



Global Software Delivery Model Case Study: Globenet Technologies

PROJECT DETAILS

- Client:** Globenet Technologies
- Vertical:** ISV
- Technologies:** ASP.Net, SQL Server
- Solution:** ASP.Net Application Development, IOTAP Solutions for Microsoft ISV
- Highlights:** Unique engagement model
Follow The Sun Development



Tridion



Sharepoint



Endeca



DNN



MS Dynamics

IOTAPs' comprehensive set of services helped Globenet lower software development costs, increase engineering resources and deliver quality solutions.

CUSTOMER PROFILE

Globenet Consulting Group is a Gold Microsoft Partner, having a large customer base in Southern California and Arizona in United States. Globenet is leading software development and consulting firm specializing in providing Compliance related solutions to Corporations across North America.

CHALLENGES

Globenet were looking for a specialized Global Software Delivery partner who could develop applications based on their proprietary architecture and toolkit. This vendor would provide an extension to their existing resource base and provide quality development services.

They needed to:

- ▶ Increase engineering resources
- ▶ Lower Software Development Costs
- ▶ Increase Customer Satisfaction Levels
- ▶ Ability to ramp up/ramp down technical resources based on demand

Globenet was able to deliver a compelling solution to its client using a strategically innovative mix of offshore and onshore resources.



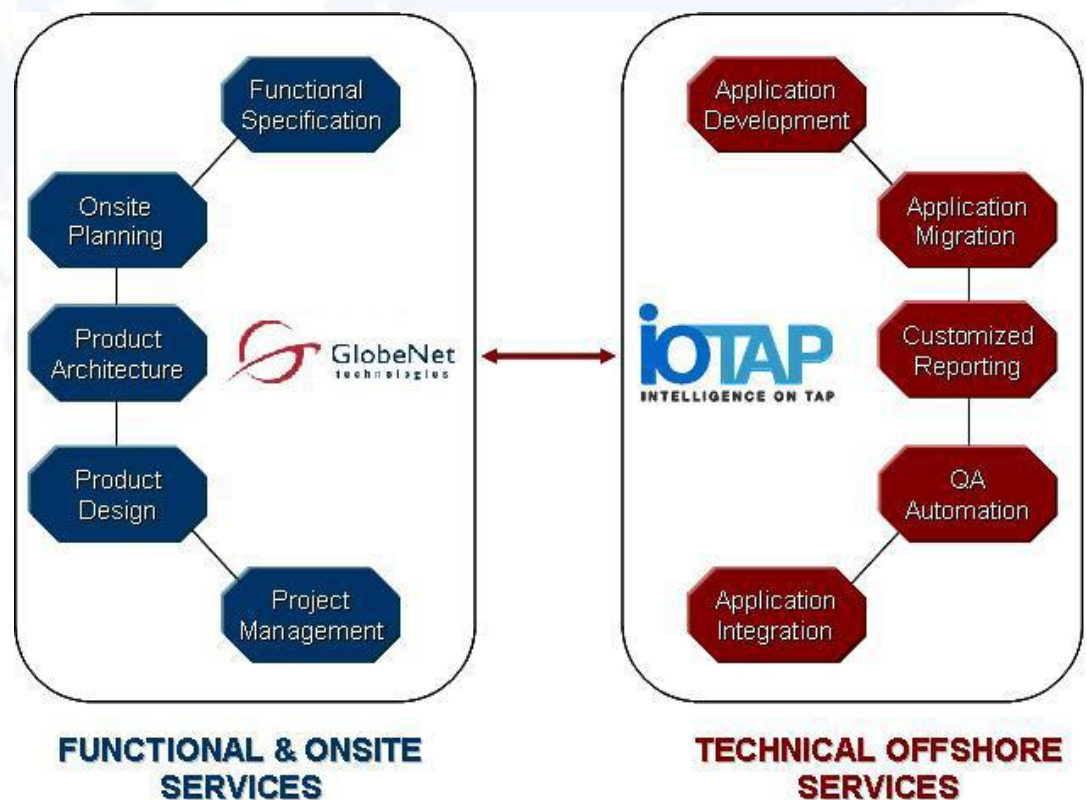
FUNCTIONAL & TECHNICAL SERVICES

Unique engagement model - Train - Free pilot - Proof of concept - Delivery.

Solution

They chose IOTAP as its co-sourcing partner to meet with the challenges it faces. IOTAPs' comprehensive set of services for Solution providers helped them lower software development costs, increase engineering resources and thereby deliver quality solutions to their customers.

IOTAP and Microsoft Platform Partner started off with a pilot project where IOTAP engineers collaborated with their architects to learn the architecture and development standards/methodologies. Globenet was able to deliver a compelling solution to its end client using a strategically innovative mix of offshore and onshore resources.



KEY HIGHLIGHTS

- ▶ Unique engagement model - Train - free pilot - proof of concept - delivery.
- ▶ On demand resources and billing.
- ▶ Follow The Sun Development
- ▶ Project Delivered Under Budget and On Schedule

WHY US

Top 5 Reasons, why we are the #1 choice for offshore services

- ▶ Satisfied Customers
- ▶ Commitment To Work Any Time Zone
- ▶ Process Knowledge Of Fortune 500 IT Organizations
- ▶ Extensive Technical Expertise Of Large Software Applications
- ▶ Solid Project Management Skills

"IOTAP's on demand service offering has helped Globenet in cutting engineering, support costs and increasing customer satisfaction, profit marings" - Damian Kuolt, President

About IOTAP

- ▶ Business Since - March 2004
- ▶ Provides Offshore & Onsite Software Development & Support Services
- ▶ Based out of Mumbai & Chennai India
- ▶ Microsoft Gold Partner
- ▶ Microsoft Silverlight Partner
- ▶ STPI Certified Facility
- ▶ Co-Founded By Oracle & IBM Alumni



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