

SYMHAS · YOUR CLOUD TRANSFORMATION PARTNER

# Cloud Transformation. Outcomes-Driven. Benchmarked.

We modernize enterprise infrastructure, ERP, and AI analytics, with guaranteed ROI accountability. We don't consult. We deliver. We own the outcome.

**200+**Transformations  
delivered**\$1.2B+**

Client savings realized

**25-40%**

Median ROI at 90 days

**97%**Client retention post-  
go-live

Fixed-Price Delivery

Oracle Cloud Partner

10–18 Week Delivery

**01 · ERP****ERP Modernization**

Legacy Oracle, SAP, NetSuite & Infor systems moved to modern cloud-native platforms.

**02 · CLOUD****Cloud Infrastructure**

Right-sizing compute, storage & managed services to eliminate sprawl and waste.

**03 · AI****AI & Analytics**

Analytics and automation capabilities that drive faster decisions and efficiency gains.

Manufacturing

Healthcare

Retail

Financial Services

Energy &amp; Utilities

**The Guarantee:** if we miss our outcome commitments at 90 days, we continue optimization at no additional cost until targets are hit. Fixed-price. No change-order surprises.

**02** What We Do · **03** Our Approach · **04** The Difference · **05** Industries

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## WHAT WE DO

# Three Core Services

Symhas partners with mid-market and enterprise organizations to modernize their cloud infrastructure, ERP systems, and analytics capabilities — with certified expertise across Oracle Cloud Fusion, OCI, AWS, Azure, and GCP.

1

## ERP Modernization

Moving you from legacy systems (Oracle, SAP, NetSuite, Infor) to modern cloud-native platforms. Faster deployment, lower operational costs, better data access.

**Median savings: 30–45% in licensing, support, and headcount**

- System selection & roadmap
- Data migration & validation
- Team training & change management
- Post-go-live optimization (6–12 months)

2

## Cloud Infrastructure Optimization

Right-sizing your compute, storage, and managed services to match actual demand. Eliminating waste, improving performance, reducing sprawl.

**Median savings: 25–35% on annual cloud spend**

- Cloud cost assessment & benchmarking
- Infrastructure redesign (multi-cloud strategy)
- Migration planning & execution
- Ongoing managed services & cost governance

3

## AI & Analytics Transformation

Building analytics and automation capabilities that drive faster decision-making and operational gains.

**Median business impact: 15–30% efficiency gain (Year 1)**

- Data strategy & platform design
- BI tool implementation (Tableau, Power BI, Looker)
- Generative AI integration for process automation
- Governance & adoption support

## Oracle

Cloud Fusion & OCI certified

## AWS

Certified infrastructure delivery

## Azure

Multi-cloud & hybrid architecture

## GCP

Data & AI platform engineering

Every engagement spans platform engineering, security, and intelligent automation — scoped to deliver ROI within 18 months, with accountability built in from day one.

## The Old Way vs. The Symhas Way

### TRADITIONAL CONSULTING

- × Recommendations handed off, then billed by the hour
- × Change orders for every scope adjustment
- × Success measured by deliverables, not outcomes
- × Team walks away at go-live

### SYMHAS

- ✓ We own delivery, end to end, at a fixed price
- ✓ Fixed outcome commitment, flexible scope absorbed by us
- ✓ Success measured by tracked ROI at 90 days
- ✓ 6–12 months of post-launch optimization included

## OUR APPROACH

# Four Phases. Clear Accountability.

Every Symhas transformation follows the same structure, delivering predictable outcomes across a 12–18 week core delivery window.

| PHASE 1                                                                                                                                                                                                                                                                                                                  | PHASE 2                                                                                                                                                                                                                                                                                                              | PHASE 3                                                                                                                                                                                                                                                                               | PHASE 4                                                                                                                                                                                                                                                                                                 |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Assessment &amp; Strategy</b><br>Weeks 1–3 <ul style="list-style-type: none"> <li>Deep dive into current systems, costs, pain points</li> <li>Competitive benchmark analysis</li> <li>Detailed roadmap with timeline &amp; investment estimate</li> </ul> <b>Outcome: Clear business case &amp; next-step options</b> | <b>Planning &amp; Design</b><br>Weeks 4–8 <ul style="list-style-type: none"> <li>Architecture design (systems, data, integrations)</li> <li>Detailed project plan &amp; resource allocation</li> <li>Risk identification &amp; mitigation strategy</li> </ul> <b>Outcome: Ready-to-execute design &amp; timeline</b> | <b>Execution &amp; Go-Live</b><br>Weeks 9–24 <ul style="list-style-type: none"> <li>Build, test, migrate, validate</li> <li>Parallel-run period (old + new systems)</li> <li>Team training &amp; knowledge transfer</li> </ul> <b>Outcome: Clean go-live, zero unplanned downtime</b> | <b>Optimization &amp; Handoff</b><br>Weeks 25–52 <ul style="list-style-type: none"> <li>Post-go-live monitoring &amp; performance tuning</li> <li>Team enablement &amp; self-sufficiency</li> <li>Managed services or handoff to your team</li> </ul> <b>Outcome: Sustainable ROI, measurable gains</b> |

## Why fixed phases work

Every one of our 200+ transformations follows this same four-phase spine. It's how we hold a 100% on-time delivery rate across engagements ranging from 12 to 18 weeks — the structure doesn't change, only the scope inside it.

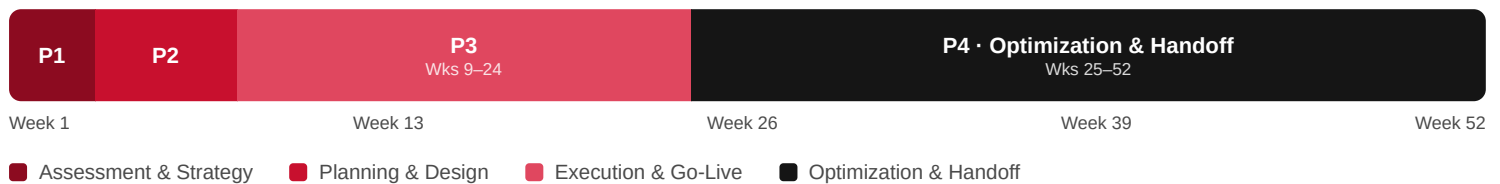
## What runs in parallel

Weekly steering committee meetings, monthly variance reporting, and a dedicated transformation lead run continuously from Phase 1 through Phase 4 — so nothing is a surprise at go-live.

## How risk is managed

Risk identification happens in Phase 2, before a single system is touched. Any issue discovered later is triaged within the fixed-outcome commitment — it's on us to absorb, not you.

## The Full Engagement, Mapped to 52 Weeks



| ROLE                              | PHASE 1–2 | PHASE 3  | PHASE 4  |
|-----------------------------------|-----------|----------|----------|
| Transformation Lead               | Engaged   | Engaged  | Engaged  |
| Solution Architect                | Engaged   | Advisory | —        |
| Migration & Integration Engineers | —         | Engaged  | Advisory |
| Change Manager / Trainer          | Advisory  | Engaged  | Engaged  |

## THE SYMHAS DIFFERENCE

# Why Symhas Is Different

Four commitments that separate a delivered outcome from a consulting engagement.

**01****Accountability Built In**

We don't hand off at go-live. Our engagement includes 6–12 months of post-launch optimization. Your 25–40% ROI at 90 days isn't theoretical — it's tracked, measured, and our responsibility.

**02****Data-Driven Decisions**

Every estimate, timeline, and risk assessment is based on outcomes from 200+ similar transformations. We know what works in your industry because we've done it, repeatedly.

**03****Fixed Outcomes, Flexible Scope**

We don't nickel-and-dime change orders. We commit to a fixed timeline and outcome. If optimization extends your timeline by two weeks, we absorb it.

**04****No Surprises**

Transparent pricing. Regular steering meetings. Monthly variance reports. You always know where you stand financially and technically.

**200+**

Transformations delivered

**\$1.2B+**

Client savings realized

**97%**

Client retention post-go-live

**100%**

On-time delivery rate

These aren't marketing numbers — they're the same metrics reported to clients monthly, verified across every engagement from a 12-week cloud optimization to a 24-week integrated transformation.

**Common Questions****Q. What if the timeline slips?**

We absorb it. Our fixed-outcome commitment means schedule risk sits with Symhas, not with your budget.

**Q. What if our requirements change mid-engagement?**

Scope stays flexible inside the fixed timeline and outcome — no change-order billing for reasonable adjustments discovered during delivery.

**Q. What if our team isn't ready to take over post-launch?**

That's what the 6–12 month optimization window is for: structured training until your team hits 80%+ independent execution.

## SECTOR EXPERTISE

# Industries We Know Best

Repeatable playbooks, tuned per vertical — not generic transformation templates.

| INDUSTRY           | TYPICAL ENGAGEMENTS                                   | MEDIAN OUTCOMES                                                    |
|--------------------|-------------------------------------------------------|--------------------------------------------------------------------|
| Manufacturing      | ERP transformation, Supply chain analytics            | 15–25% inventory reduction, 20–35% order-to-cash improvement       |
| Healthcare         | Multi-facility cloud consolidation, Patient analytics | 25–40% infrastructure cost reduction, faster clinical insights     |
| Retail             | Omnichannel analytics, E-commerce integration         | 30–45% legacy system cost elimination, improved inventory turns    |
| Financial Services | Compliance-ready architecture, AI risk analytics      | 20–30% operational savings, faster regulatory reporting            |
| Energy & Utilities | Cloud IoT platforms, Predictive maintenance           | Featured case: 35% maintenance cost reduction, 22% efficiency gain |

## Delivery Timeline by Case Study

|                    |                        |        |
|--------------------|------------------------|--------|
| Manufacturing      | <div><div></div></div> | 16 wks |
| Financial Services | <div><div></div></div> | 16 wks |
| Healthcare         | <div><div></div></div> | 12 wks |
| Retail             | <div><div></div></div> | 10 wks |
| Energy & Utilities | <div><div></div></div> | 18 wks |

## Investment Range by Case Study (midpoint, \$M)

|                    |                        |         |
|--------------------|------------------------|---------|
| Manufacturing      | <div><div></div></div> | \$1.75M |
| Financial Services | <div><div></div></div> | \$2.5M  |
| Healthcare         | <div><div></div></div> | \$1.25M |
| Retail             | <div><div></div></div> | \$1M    |
| Energy & Utilities | <div><div></div></div> | \$2.25M |

## Compliance & Security Coverage

HIPAA-Native Architecture

Zero-Trust Security

Regulatory Reporting Automation

Multi-Cloud Governance

Every industry engagement is scoped against the compliance regime that governs it — from HIPAA in healthcare to Zero-Trust and audit-ready reporting in financial services.

## FINANCIAL IMPACT

# Investment, Timeline & ROI

Based on 200+ transformations, these are real numbers from real engagements — inclusive of ongoing managed-services costs. Your net ROI will vary; this range is conservative.

## Typical ROI Breakdown (for \$10M annual spend)

| SAVINGS CATEGORY                       | TYPICAL RANGE | EXAMPLE IMPACT  |
|----------------------------------------|---------------|-----------------|
| ERP licensing & support                | 20–30%        | \$800K – \$1.2M |
| Cloud infrastructure optimization      | 15–25%        | \$600K – \$1M   |
| Operational efficiency (automation)    | 10–20%        | \$400K – \$800K |
| Headcount redeployment (not reduction) | 5–10%         | \$200K – \$400K |

**Total Year 1 Savings**
**25–40% \$2M – \$3.4M**

## Savings Contribution by Category (share of total Year 1 impact)



Verified in practice: our Financial Services case study realized \$800K+ in annual reconciliation savings; our Energy & Utilities case study realized \$6.3M in annual maintenance savings alone — both within this modeled range.

## Path to Payback

1

### Contract Signed

30% due. Phase 1 & 2 begin — assessment and architecture design.

2

### Go-Live

40% due. System live, parallel-run complete, team trained.

3

### 90-Day Checkpoint

30% due, tied to verified ROI. 25–40% savings measured and reported.

4

### 18-Month Durability

Savings sustained or improved — the metric we track long after go-live.

Each of these four milestones ties directly to the payment structure on the next page — you're never paying ahead of delivered, measured value.

## ENGAGEMENT MODEL

# Fixed Fee + Performance Incentive

| SERVICE SCOPE                                | TYPICAL DURATION | INVESTMENT RANGE | TYPICAL YEAR 1 ROI   |
|----------------------------------------------|------------------|------------------|----------------------|
| ERP Modernization only                       | 16–20 weeks      | \$400K – \$800K  | <b>\$1.2M – \$2M</b> |
| Cloud Optimization + managed services        | 8–12 weeks       | \$150K – \$300K  | <b>\$600K – \$1M</b> |
| Integrated transformation (ERP + Cloud + AI) | 20–24 weeks      | \$600K – \$1.2M  | <b>\$2M – \$3.5M</b> |

### Payment Structure

|                                     |                          |                                                         |
|-------------------------------------|--------------------------|---------------------------------------------------------|
| <b>30%</b><br>Upfront — Phase 1 & 2 | <b>40%</b><br>At go-live | <b>30%</b><br>At 90 days — post-go-live ROI achievement |
|-------------------------------------|--------------------------|---------------------------------------------------------|

**The Guarantee:** If we miss our outcome commitments at 90 days, we continue optimization work at no additional cost until targets are hit.

### What's Included in Every Engagement

- Dedicated transformation lead from Phase 1 through handoff
- Monthly variance & ROI tracking reports
- Fixed-price delivery — no change-order surprises
- Weekly steering committee meetings
- 6–12 months of post-go-live optimization
- Team training & self-sufficiency by month 6

### Optional Add-Ons

|                                                                                                                                |                                                                                                                                            |                                                                                                                     |
|--------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------|
| <b>Extended Managed Services</b><br>Ongoing infrastructure management and cost governance beyond the standard 12-month window. | <b>Executive Alignment Sessions</b><br>Quarterly working sessions with your leadership team to keep the roadmap tied to business strategy. | <b>Change Management Workshops</b><br>Structured adoption workshops for teams beyond the core implementation group. |
|--------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------|

### Your First 30 Days

|                                                                                                                              |                                                                                                                  |                                                                                                                 |
|------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------|
| <b>1</b><br><b>Week 1 — Kickoff</b><br>Transformation lead assigned, data room access granted, steering committee scheduled. | <b>2</b><br><b>Week 2–3 — Deep Dive</b><br>Current-state architecture review and competitive benchmark analysis. | <b>3</b><br><b>Week 4 — Business Case</b><br>Roadmap, timeline, and investment estimate delivered for sign-off. |
|------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------|

## ACCOUNTABILITY

# Success Metrics We Track

Every Symhas engagement is measured against these metrics. We report monthly and adjust the optimization plan if any metric is at risk.

- 
**On-time, on-budget go-live**  
 Zero revenue impact
- 
**Measurable ROI realization at 90 days**  
 25–40% savings
- 
**Team adoption & self-sufficiency**  
 80%+ independent execution by month 6
- 
**System stability post-launch**  
 99.9%+ uptime, zero data loss
- 
**Cost governance durability**  
 Savings sustained or improved through month 18

## Reporting Cadence

|                                                                          |                                                                            |                                                                      |                                                                          |
|--------------------------------------------------------------------------|----------------------------------------------------------------------------|----------------------------------------------------------------------|--------------------------------------------------------------------------|
| <b>WEEKLY</b><br>Steering committee meeting with the transformation lead | <b>MONTHLY</b><br>Variance report & ROI tracking against committed targets | <b>QUARTERLY</b><br>Executive business review & roadmap re-alignment | <b>ONGOING</b><br>6–12 month post-launch optimization & managed services |
|--------------------------------------------------------------------------|----------------------------------------------------------------------------|----------------------------------------------------------------------|--------------------------------------------------------------------------|

## If a Metric Is At Risk

- 1**  
**Flagged in Monthly Report**  
 Variance against committed targets is surfaced the moment it appears — not at the next milestone.
- 2**  
**Root-Cause Review**  
 The transformation lead brings a diagnosis and options to the next steering committee meeting.
- 3**  
**Corrective Action Plan**  
 Timeline and resourcing adjust at our cost until the metric is back on track.

This protocol runs continuously from go-live through the end of the optimization window — the same 6–12 month period covered by the guarantee on page 7.

## PROOF OF WORK

# Real Results. Real Transformations.

Five verified enterprise cloud and ERP transformations. Confirmed timelines, fixed-price investment ranges, measured outcomes.

Fixed-Price Delivery

Oracle Cloud Partner

10–18 Week Delivery

**5+**

Enterprise transformations

**14wk**

Avg. delivery timeline

**100%**

On-time delivery rate

**5**

Industries verified

| CASE STUDY                      | INDUSTRY           | TIMELINE | INVESTMENT    | KEY OUTCOME                | RESULT                     |
|---------------------------------|--------------------|----------|---------------|----------------------------|----------------------------|
| Global Tier-1 Manufacturer      | Manufacturing      | 16 weeks | \$1.5M–\$2M   | Missed SLAs & lost revenue | <b>\$4.2M+ prevented</b>   |
| Top-10 US Financial Institution | Financial Services | 16 weeks | \$2M–\$3M     | Compliance reporting cycle | <b>8d → 1.5d</b>           |
| Regional Healthcare Network     | Healthcare         | 12 weeks | \$1M–\$1.5M   | Patient data retrieval     | <b>4.2hrs → &lt;100min</b> |
| Global Retail Conglomerate      | Retail             | 10 weeks | \$800K–\$1.2M | Inventory holding costs    | <b>↓ 30%</b>               |
| Major Energy & Utilities Corp   | Energy             | 18 weeks | \$2M–\$2.5M   | Maintenance costs          | <b>↓ 35%</b>               |

**\$7.3M–\$10.2M**

Combined investment across all 5 engagements

**\$15.5M+**

Combined documented annual savings (disclosed figures only)

**10–18wk**

Delivery range across all industries

**0**

Missed go-lives or compliance findings

All five engagements were delivered on schedule at fixed price. Full case study detail — including scope, architecture, and phase-by-phase timelines — is available under NDA on request. Spotlights follow on the next two pages.

| CASE STUDY                      | PRIMARY SERVICE LINE                    | CORE TECHNOLOGY                     |
|---------------------------------|-----------------------------------------|-------------------------------------|
| Global Tier-1 Manufacturer      | ERP Modernization                       | Oracle ERP Cloud, IoT Integration   |
| Top-10 US Financial Institution | Integrated Transformation               | OCI + Azure, Zero-Trust Security    |
| Regional Healthcare Network     | AI & Analytics                          | Oracle Cloud, HIPAA-Native Platform |
| Global Retail Conglomerate      | AI & Analytics                          | AI Forecasting Engine, Oracle ERP   |
| Major Energy & Utilities Corp   | Cloud Infrastructure + Managed Services | Cloud IoT Platform, Oracle ERP      |

## CASE STUDY SPOTLIGHT

# Manufacturing & Financial Services

## MANUFACTURING · ORACLE ERP CLOUD

### Legacy ERP Modernisation for a Global Tier-1 Automotive Manufacturer

40+ production sites · \$8B+ annual revenue · North America

#### CHALLENGE

Legacy ERP platform lacked scalability and real-time insights, causing persistent production scheduling delays — an estimated \$4.2M annually in missed SLAs and lost revenue.

#### SOLUTION

Symhas orchestrated a seamless migration to Oracle ERP Cloud, featuring advanced analytics dashboards and real-time IoT integration deployed across 14 critical production facilities.

#### DISCOVERY

Wks 1–2

#### DESIGN

Wks 3–8

#### TESTING

Wks 9–14

#### GO-LIVE

Wks 15–16

#### BUSINESS OUTCOMES

- ▶ **\$4.2M+ prevented** in annual lost revenue from missed SLAs
- ▶ **99.95% ERP uptime** post go-live
- ▶ **Zero unplanned downtime** incidents across all 14 IoT-integrated facilities

Oracle ERP Cloud

IoT Integration

Real-Time Scheduling

#### LONG-TERM OUTLOOK

Scheduling gains tracked and sustained through month 18 under the standard Symhas durability guarantee, with managed services continuing across all 14 IoT-integrated facilities.

**Investment: \$1.5M–\$2M · Fixed-price · Scope available under NDA**

## FINANCIAL SERVICES · MULTI-CLOUD

### Multi-Cloud Architecture & Compliance Automation for a Top-10 US Financial Institution

\$25B+ AUM · Multi-state retail & commercial banking

#### CHALLENGE

Fragmented data across 7 legacy banking systems drove 8-day regulatory reporting cycles, internal audit failures, and 3.2 FTEs tied up in manual compliance work — \$800K+ annually in reconciliation rework.

#### SOLUTION

Resilient multi-cloud architecture (OCI + Azure) with integrated risk analytics, automated data pipelines, and Zero-Trust security controls across all 7 legacy systems.

#### DISCOVERY

Wks 1–2

#### DESIGN

Wks 3–9

#### TESTING

Wks 10–14

#### GO-LIVE

Wks 15–16

#### BUSINESS OUTCOMES

- ▶ **Compliance cycle: 8 days → 1.5 days** — 81% reduction, 3.2 FTEs redeployed to strategic work
- ▶ **\$800K+ annual savings** from eliminated reconciliation rework
- ▶ **Zero-Trust security** passed internal audit on first attempt, zero findings

OCI + Azure

Zero-Trust Security

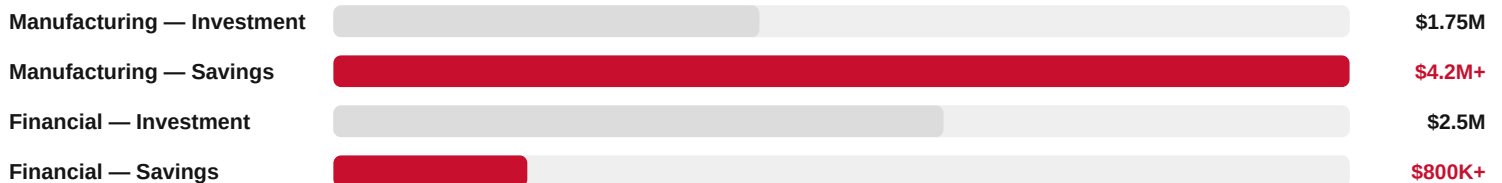
Risk Analytics Engine

#### LONG-TERM OUTLOOK

Compliance automation now runs unattended each reporting cycle; reconciliation savings are monitored monthly and reported to the audit committee.

**Investment: \$2M–\$3M · Fixed-price · Scope available under NDA**

## Investment vs. Year-One Documented Savings



## CASE STUDY SPOTLIGHT

# Healthcare, Retail & Energy

**HEALTHCARE · AI & ANALYTICS**
**AI-Driven Patient Data Platform for a Regional Healthcare Network**

450+ beds · 12 affiliated clinics · Mid-Atlantic US

14 disconnected clinical systems unified into one HIPAA-native cloud platform in 12 weeks, with an AI-driven interoperability layer on Oracle Cloud.

- ▶ **Retrieval: 4.2hrs → <100min** — 77% faster, 14 systems unified
- ▶ **35% faster** data processing, all 12 clinics
- ▶ **Zero HIPAA findings** on first audit

Oracle Cloud

HIPAA-Native

AI Interoperability

**Long-term:** Interoperability layer now onboards new affiliated clinics without re-integration work.

**\$1M–\$1.5M · 12 weeks**

**RETAIL · AI FORECASTING**
**AI Demand Forecasting & Oracle ERP Integration for a Global Retail Conglomerate**

Global fashion retailer · 200+ store locations, 8 countries · \$2B+ revenue

AI-powered demand forecasting engine trained on 3+ years of sales history, seasonality, and market data — integrated directly into Oracle ERP with automated replenishment triggers.

- ▶ **\$4.2M** annual holding cost savings
- ▶ **↓30% inventory costs** — overstock & write-offs reduced
- ▶ **↑25% order fulfillment accuracy** across 200+ locations

AI Forecasting Engine

Oracle ERP Integration

Real-Time Replenishment

**Long-term:** Forecasting model retrains on rolling sales data, holding accuracy gains as the network grows.

**\$800K–\$1.2M · 10 weeks**

**ENERGY · IOT & MANAGED SERVICES**
**Unified Cloud IoT Platform for a Major US Energy & Utilities Corporation**

Top-5 US utility · 2M+ customers · Multi-state grid

Real-time asset monitoring across the grid with automated maintenance scheduling, integrated with Oracle ERP across all 8 regions.

- ▶ **↓35% maintenance** — \$6.3M annual savings
- ▶ **↑22% grid efficiency** across 8 regions
- ▶ **Outage response: 3.5hrs → 40min**

Cloud IoT Platform

Oracle ERP

Predictive Maintenance

**Long-term:** Predictive maintenance models continue to improve as more grid sensor data accumulates across all 8 regions.

**\$2M–\$2.5M · 18 weeks**

**35%**

Max maintenance-cost reduction achieved (Energy)

**33%**

Max forecast-accuracy gain achieved (Retail)

**Zero**

HIPAA findings across the healthcare engagement

**3 / 3**

Engagements delivered in 12 weeks or less

## Schedule a Discovery Call

No sales pitch. No generic PowerPoint. Just a real conversation about transformation outcomes for companies your size, in your vertical.

- 1 Where are you today? — Systems, spend, pain points
- 2 Where do you want to be? — Automation, cost targets
- 3 What's the barrier? — Budget, risk, readiness

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Every case study started with a 30-minute call.