



Tallard

Itautec Group



Nov 2008 UF Latin American
Business Symposium

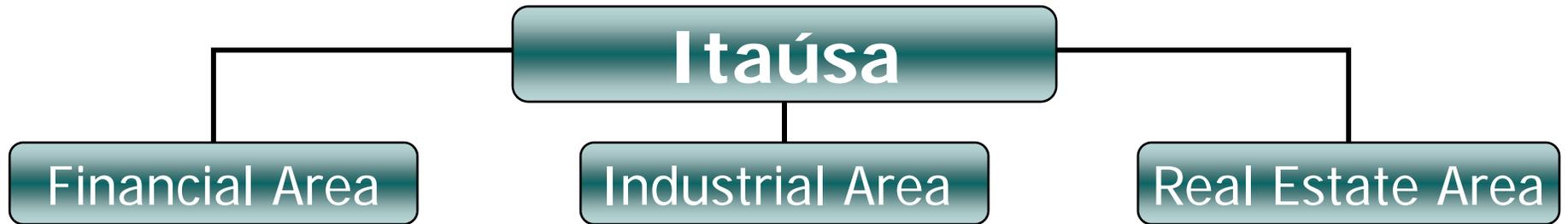
September 2008
Executive Meeting 2008

Who we are now

FORTUNE GLOBAL 500		2007		
Full list	Companies	Industries	CEOs	Women CEOs
Countries	Cities	Asia	Europe	Top performers
Climbers	Losers	Arrivals	Exits	FAQ

Quick Climbers			
Company	Global 500 rank	Previous rank	Rank gain
Banco Bilbao Vizcaya Argentaria*	163	410	+247
UniCredit Group	97	286	+189
Koç Holding	190	358	+168
Supervalu	167	324	+157
Humana	332	473	+141
Itaúsa-Investimentos Itaú	288	415	+127
Apple	367	492	+125
Mittal Steel	99	208	+109
Schlumberger	370	477	+107

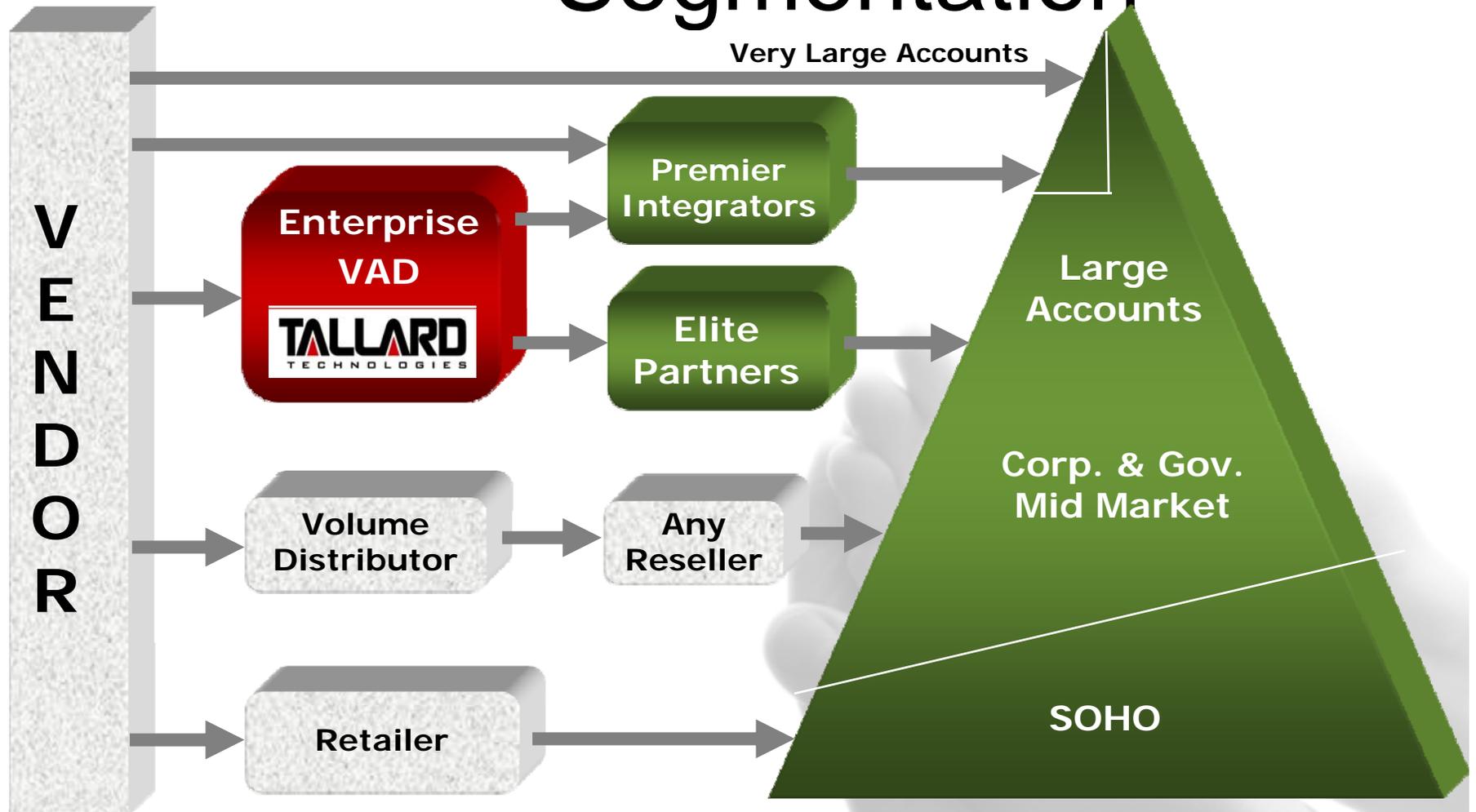
Who we are



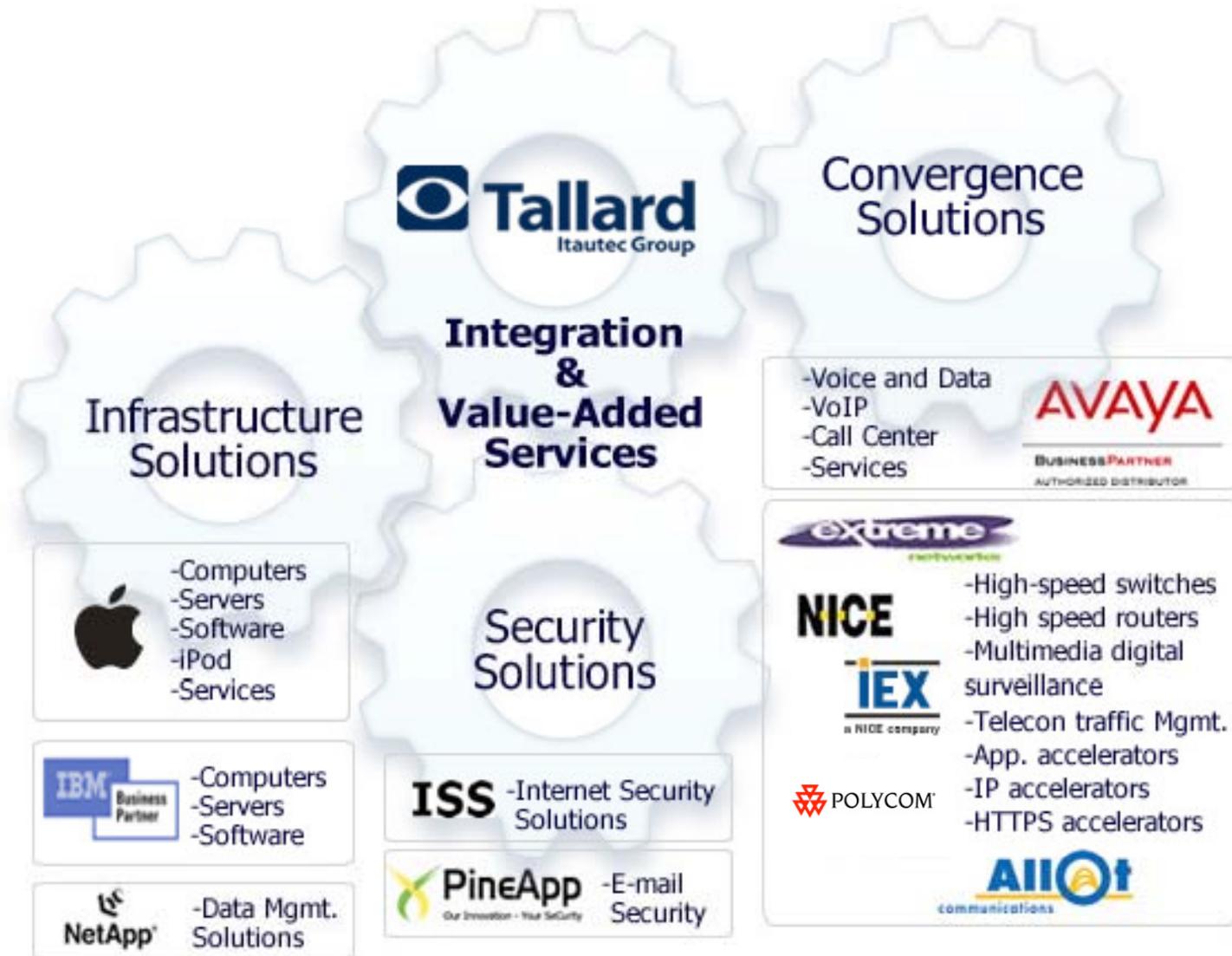
VAD Concept Model



VAD Channel Segmentation

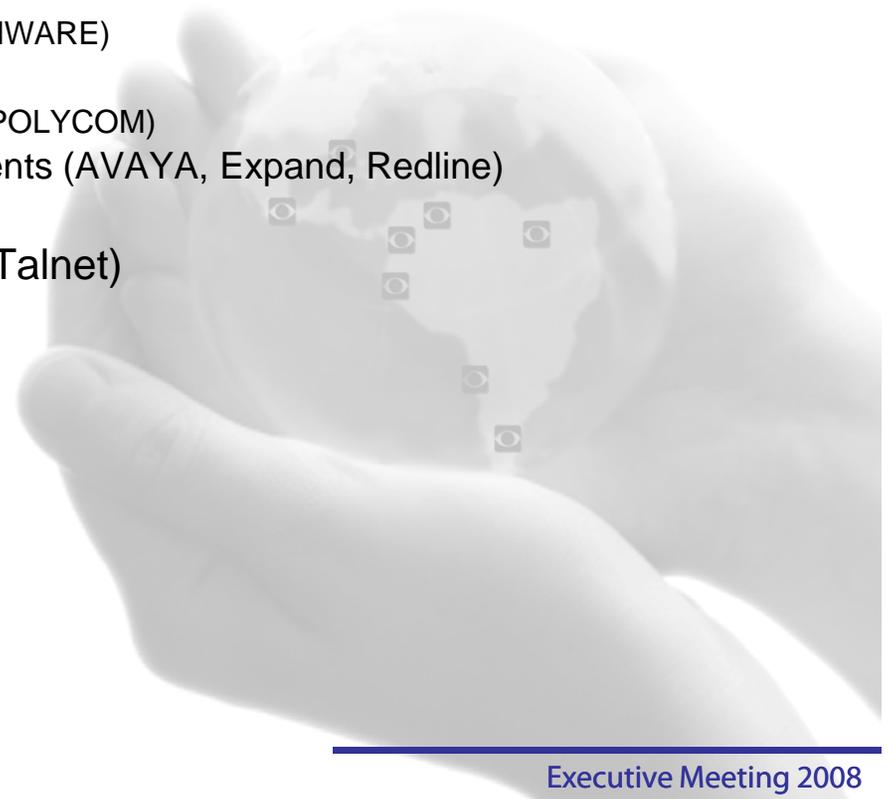


Solution Portfolio



Company Features and Offerings

- US\$ 280MM in 2008 Revenue
- 200 employees
- 8 Companies in Different Countries
- Offering to Markets:
 - Enterprise Solutions
 - Servers, Storage, SW, Retail (IBM, HP, VMWARE)
 - IT Security (ISS, NICE)
 - Enterprise Communications (AVAYA,NICE,POLYCOM)
 - VOIP, Call Centers, Network Enhancements (AVAYA, Expand, Redline)
 - IT and Consumer Niches(Apple)
 - Regional Channel Integration Services (Talnet)
 - Vendor Support Services
 - Apple,
 - Avaya



Latin America IT Investments (IDC)

Por País	2006	2007	2008	2006-2007	2007-2008	2006-2008
Argentina	2,490	3,115	3,531	25%	13%	42%
Brasil	18,539	20,740	23,193	12%	12%	25%
Chile	2,221	2,590	2,873	17%	11%	30%
Colombia	2,122	2,577	3,113	21%	21%	47%
México	9,923	11,260	12,540	13%	11%	26%
Perú	832	963	1,054	16%	9%	27%
Venezuela	1,761	2,426	2,726	38%	12%	55%
Otros	3,594	4,003	4,755	11%	19%	32%
Total	41,472	47,674	53,785	15%	13%	30%

Regional Coverage with local focus

Tallard México	
Tallard Venezuela	
Tallard Ecuador	
Tallard Colombia	
Tallard Argentina	
Tallard Chile	
Tallard Brazil	
Tallard US	



Classification
Based on:
1 Banking System
2 Legal System
3 Labor Laws
4 IT Opportunity