



June, 2008

Dear Readers:

You may have noticed that this issue of *On Payments* is flying under a new banner. We are in the process of transitioning to the Hitachi Consulting brand, and will no longer be going to market as 'Dove Consulting, a division of Hitachi Consulting'.

Although not insignificant, the name change is just one of many exciting changes that have recently taken place at Hitachi Consulting with respect to financial services. The financial services industry is an important area of future growth for our firm, and the company has made significant investments in this space over the past few years. Our most recent investment was the acquisition of JMN Associates, a leading provider of consulting services to the financial services, real estate and insurance industries, in March of this year.

With the acquisition of JMN Associates, Hitachi Consulting announced the formation of a new national Financial Services practice. I have been charged with heading up the group, and I am joined in leading the team by Chris Allen, Director, from the former Dove Consulting practice, as well as Karl Augenstein, John Quinn, and George Simotas, Directors from the former JMN Associates.

The combination of JMN Associates and Dove Consulting under the Hitachi Consulting brand provides one of the most comprehensive portfolios of consulting services and solutions for the financial services industry. Together, we have—and will continue to develop—deep expertise across four core areas of financial services:

- Core Banking (Commercial, Small Business and Consumer Banking)
- Payments
- Wealth and Investment Management & Brokerage Services
- Insurance

Our team brings a unique combination of industry and consulting experience, research and thought leadership, and practical solution development to these areas as a result of assisting industry leaders on strategy, process and technology related projects.

The formation of this new practice is exciting news for me personally and for our company as a whole, and I look forward to working with many of you in the months and years to come.

Sincerely,

A handwritten signature in black ink, appearing to read 'James N. Neckopulos'.

James N. Neckopulos
Managing Vice President