

**Miria Systems, Inc.**

Boulevard of the Generals, Suite 222  
Norristown, PA 19403  
Office: (484) 446-3300  
URL: [www.miriasystems.com](http://www.miriasystems.com)

**Primary Contact:**

Ronald J. Siena  
Office: (484) 446-3304  
Cell: (215) 350-2123  
Email: [rsiena@miriasystems.com](mailto:rsiena@miriasystems.com)

**Management Team:**

Ronald J. Siena, President & CEO  
George Thomas, Vice President Sales  
Keith Guzma, Energy Solutions  
Lawrence Henry, Accounts Payable Solutions  
Bruce Luehrs, Chairman of the Board

**Current Investors:**

Emerald Stage2 Ventures  
Edison Venture Fund  
Various management team members

Miria Systems, formerly Software Consulting Group, Inc. (SCG), was formed in 1986 to capture the growing document management market and take advantage of the founders' expertise in the energy industry.

Over the next 14 years, the company grew profitably to approximately \$16M in revenues. The company continued to prosper in its core competencies, those being Imaging & Document Management and Energy Business Solutions. SCG was an upcoming regional success story, and received recognition as one of the Philadelphia 100 Fastest Growing Private Companies and Eastern Pennsylvania's Fastest Growing Technology Companies in Deloitte's "Fast 50" program. In 2001, SCG was sold to Soluziona S.A., a Spanish company that provides technology and business solutions for utilities, energy companies and other industries. In 2006, management acquired the company from Soluziona—funded, in part, by Edison Venture Funds—and became Miria Systems. In 2010, Miria received additional capital from Emerald Stage2 Ventures to support its growth initiatives, leverage its burgeoning partnership with IBM, and continue to enhance its core business.

Miria Systems is well known in Enterprise Content Management circles. The company has developed a strong partnership with Sword Group, a \$260M global leader in Business Process Solutions, and has a high profile relationship with IBM, as a Software ValueNet Partner, Solutions Provider, and Support Partner. Impressively, all of its employees hold multiple, advanced technology certifications—putting Miria in the upper echelon of IBM Partners and ECM providers. In April of 2010, Miria Systems was purchased by Emerald Stage2 Ventures, a Philadelphia-based venture fund.

**Core Competencies:**

**Miria Systems** is an expert in developing, customizing and implementing Enterprise Content Management (ECM) solutions built on the IBM FileNet platform. IBM FileNet is the clear market leader in the ECM field and Miria Systems has been one of IBM's Solutions Partners since 1996.

ECM is a composite of technologies and processes used to manage the increasing growth, volume and diversity of the **unstructured** content that comprises about 80% of all enterprise information. Unstructured content refers to documents, images, eForms, photographs, blueprints, CAD drawings, XML components, video clips, podcasts, eMail messages, and other enterprise information assets. Structured content refers to traditional database information. While the definition of ECM is changing, it has evolved from technologies in the storage and business process management arena, including document management, asset management, Business Process Management (BPM), collaboration software and associated analytics. Business drivers, such as cost optimization and compliance (in highly regulated industries, like energy), are influencing exceptional growth opportunities for vendors who supply ECM software and services.

## Key Differentiators:

- **Energy/Utility Asset Management:** Energy production/distribution, construction projects, and infrastructure repair around the globe are dramatically increasing business in the Utility, Energy and Manufacturing sectors. As an Implementation Partner for Sword Group's Fusion for IBM FileNet P8. Miria Systems stands ready to support global projects and owner teams by automating the specialized document management needs of geographically distributed engineering-centric organizations—using 100 percent web-based software.
- **Managed\$Pay™ Accounts Payable Solution:** a Procure to Pay software solution for companies that need to accurately handle and process large amounts of Accounts Payable (AP) information—including invoices in multiple formats and supporting vendor documentation. Even though companies may already use ERP systems to track invoices once they are entered, those with multiple ERP vendors or smaller ERP systems most likely experience inefficient workflows, redundancies and costly processes that can be significantly improved with Managed\$Pay.
- **Environmental Compliance:** State Departments of Environmental Protection (DEP) agencies are responsible for tracking and monitoring the generation, transportation, treatment, storage and disposal of hazardous waste...as well as monitoring, testing, tracking and evaluating compliance with emissions standards. In either of these areas, even one incident can present tremendous security, environmental, financial and legal risks. Miria Systems' environmental solutions for waste management and air quality increase efficiencies and compliance.
- **IBM FileNet Expertise & Implementation:** Miria Systems is an Enterprise Content Management (ECM) solutions provider that offers technology integration, industry expertise, service and support for applications built on the IBM FileNet platform. As an IBM Business Partner since 1996 and recent Sword Group Partner, Miria is dedicated to solving the complex business problems of our clients: industry leaders in the utility, energy, manufacturing and logistics sectors who face complex challenges resulting from overwhelming amounts of unstructured data, insufficient processes, and lack of collaboration.

## Clients Include:

- **DHL Global Forwarding:** Global Market Leader in the logistics industry with a global network of more than 220 countries and 300,000 employees.
- **Fifth Third Bank:** A diversified financial services company headquartered in Cincinnati, Ohio with \$112 billion in assets, 16 affiliates and 1,309 full-service Banking Centers.
- **GlaxoSmithKline:** One of the world's leading research-based pharmaceutical and healthcare companies employing around 99,000 people in over 100 countries.
- **Hewlett Packard:** The world's largest technology company with revenues of approximately \$115 billion.
- **Pennsylvania's Department of Environmental Protection:** The DEP works to reduce air pollution, make sure drinking water is safe, protect water quality in rivers and streams, make sure waste is handled properly, and promote advanced energy technology for the citizens of Pennsylvania.
- **Pepco Holdings Inc.:** One of the largest energy delivery companies in the Mid-Atlantic region, serving about 1.9 million customers in Delaware, the District of Columbia, Maryland and New Jersey.
- **P.F. Chang's:** Operator of two restaurant concepts in the Asian niche—P.F. Chang's China Bistro and Pei Wei Asian Diner—with consolidated revenues totaling \$1.2 billion.
- **PPL Corporation:** PPL Electric Utilities, a subsidiary of PPL Corporation (NYSE: PPL), provides electric delivery service to 1.4 million customers in 29 counties of eastern and central Pennsylvania.