

## OUR COMPANY

We are a Maine-based professional software consulting firm founded in 1982. We have successful client relationships spanning decades, achieved by providing the highest quality technical services from our long-term permanent staff of expert consultants.

## OUR COMMITMENT

One of the easiest ways to lose a good reputation is to attempt projects that are outside your field of expertise. When we propose our services, we deliver only the highest quality possible. If you require skills that lie beyond our ability to achieve this level of quality, we will recommend, refer, or obtain other resources to ensure the success of your project; never over-selling our skills just to get business. We believe this fosters a stronger relationship based on honesty and integrity.

## OUR LEADERSHIP

Here are a few questions you should consider asking service providers. Find out how we respond to these:

*“Do you specialize in software services, or do you spread your resources across multiple fields?”*

*“Are you a service provider, or a broker of services?”*

*“Can you independently suggest the best solution, or are you affiliated with particular vendors?”*

*“What is the depth and breadth of your expertise in multiple industries and technical environments?”*

## WHY MASON ASSOCIATES?

### 38-Year Reputation of Providing Quality Services

- Long Record of Success Demonstrates Stability for the Future
- Unparalleled High Percentage of Repeat Business
- Multi-Decade Client Relationships
- Consistent Focus on Software Expertise

### Knowledgeable and Experienced Staff

- Over 250 Years of Accumulated Information Systems Experience
- Extensive Permanent Long-Term Staff Allows For Support Continuity
- Independent Package and Application Expertise Without Influence

### Limited Risk

- Full Range of Services Designed to Cover Any Client Requirement
- Clients Invest in a Skilled Professional Organization Rather Than a High-Risk Individual Contractor

### Client List Spans All Industries

- Exceptional Breadth as well as Depth
- Ability to Suggest Solutions Encountered in Other Settings

### Competitively Priced

- Delivering High Quality Business Services at a Cost Few Consulting Firms can Match Without Limitations

### Consistent Project Methodology

- Proprietary Estimating Toolset
- Flexible Tool-Based Project Management
- Comprehensive Development Approach



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**COMMITTED TO SOFTWARE**  
**CONSULTING EXCELLENCE**

## CONSULTING & MANAGEMENT SERVICES



- Strategic/Tactical IT Business Plans
- Software Package Analysis/Selection
- Technology Advice, Comparative/Feasibility Studies
- World Wide Web Authoring and Assessment, E-Commerce
- Microsoft and IBM Business Partner
- Vendor Leverage Alliances: Carbonite, Rocket, Vision Solutions
- Package Expertise: CommercialWare, CMS, SIS, Daprex, Logician/Centricity, ProClick/MediClick, Series, SLS, Microsoft Dynamics, Allscripts, Infor BPCS & A+

## DEVELOPMENT & INTEGRATION SERVICES

### Midrange – IBM i, Power Systems, i5/iSeries, AS/400

- Languages: ILE/RPG, RPG III, RPG II, COBOL, SQL/400
- Tools: ACS, WDS, WDSC, WebFacing, RDi, BRMS, iTera, eVault
- Environments: i5/OS, OS/400, UDB, Rational



### Other Environments - Microsoft, Web, Oracle, etc.

- Databases: SQL Server, Access, MySQL, Oracle
- Languages: Visual Basic, Java, PHP, C, C++, C#, SQL, DB2 WebQuery, PL/SQL, Crystal Reports
- Servers: WebSphere, WebSphere Application Server
- Technologies: .NET, ASP
- Tools: Visual Studio, SharePoint, SSRS, Eclipse, PHP Maker, SSIS, WebSphere Studio, Oracle Reports/Forms, GoAnywhere
- Web: JavaScript, JSP, JavaBeans, HTML, XML, CSS, JQuery



## INFRASTRUCTURE & TECHNOLOGY SERVICES



- Operating System Installation/Upgrades
- Managed Services/Remote Management/Helpdesk
- System Administration, Configuration & Security
- Database Administration/Tuning/Data Conversion
- IBM Hardware Capacity Planning/Sourcing/Installation
- Disaster Recovery/Contingency Planning, HA/Replication
- Encryption/Data Security, Cloud Backup
- Firewall/HTTP/Print Server/FTP/VPN Configuration/Tuning
- Protocols – TCP/IP, PPTP, OLE DB, ODBC
- Virtualization

## OUR CLIENTS

(PAST AND PRESENT)

### **Nationally Recognized Companies**

General Dynamics/BIW  
L. L. Bean  
The Jackson Laboratory  
WEX

### **Health Services**

Central Maine Healthcare  
MaineGeneral Medical Center  
Penquis  
Sweetser

### **Retail/Wholesale/Distribution**

Pine State Trading  
VIP Tires & Service  
Curtainshops of Maine

### **Transportation/Utilities/Energy**

Maine Turnpike Authority  
Emera Maine  
Dead River Company

### **Manufacturing**

Duvaltex/True Textiles  
Tex Tech Industries  
Old Town Canoe

### **Pulp and Paper**

Nine Dragons Paper

### **Banking**

Bangor Savings Bank  
Camden National Corporation  
The First Bancorp

### **Other Industries**

Maine Drilling & Blasting  
ITE/eWaste Alternatives  
Maine Escape Games  
Barber Foods