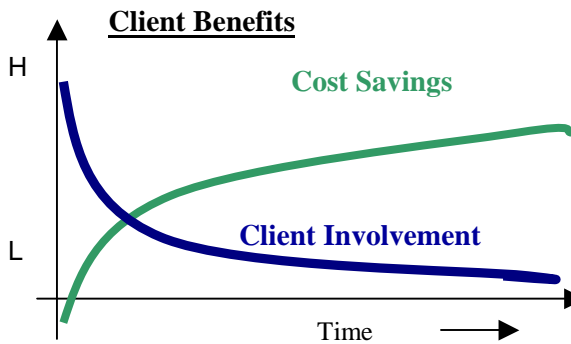
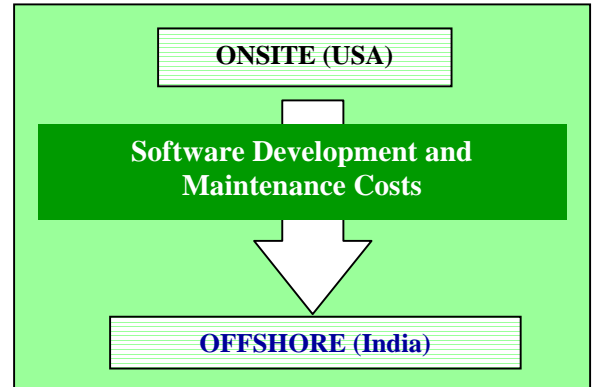


## A Partner to Outsource your Software Development

**The Trend:** Outsourcing application development, maintenance and support activities, offshore, to India have matured to become a logical and viable choice today, for engineering departments (EDs) of US corporations. In fact, this trend and early success is quite similar with offshore manufacturing for US corporations over the last decade.

**The Promise:** Organizations providing such offshore 'Knowledge work' services have defined their processes, created success stories, and built competence – all of which are essential to ensure success for the future. Partnering with such organizations, EDs expect to derive significant cost advantages in using offshore, while affording itself tremendous flexibility in operations.



**The Expected Benefits:** EDs can expect to free-up key in-house personnel from day-to-day tasks, as more and more tasks are moved to low-cost offshore centers. After initial investments by both sides, and over time thereafter, while the **Client Involvement reduces**, the **Cost Savings increase** – making it a solid case of ROI.

**The Expected Savings:** The success of offshore outsourcing is dependent on the type of assignment that is outsourced, and the related processes that are worked out jointly with the Client. While it may look preferable to send a higher quantum of work offshore (to save more), a correct balance is required, again based on the type of assignment. The various types of assignments and typical cost savings (comparing onsite+offshore outsourced work vs. doing the work in-house with employees) is given below:

Type of Assignment	Cost Savings %
Maintenance of Applications	50 – 55 %
Conversion (mainly language or platform conversions)	40 – 50 %
Re-engineering of Applications	35 – 50 %
Custom Development	30 – 35 %

For a 20-member team, an annual **cost saving of \$1.42m on an employee-base cost of \$2.5m** (a 55% saving) can be achieved for a maintenance project. This, without factoring higher productivity that may be achieved by engaging a replacement team.

Contact us at sales@techone.com for a Free Assessment – to identify the systems and to know how much you can save, by engaging TechOne.

### Our Mission:

Create superior value

for our clients through

seamless and rapid

integration of leading

edge technologies

within the existing IT

environments.

TechOne Inc.  
7677 Oakport Street  
Suite 1030  
Oakland, CA 94621

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www.techone.com

## TechOne – Services and Offshore Competencies

Service companies that offer offshore outsourcing normally possess all 3 pre-requisites – processes, success stories, and competencies. In TechOne’s case, there is an additional strong differentiator – its Risk Reduction Strategies.

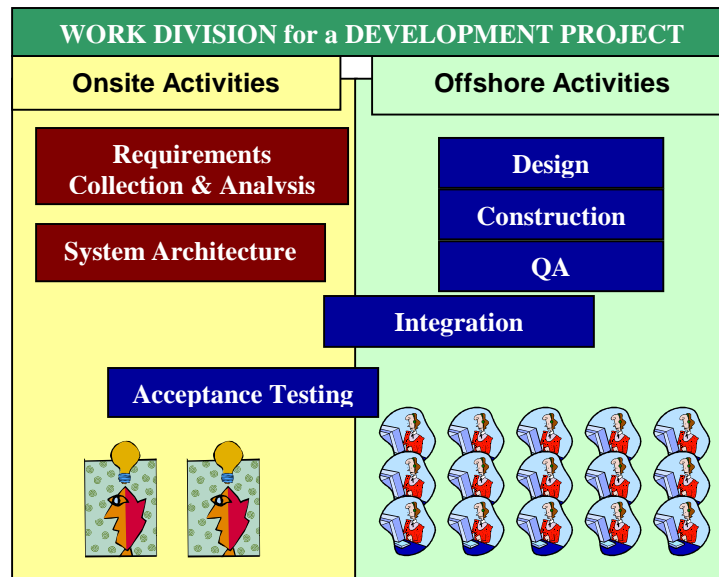
### Our Risk Reduction Strategies

❖ **Mature Processes:** TechOne gives very high importance to processes in order to make offshore programming successful. Adherence to SEI CMM’s certifications, and transparency to the client on progress of an assignment help in de-mystifying the process. This plays a key part in risk reduction, throughout the life-cycle of the assignment.

❖ **Onsite Manager:** TechOne’s onsite manager customizes processes for your need, while shielding you from cultural and time differences. He manages the liaison with ED and user/marketing departments, and with back-end programming teams in India. He brings together strong technical ability, managerial, domain knowledge and account management skills. An effective front-end helps reduce and mitigate perceived risks, and is important as processes.

❖ **SLA driven:** TechOne’s SLAs (Service Level Agreements) for application maintenance contracts help in pinpointing our accountability in achieving results, and in ensuring the benefits are realized.

❖ **Fixed Price:** TechOne takes on Fixed Price engagements, effectively reducing the Client’s risk for well-documented development projects.



### Types of Applications and Sample Technologies

- ❖ Experience with mission-critical, distributed & legacy systems
- ❖ Multi-Tier, OO, Object-Relational/Legacy Integration and Migration strategies
- ❖ Web Interfaces / Servers, EJB, CORBA, JAVA, JSP, XML, D-COM, C++, RMI, RDBMS
- ❖ Web Services, SOAP
- ❖ CORBA Services, Architecture & Design Patterns
- ❖ System/ Technology Integration

*Your Reliable Enterprise Solutions Partner, with Offshore Scalability*

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