different levels in the Organisation. When you meet people, one introduction isn't enough. A smart networker maintains contact with the people he/she meets. This is how their relationships are formed – over time – not just by one

meeting. Keep in touch with them by way of email, casual conversations and with online networking tools such as Linked IN.

2. Six degrees of separation works – the people you know, know people, who know people. Everyone you encounter has someone in his/her network with the potential to help you. The best relationships are formed by way of "introductions" or "referrals." Everyone you meet has someone in his/her network who may be able to help you or give you a lead and who you may be able to help in some way. This is how successful professionals build their networks and build relationships. Always keep in mind it's not just about how they can help you, but perhaps how you can help them as well.



We believe

We believe our consultants are the best in the business. Our TAP program was designed with them in mind.

CONNECTION PARTNERS - A SUCCESSFUL PARTNERSHIP

Connection Partners

The Connection Partners were formed to assist our consultants in generating potential leads right where they are. The Connection Partners are available as your support team to answer any questions, provide updates on new enrich IT service offerings and generally to be your TAP partner. We have included the Connection Partner list attached to this email. If you at any time, have any questions please feel free to contact your partner. They will be contacting you as well in on a regular basis. It is our desire that your Connection Partner be your link to success with the TAP program.

The attached document will provide a list of each of the Connection Partners and the Consultant that has been assigned. As a point of clarification, the Connection Partners do not advise you on HR issues or anything related to your own personal financial/payment issues. Please continue to address those issues with the parties you have dealt with in the past.

The goal of the Connection Partners is to build deeper relationships with enrich IT consultants and to be a resource to them by looking at potential opportunities where they are currently working. The Connection Partners will also be highlighting any new programs or services that enrich IT is offering.

We look forward to working with you.

To register a lead, please send an email to: tap.referral@enrichit.com



A Quick Tip

One of the best things you can do to enhance your knowledge and level of expertise in business is to continually feed your mind by reading. Read every thing you can get your hands on from industry publications to top selling books on business. This stimulates creativity and gets you thinking of new ways of doing things.

Congrats to Our Winners!

During the webinar Maximizing Business Potential in 2010 three of our consultants answered questions right each winning an iTunes gift card.

The Winners

Rathna Vuppala
Sumir Bedi
Lakshmi Narayanan

DID YOU KNOW?

1. What is the service through with clients get Post implementation support and enhancements on-demand from our 24*7 support center with reduced cost and utmost flexibility?

Answer: Extended Apps IT

2. Name the client for whom we have implemented World's first R12 Sourcing instance on a hosted model.
Answer: E-Three

3. Which of the following clients has the most number of enrich IT consultants working for it (Options - Cisco, AT&T, GE Healthcare)?
Answer: AT&T