



METAFORE
IT SOLUTIONS

METAFORE, A DIVISION OF HARTCO INCOME FUND, has over 20 years experience delivering IT solutions to private and public sector organizations of every size. With a team of more than 900 associates, operations in 14 cities throughout Canada including major markets such as Toronto, Kitchener-Waterloo, Markham, Mississauga, Cambridge, Calgary, Vancouver and Victoria, and access to a network of 1200 certified technical resources from coast to coast; Metafore is one of Canada's leading information technology solution providers. Metafore designs, supplies and installs complete IT infrastructure systems and offers ongoing technical support and advanced professional services.

Metafore: a destination and a source for IT talent

In its 20 years, Metafore has developed into a vibrant and growing Canadian IT leader. Its success is owed to its broad solutions which require Metafore to seek and secure vastly diverse IT expertise. This foundation of skilled people has put Metafore at the vanguard of industry trends and growth and puts Metafore in a unique position to be both a destination for and a source of IT talent.



METAFORE AS A DESTINATION:

"Metafore's products and services are based on the delivery of IT solutions", explains Bryant Jackson, president and CEO. "It's about what we do in front of our clients. Our clients buy from us on an ongoing basis because of the people we have, delivering our solutions and services."

"A large percentage of Metafore's business is services, versus just buying and selling hardware," adds Jackson. "The technology support services organization is almost half of our population, and it's growing."

Metafore is a place where you can apply your learning skills and leverage your strengths to make a difference. It's a place where you get to have a life and you get to help create the future.

By sticking to its goals and a focus on the client, Metafore is growing faster than the industry average. It experienced a record hiring year in 2006 and will lap that again in 2007.

Short-listed in 2005 among the 100 best employers in Canada, Metafore offers competitive pay and benefits, as well as flexible working arrangements. The company is compassionate, non-hierarchical and fosters a highly co-operative environment.

METAFORE AS A SOURCE OF IT TALENT:

Metafore recognizes that finding talented IT people isn't getting any easier. With ever-increasing demand for key IT skills, candidates clearly recognize that they have the upper hand in determining where they want to work. With Metafore's deep understanding of technology, it made perfect sense when clients began to ask Metafore to supply them with IT people. This demand spawned Metafore's IT Resourcing practice.

"Amidst a changing business and technology landscape, the challenge of securing the right talent has become the thing

that keeps managers up at night," says Tracey Hare Connell, Metafore's Director of IT Resourcing.

Metafore's uniquely equipped staffing service helps clients across the country find and hire temporary and full-time IT resources in a variety of disciplines. To ensure success, they look beyond the technical skills to the applicant's goals, objectives and cultural fit.

There isn't a skill set today that Metafore's clients are not seeking. "Clients trust Metafore to solve their IT problems - finding the right person to address their IT requirements has become as important as finding the right technology," reflects Hare Connell.

When you align yourself with Metafore, adds Jackson, the company's reputation is evident everywhere you go. Honesty, pride and excellence are the most important qualities and Metafore's values. "It's taking pride in what we do and in the execution of what we do."