

## Growth & Value

### Roth Capital Partners 20<sup>th</sup> Annual OC Growth Stock Conference

February 2009

**FOR DISCUSSION PURPOSES ONLY**  
**CONTAINS DATE SENSITIVE INFORMATION**

"Safe Harbor" Statement provided under the Private Securities Litigation Reform Act of 1995: Certain of the information contained herein may be considered forward-looking statements; and because such statements involve risks and uncertainties, actual results may vary materially from those referred to in such statements. Please refer to a discussion of certain of these risks and uncertainties in the Company's Annual Report on Form 10-K, plus Form 10-Qs and other Securities and Exchange Commission filings.

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**NYSE**

# Quick History

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- 1974 – **Founded in Detroit**
- 1988 – **HQ to Denver**

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- 1994 – **IPO**
- 1997 – **Listed on NYSE**

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- 2001  
- 2004 – **Executed Globalization Process  
More Public Sector; Solutions; Europe; Asia/Pacific**

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- 2008 – **~ \$1.2 Billion; Globalized SAP Practice**

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- 2009 – **Focusing on Execution, Costs, Practices**



# CIBER's Differentiators

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- ~ \$1.2 Billion Revenue - Growing
- 34+ Year History
- Long-Term Client Relationships
- Diversified Model
  - Geography (18 Countries)
  - Public & Private Sectors
  - Custom & ERP
- Never a Negative Cash Flow Quarter
- Insiders Own ~15% of Equity (20% w/Options)

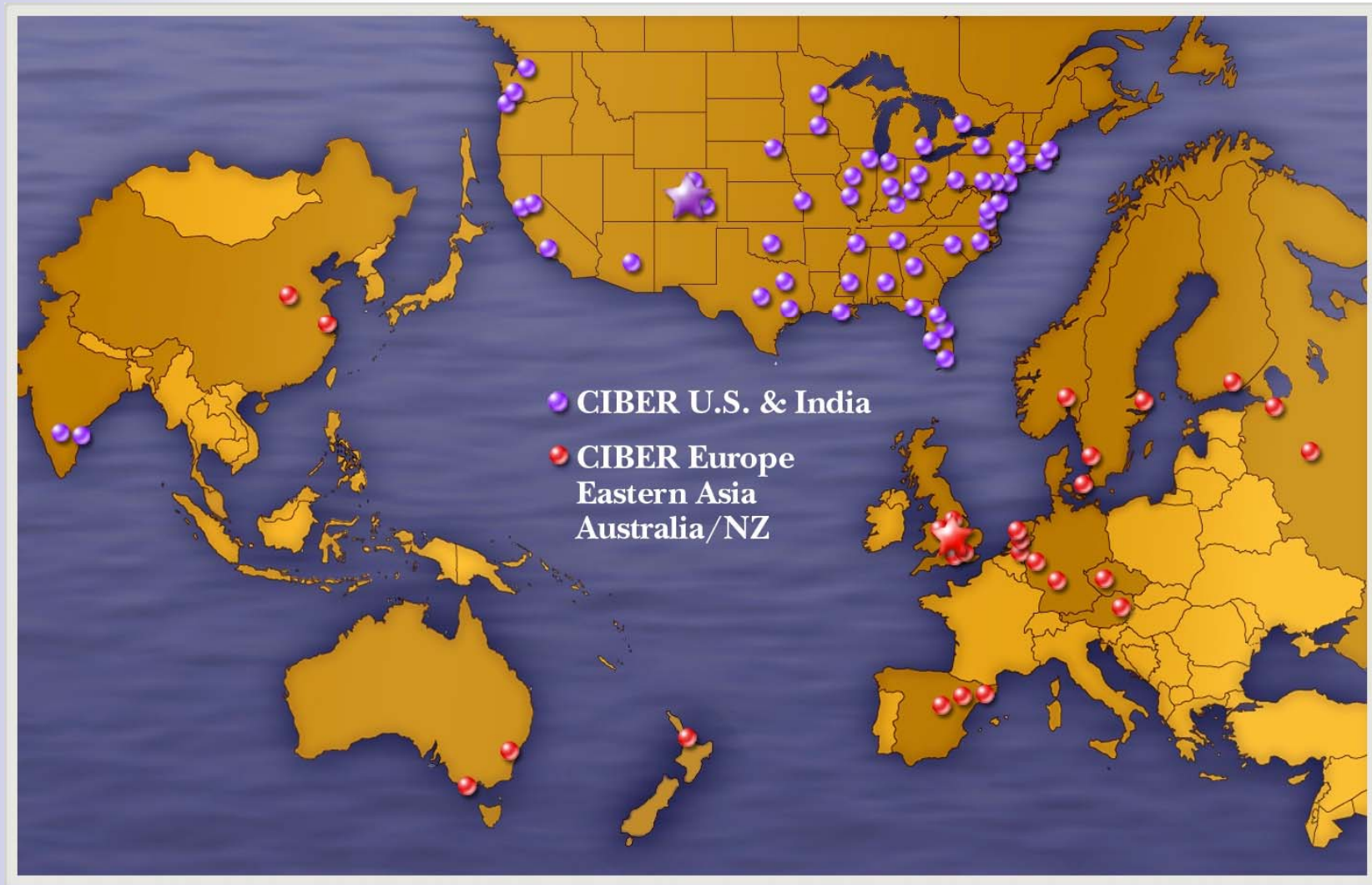
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# CIBER's Sweet Spots

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- **Thought Leadership in Several Domains**
  - Global EAI
  - Higher Education
  - Security
  - SACWIS / WIC
  - IT Outsourcing
  - Multi-Line ERP
- **Project Delivery Experts**
  - Experienced Project Managers
  - Center for Project Performance
- **Global Reach – Local Touch**
- **Business People Providing Services to the IT Industry**
  - Not Geeks, Not Pontificators

# CIBER's Global Reach



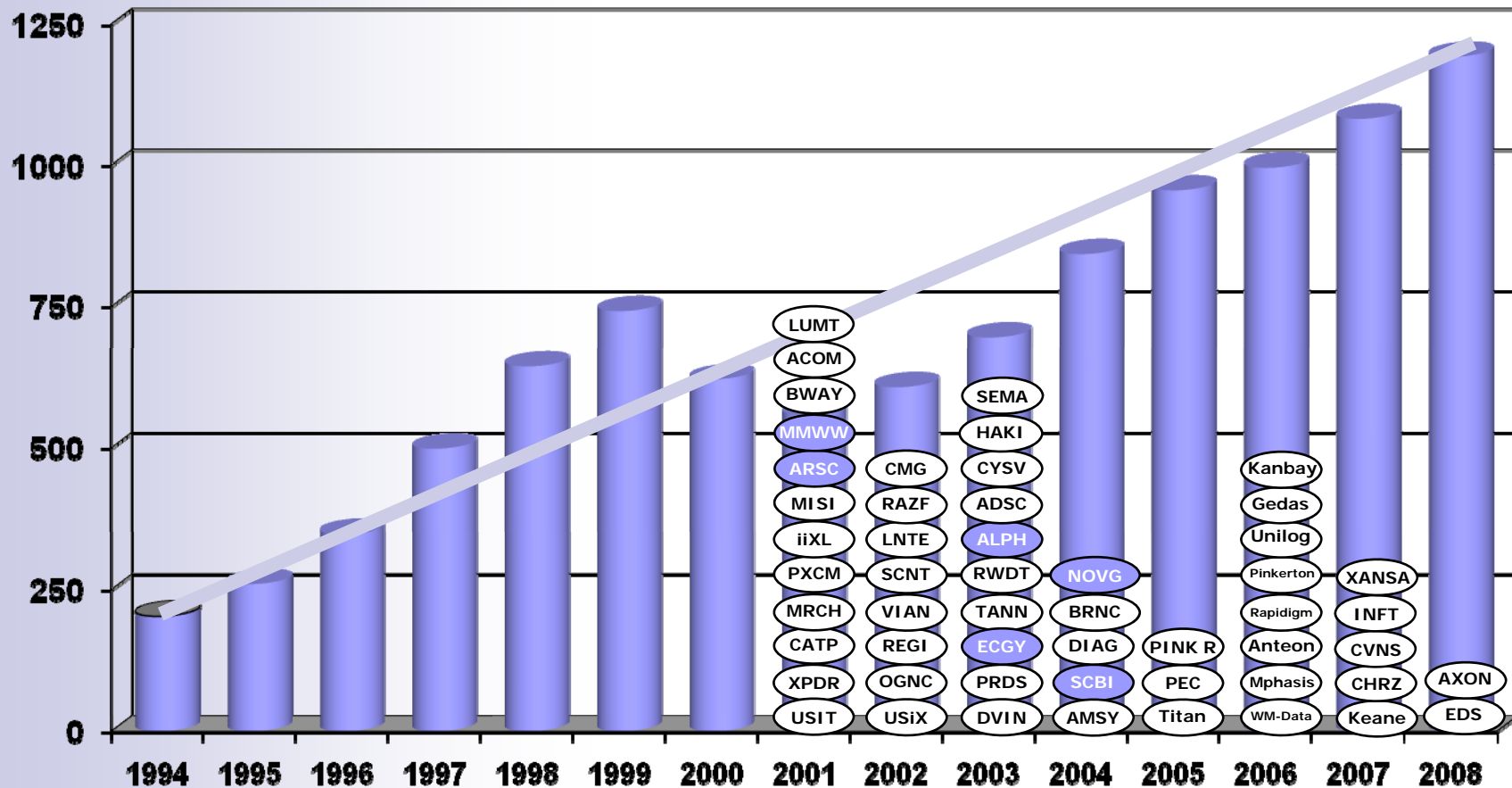
# CIBER as a Public Company

Y2K & ERP

New Normalcy

(\$ Millions)

eOnly & dotcoms eOnly Gone



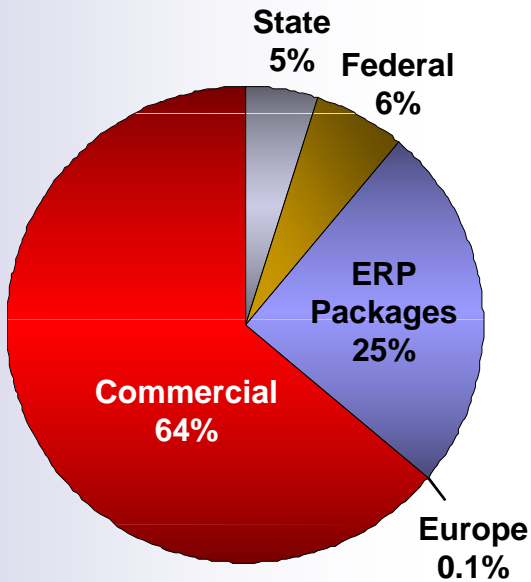
# How We Transformed Our Model

1994



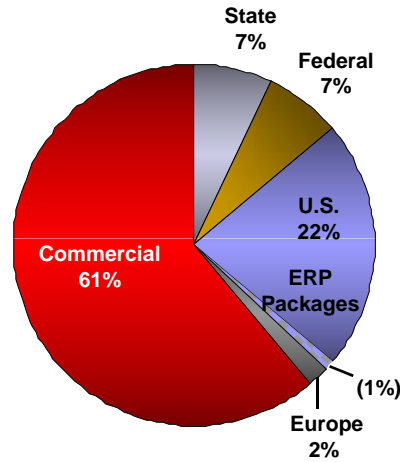
\$48 MM

1999



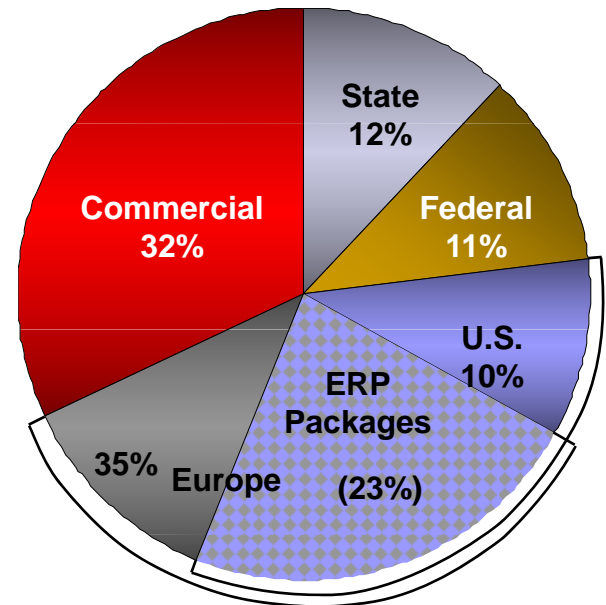
\$742 MM

2001



\$559 MM

2008

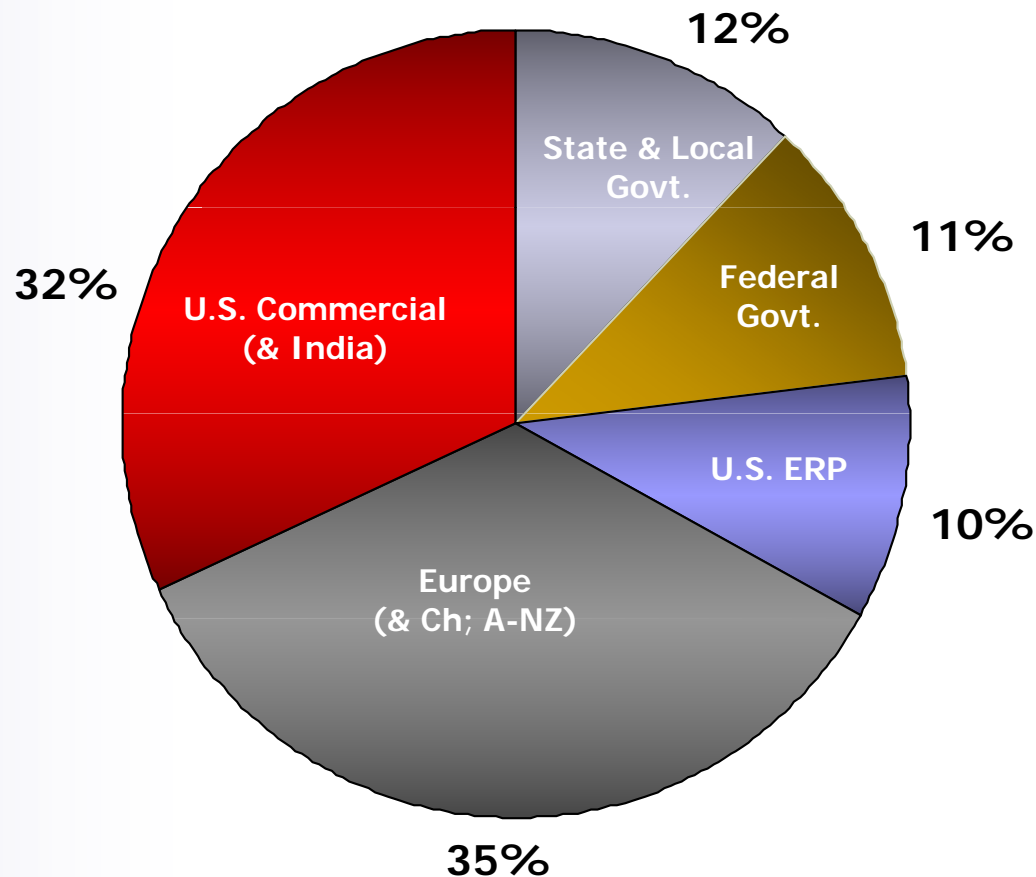


~ \$1.192 B

# CIBER's Global and Diversified Model

## Major Operating Groups

~ % of 2008 Revenue



# U.S. Commercial & ITO Divisions

- ~ \$375 million run rate
- ~ 32% of Revs.
- Fortune 1000 & Middle Market
- ~ 3,100 employees

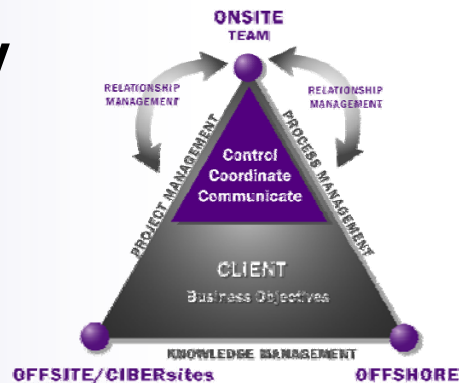
## FULL SYSTEM LIFE CYCLE SOLUTIONS

- Local Service, Supported Globally

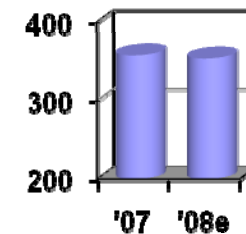
### “Consultative Selling”

- Experienced Leaders, plus National Practices
- EAI (SOA), IT Outsourcing
- Security, Travel & Hospitality

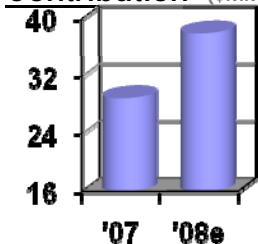
### Global Delivery



Revenue (\$MMs)



Contribution (\$MMs)



# CIBER India

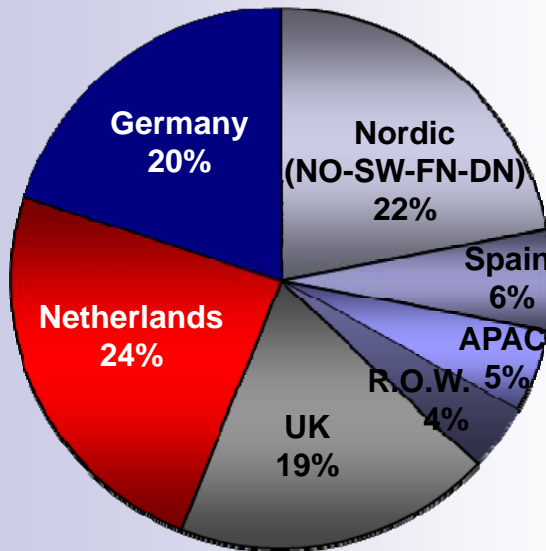
- **CIBER India today –**
  - Bangalore (2), Chennai (1)
  - 500 billable FTEs with Ap. Dev. & Testing skills, growing ERP
  - Offshore ADM capability
  
- **Plan for Future –**
  - Offer Global Delivery to improve scalability while reducing costs
  - Augment CIBER's international model to build 1,000+ FTEs
  - Grow to support 2,000+ FTEs



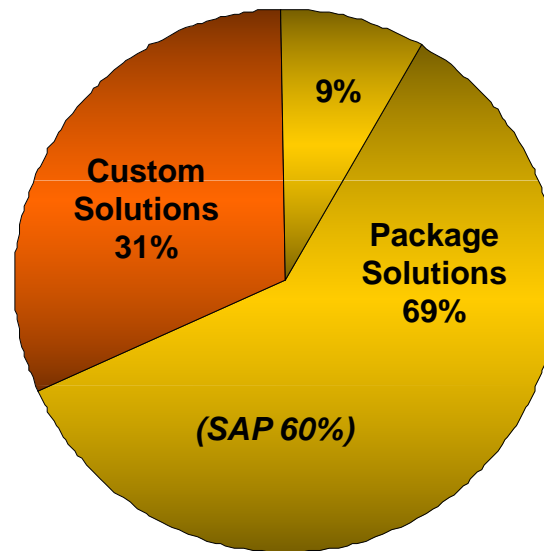
# CIBER Europe

- ~ \$400 million run rate
- ~ 35% of CIBER Revenues
- SAP Dominant Model
- > 2,100 employees

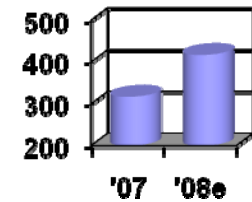
Countries



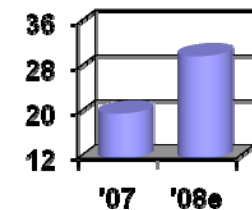
Business Model



Revenue (\$MMs)



Contribution (\$MMs)



# State & Local Govt. Division

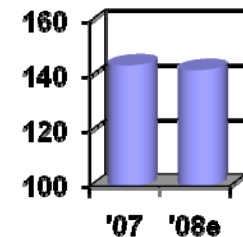
- ~ \$145 million run rate
- ~ 12% of Revs.
- 47 States; Larger Local Govts.
- ~ 1,100 employees

## Specific Verticals -

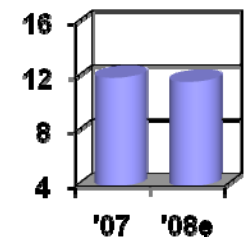


- SACWIS
- WIC
- Transportation
- Portals (eGov)
- Labor Systems
- Environmental
- K - 12

Revenue (\$MMs)



Contribution (\$MMs)



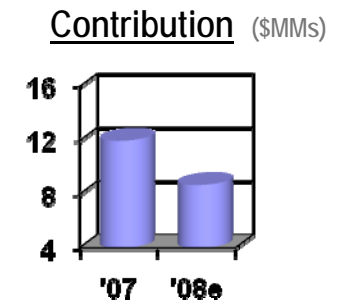
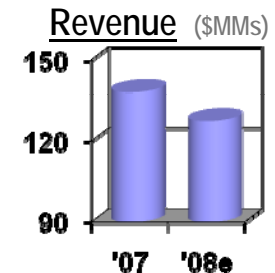
# Federal Govt. Division

- ~ \$130 million run rate
- ~ 11% of Revs
- Distributed Agency Footprint
- ~ 1,200 employees

## Specific Practices -



- Civilian Agencies
  - Nat'l Resources
  - Defense & Intel.
  - Outsourcing of IT Environments
  - Physical Security Services
- 
- Three New ID/IQ Vehicles, including STOC II



# CIBER Enterprise Solutions (US - ERP)

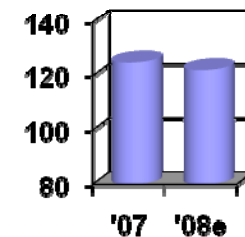
- ~ \$130 million run rate
- Higher Ed, Retail, Public
- ~ 10% of Revs.
- ~ 600 employees

## Practice strengths include:

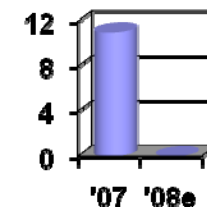
- Oracle (PeopleSoft)
- SAP
- Lawson
- Supply Chain (& RFID)



Revenue (\$MMs)



Contribution (\$MMs)



- Technology Solutions Practice  
(Primarily IBM Hardware Reselling)

# CIBER's Global SAP Practice



Healthcare & Hospitals	Manufacturing & Supply Chain	Retail & CPG
Energy/Utilities Oil & Gas		Public Services
Mill & Mining	Publishing & Media	Chemical & Pharmaceutical

2006 SAP Pinnacle Award for EMEA Region

Quality services and solutions to customers

- SAP Alliance and Strategic Partner \*
- Longest standing SAP Partner (1989)
- Certified Hosting Partner (<10) \*
- First Partner to implement SAP Retail \*
- > 600 SAP engagements
- > 100 All-in-One implementations
- Over 1,100 skilled SAP specialists
- SAP Revenue worldwide >\$300MM/year \*

# What are we working on?

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## Challenges

US SAP GP

Federal "Stall"

All Costs

## Getting Better

S&L GP

Overall GP

India "Scale"

Federal's Backlog

## Better

European Margins

Project Execution

## Great & Good

Pipeline

Client Reputations

Esprit de Corps

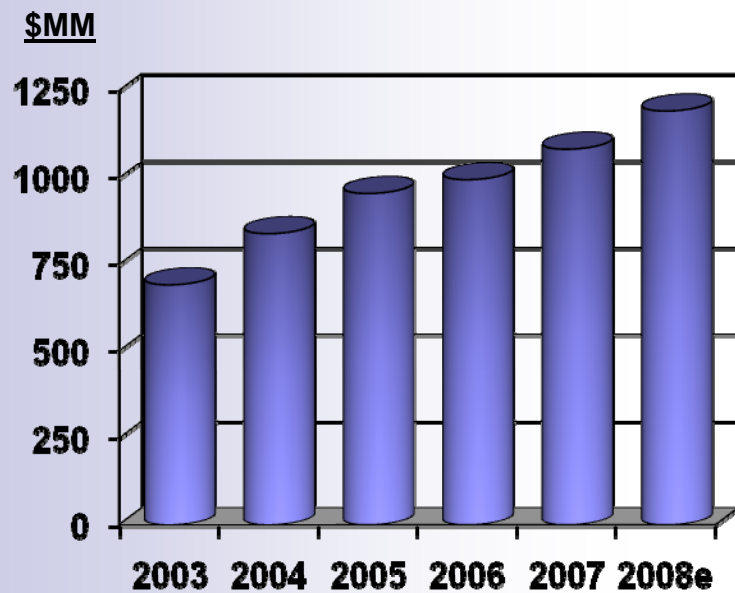




## A Few Metrics

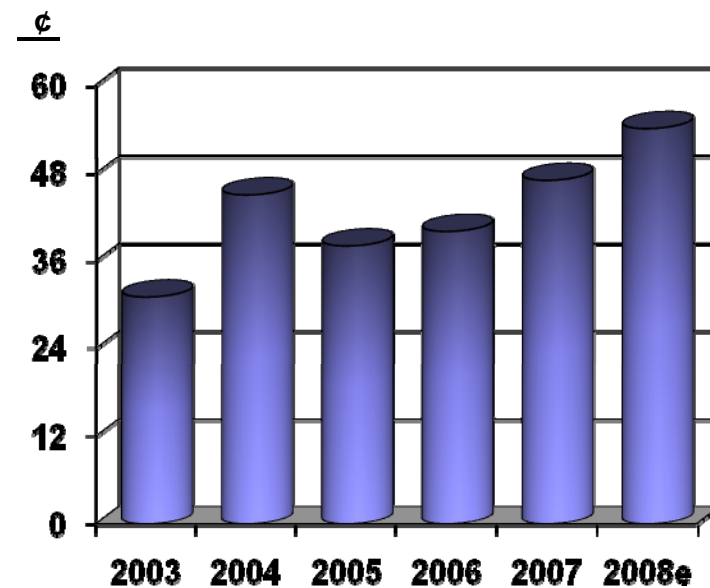
# Financial Trends

## Revenue



CAGR '02 - '08 ~ 13%

## GAAP EPS



CAGR '02 - '08 ~ 15%

# Organic Revenue Growth

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## Revenue by Segment

	<u>2007</u>	<u>9M08</u>	<u>3Q08</u>
Commercial	0.5%	7.4%	8.9%
Europe*	18.6%	26.2%	26.8%
State & Local	2.0%	4.8%	2.9%
Federal	(2.8%)	(5.5%)	(8.2%)
CES (US ERP)*	<u>3.5%</u>	<u>(7.2%)</u>	<u>(11.0%)</u>
TOTAL*	<u>5.0%</u>	<u>9.0%</u>	<u>8.7%</u>

\* Adjusted for foreign exchange impact and acquisitions

# Balance Sheet Snapshots

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	<u>Dec 2006</u>	<u>Dec 2007</u>	<u>Dec 2008e</u>
Working Capital	\$141MM	\$176MM	\$168MM
Current Ratio	2.0:1	2.1:1	2.2:1
DSO's – Services	66	72	65
DSO's – Overall	76	78	72
<hr/>			
Convertible Debt	\$175MM	\$152MM	\$0MM
Long-Term Bank Debt	<u>\$17MM</u>	<u>\$50MM</u>	<u>\$166MM</u>
Total	\$192MM	\$202MM	\$166MM
Debt to Capital	32%	31%	27%

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