

# SANDRIVER OVERVIEW

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- Corporate, employee and infrastructure information about SRT
- SRT's project management and quality processes
- Customer and project experiences provided to illustrate SRT capability

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## OUR VISION, MISSION AND GLOBAL RECOGNITION

SandRiver is a Software technology services company which offers a host of services that include Application development/maintenance, product engineering/R & D, Infrastructure services and consulting

To be a respected corporation that provides best of breed business solutions, leveraging latest Technology

Vision

Mission

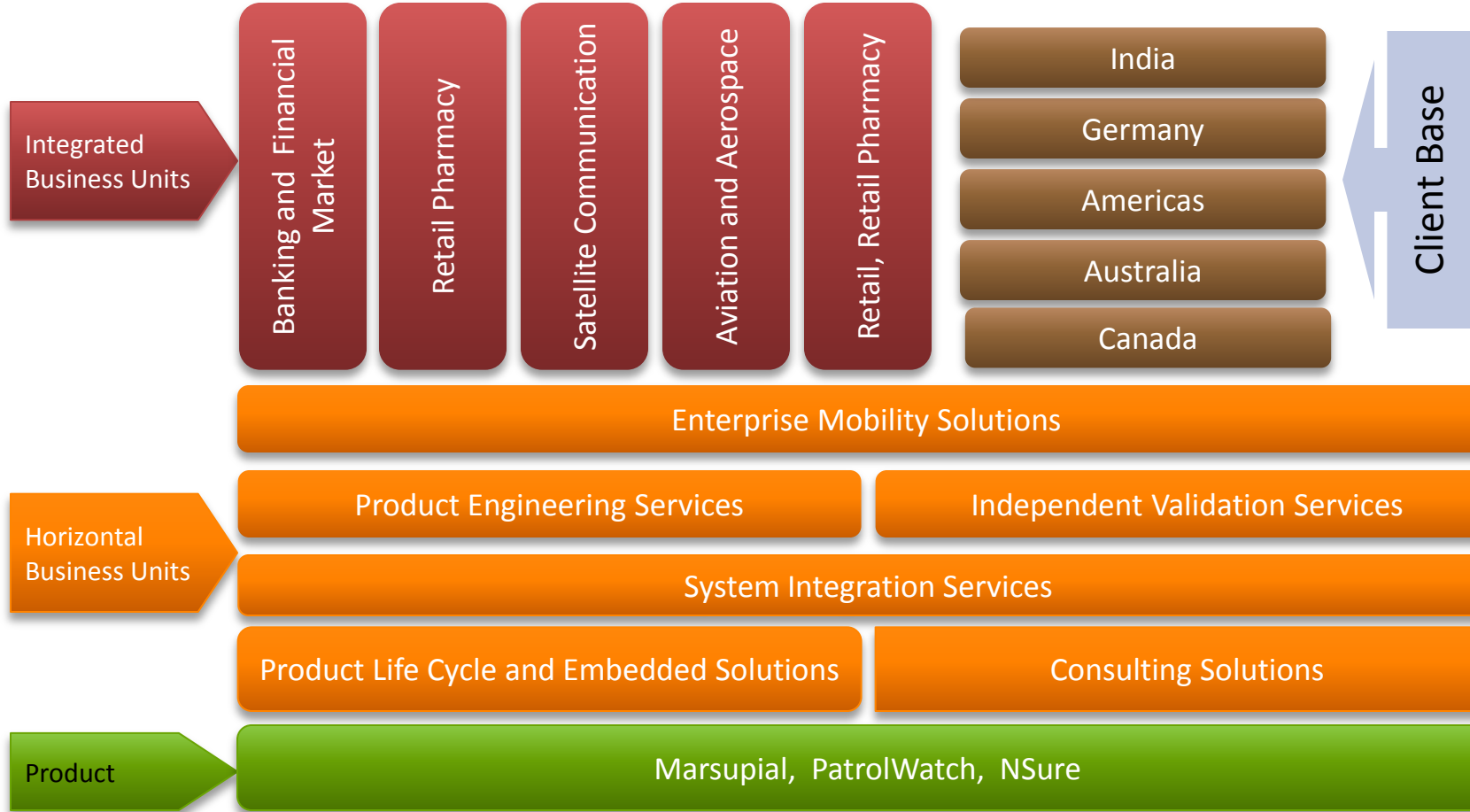
To achieve business objectives in an environment of fairness, honesty, and courtesy towards our clients, employees, vendors at large

**Customer Delight Integrity and Transparency**  
**Fairness Pursuit of Excellence**

### CERTIFICATES AND AFFILIATIONS



# OUR DOMAIN FOCUS AND GEOGRAPHY COVERAGE



# OUR TECHNOLOGY FORTE

<b>Application &amp; Portal Servers</b>	Sun One, Oracle App Server, JBoss, Tomcat, JOOMLA, DOTNETNUKE, MOSS, Codeignitor
<b>J2EE</b>	JSP, EJB, Servlets, JDBC, JNDI, RMI, JMS, JTS, Struts, Spring, Hibernate, JSF
<b>Related Technologies</b>	XML, HTML, XSL, XSLT, CSS, Web Services (SOAP, WSDL, UDDI), Wireless (J2ME, WAP/WML, MMS, SMS, i-mode)
<b>Microsoft Architectures</b>	MTS, VB, ActiveX Controls, MFC, ATL, VBA, IIS, ASP, COM, DCOM, Web Classes, .NET, Web forms/services, Win forms, ET Remoting, ASP.NET, C#, VB.NET, Visual Studio.NET, .NET 2.0, 3.0, 3.5 (WCF/WPF, LINQ) and Application Blocks implementation
<b>Development Environments</b>	IBM WSAD, Netbeans, JBuilder, Eclipse, Visual Studio (2003/5/8/10)
<b>System &amp; Application Integration</b>	WSMQ Series, MSMQ, Web Services, SOA, XML, BPEL
<b>Deployment</b>	Web Architecture, Mobile Development, Distributed and Remote deployment Solutions, Webservices and SaaS
<b>Technologies</b>	Drivers Development, COM/DCOM Design and Development, Application development/Re-engineering, Protocol /Standards Implementation
<b>Database Servers</b>	Oracle, DB2, MS SQL Server
<b>Others</b>	PHP, MySQL

## GEOGRAPHIES SERVED



United States



Europe

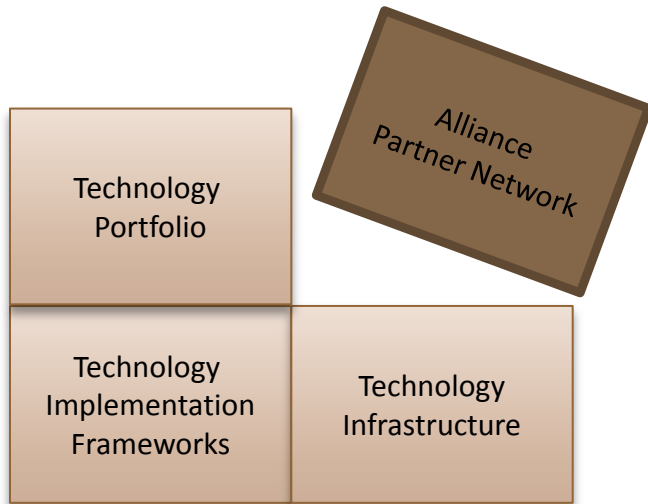


India



Australia

# OUR ALLIANCES / STRATEGIC PARTNERS TO SERVE OUR CLIENTS BETTER...



- Close alliances with best-of-breed technology vendors
- Building a portfolio of alliances to straddle every possible technology need within a service area
- Leveraging alliances to create speedy technology deployment methodologies
- Working with alliance partners to developing ready-to use technology tools

## Our Partners in Value Delivery



# PRODUCT ENGINEERING SERVICES

SRT has delivered business value to customers in the following:

## #1: New Development

SRT delivers the design, development, testing, first release for product/application. This can extend into the entire LC of the product/application.

## #2: Testing & Automation

SRT delivers the testing strategy, test scenarios, test execution, Certification for different releases & test automation for the product/application

## #3: Enhancement & Sustenance

SRT delivers minor & major feature enhancement, bug-fix, release management on the product/application

## #4: Porting / Re-engineering:

SRT re-engineers the product/application to a new platform, architecture, OS and language; thus enhancing the QoS of the product /application and finally the reach of the product/application

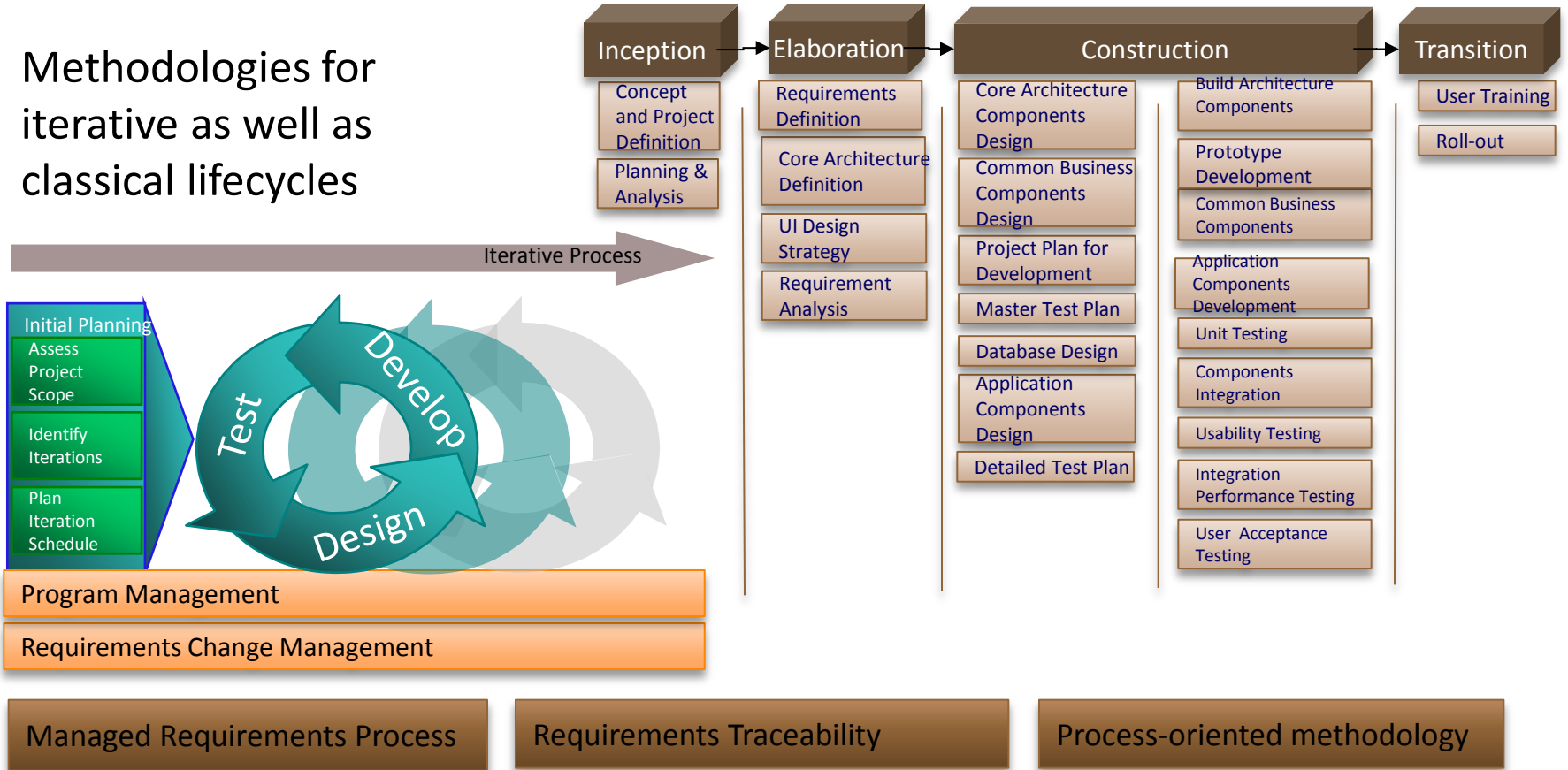
## #5: Technical Support:

L2-Technical support L3-Bug fixes



# DEVELOPMENT SERVICES AND TECHNOLOGY SOLUTIONS TO ADDRESS UNIQUE COMPETITIVE DIFFERENTIATORS

Methodologies for iterative as well as classical lifecycles



# APPLICATION MAINTENANCE AND SUPPORT SERVICES HELPING OPERATE THE CORE BUSINESSES EFFICIENTLY

## Maintenance Services

### Corrective Maintenance

- Defect corrections
- Data corrections

### Adaptive Maintenance

- System enhancements driven by change in environment

### Perfective Maintenance

- Proactive re-structuring to ensure future maintainability

### Preventive Maintenance

- Causal analysis
- Defect prevention

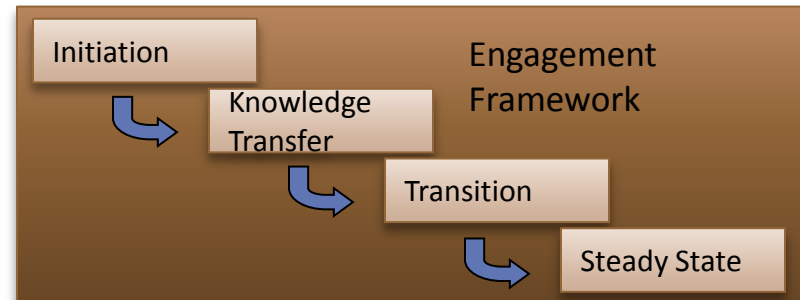
## Production Support

### User Support

- 2<sup>nd</sup> and 3<sup>rd</sup> level support

### Application Management

- Scheduled background processes and jobs



## Mission Critical Maintenance

Managed Knowledge Transfer

## Sunset Transition

SLA Based Approach

## Legacy Systems Maintenance

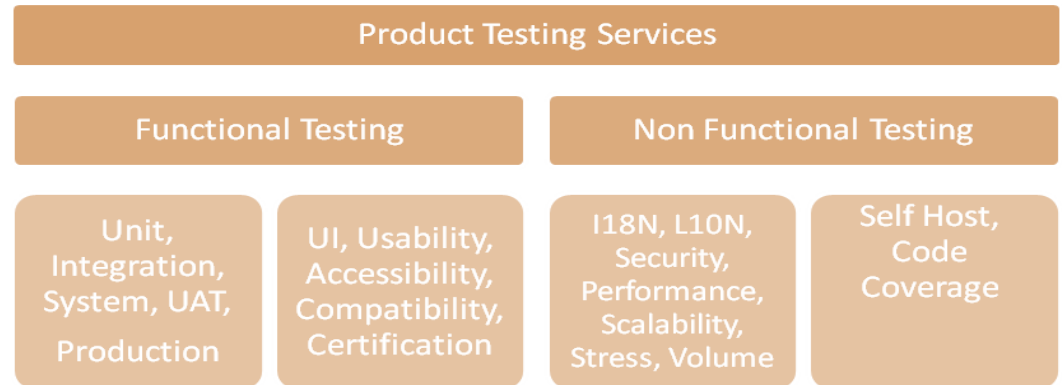
Driven by Metrics

# WE OFFER TESTING SERVICES WITH REDUCED TCO & TIME TO MARKET ENSURING HIGHEST QUALITY FIRST-TIME-RIGHT DELIVERABLES...

- Experience in all aspects of validation and QA life cycle stages
- Experience in using various commercial and open source test automation tools

Standard Testing Activities
Test Analysis
Test Strategizing & Planning
Test Design & Development
Test Lab Setup & Execution
Test Debugging
Test Reporting

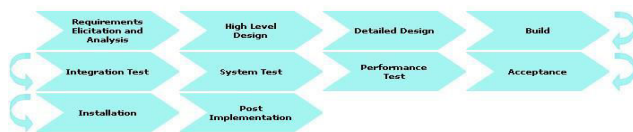
Test Transformation Activities
Test Optimization
Test Improvement
Test Efficiency
Test Effectiveness
Test Cost Savings



Test Automation Activities
Test Automation Strategy
Test Framework Development
Test Script Development
Test Tools Adaptation

# PROCESSES & METHODOLOGY : OUR EXPERIENCE IN WORKING ON DIFFERENT SOFTWARE DEVELOPMENT METHODOLOGIES

## Waterfall



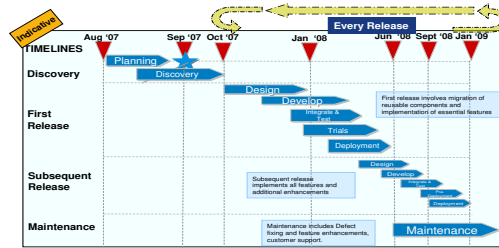
### Key Success Factors:

- Well defined stages with clear entry & exit criteria
- Sign-off on deliverables at each stage
- Minimal or no changes in the requirements

### Client Role:

- Identify the key stakeholders at each and every stage
- Ensure that deliverables are signed-off
- Manage changes to requirements & limit them to only necessary changes

## Iterative



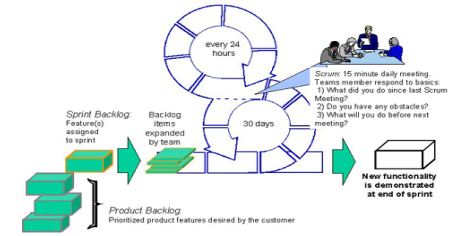
### Key Success Factors:

- Identify the feature sets for each release
- Right expectation setting for intermediate release
- Independent feedback from intermediate (beta) users

### Client Role:

- Identify the key stakeholders for various release
- Ensure that deliverables are signed-off
- Manage multiple releases

## Agile



### Key Success Factors:

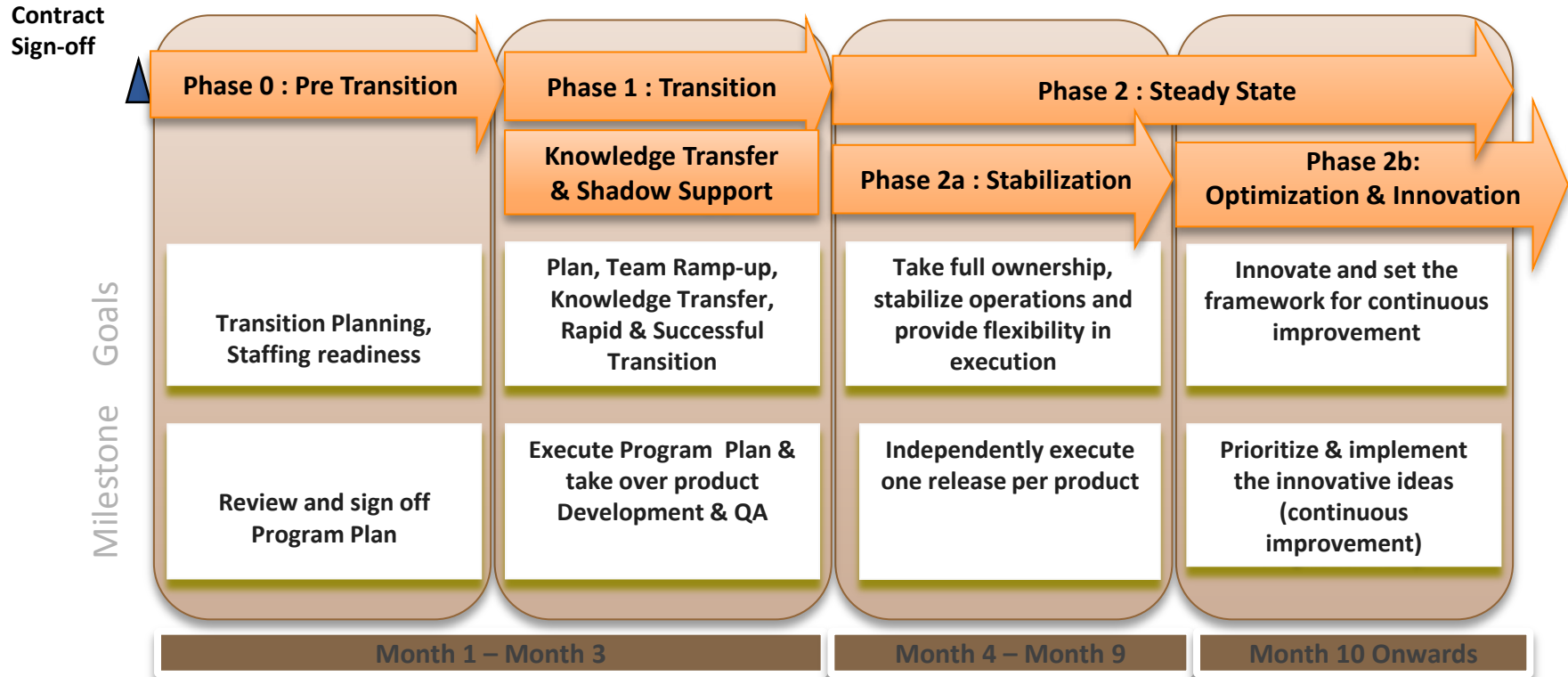
- Have clearly defined vision for the project.
- Ensure that project evolves and does not lose focus
- Ensure swift feedback on the progress

### Client Role:

- Ensure availability and feedback from key stakeholders
- Ensure that project requirements evolve as the project progresses
- Maintain a defined communication and feedback mechanism

# ENGAGEMENT APPROACH : SRT HAS A MATURE TRANSITION METHODOLOGY ...

Based on SRT' past experiences of managing large transitions successfully, SRT has put together a robust transition framework to ensure an effective and timely transition for any product/application:



Note:- The timeframes are indicative and changes on assignment to assignment basis

# ENGAGEMENT APPROACH: DIFFERENT WAY CUSTOMER CAN OPT FOR OFFSHORE DEVELOPMENT

## Peripheral Development

- Customer will outsource certain activities of the development lifecycle such as testing, documentation or implementation but not the core development activity itself
- This helps client gain comfort with the service provider's capabilities and also educate the provider on the specialized domain knowledge related to the product

## Modular Development

- Customer outsource development of bits and pieces of the product/application considered non-core
- Integration skills becomes the key for both the client and service provider

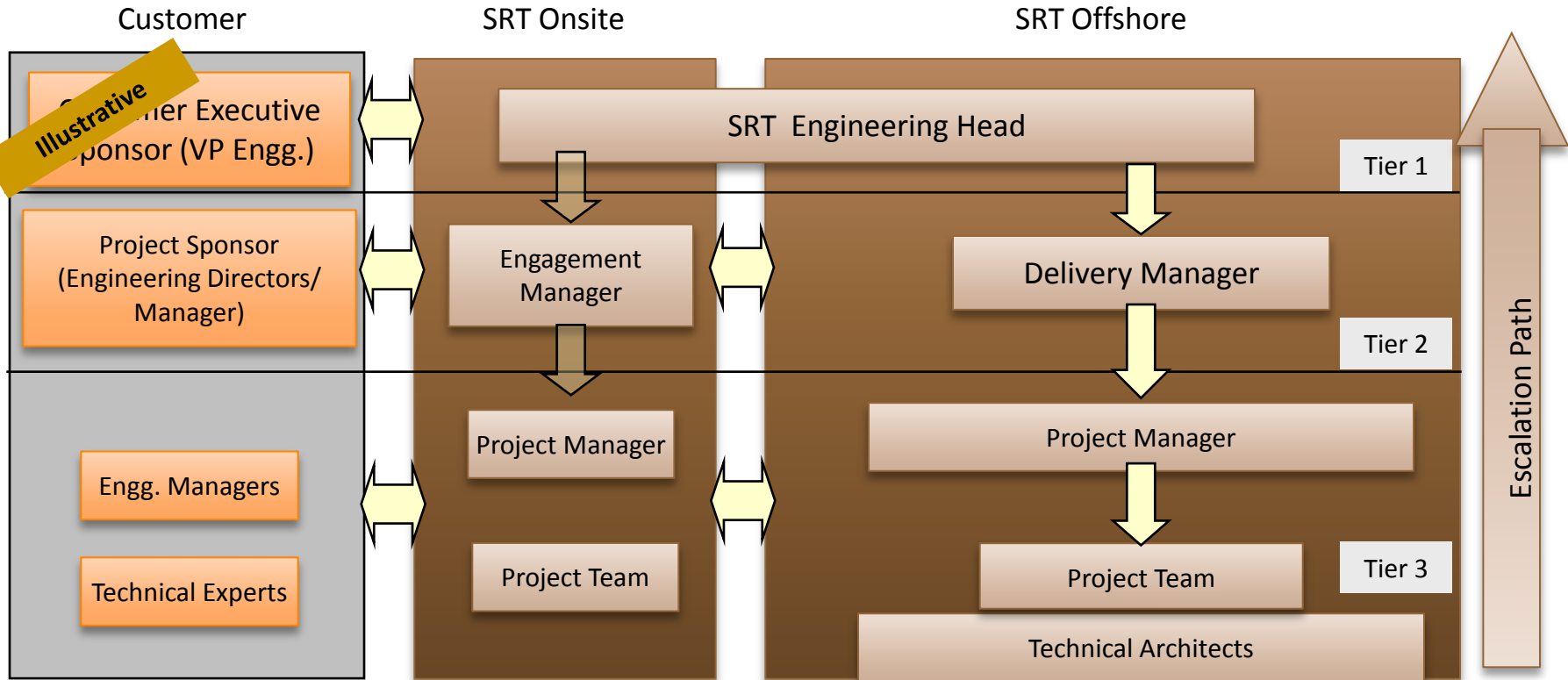
## Co-Development

- Both the parties team work in an onsite-offshore manner to develop the product/Application

## Full Fledged Development

- SRT as service provider takes complete responsibility for the development
- The idea/knowledge alone is gained from the client and the service provider does the end-to-end development and delivers the product/application

# ENGAGEMENT APPROACH: GOVERNANCE & RELATIONSHIP MANAGEMENT



The roles indicated in the dotted text boxes are not project team members, but are involved for consultation, guidance and relationship management

If the project requires onsite presence for sure then only SRT keeps the resources onsite else regular meetings and short visits are made to ensure maximum ROI with great customer experience

# ENGAGEMENT APPROACH: TIME & MATERIAL

## Overview

- Customer gets an offshore team to deliver the project.
- Project Tracking based on Transparency in execution & open discussions with customer / SLAs'
- Payments are monthly

## Suitability in LC stage & product age

- Suitable for projects that have some uncertainty; and those involved in ongoing Feature development, Sustenance, Testing and Product Support

## Prevalence of this model today

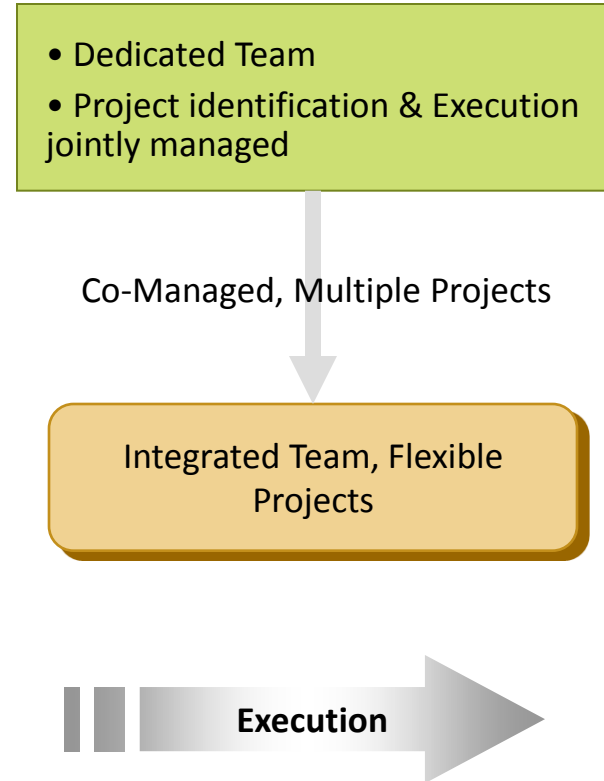
- Simplest approach to extended team and widely used model today.

## Model – Pro's & Con's to the Customer

- Complete control & visibility in team effort & spend; flexibility in staffing for cost control.
- Simple staffing approach and does not have improvement incentives built into the model.

## View from the provider side

- Easy model to follow with lesser risk and reward.





# ENGAGEMENT APPROACH: FIXED PRICING

## Overview

- Pricing Commitment on quote is based on bounded conditions
- Project is divided into Milestones & Planning occurs between milestones
- Payments are based on milestones completion

## Suitability in LC stage & product age

- Suitable for projects in which the project scope is well defined & the uncertainty is low

## Prevalence of this model today

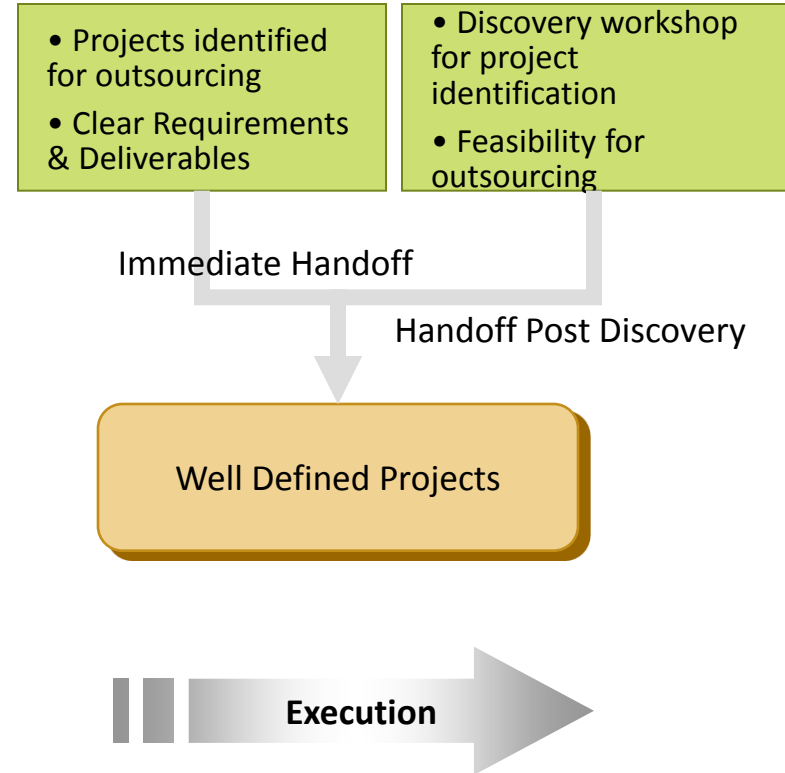
- The other widely used model in usage today.

## Model – Pro's & Con's to the Customer

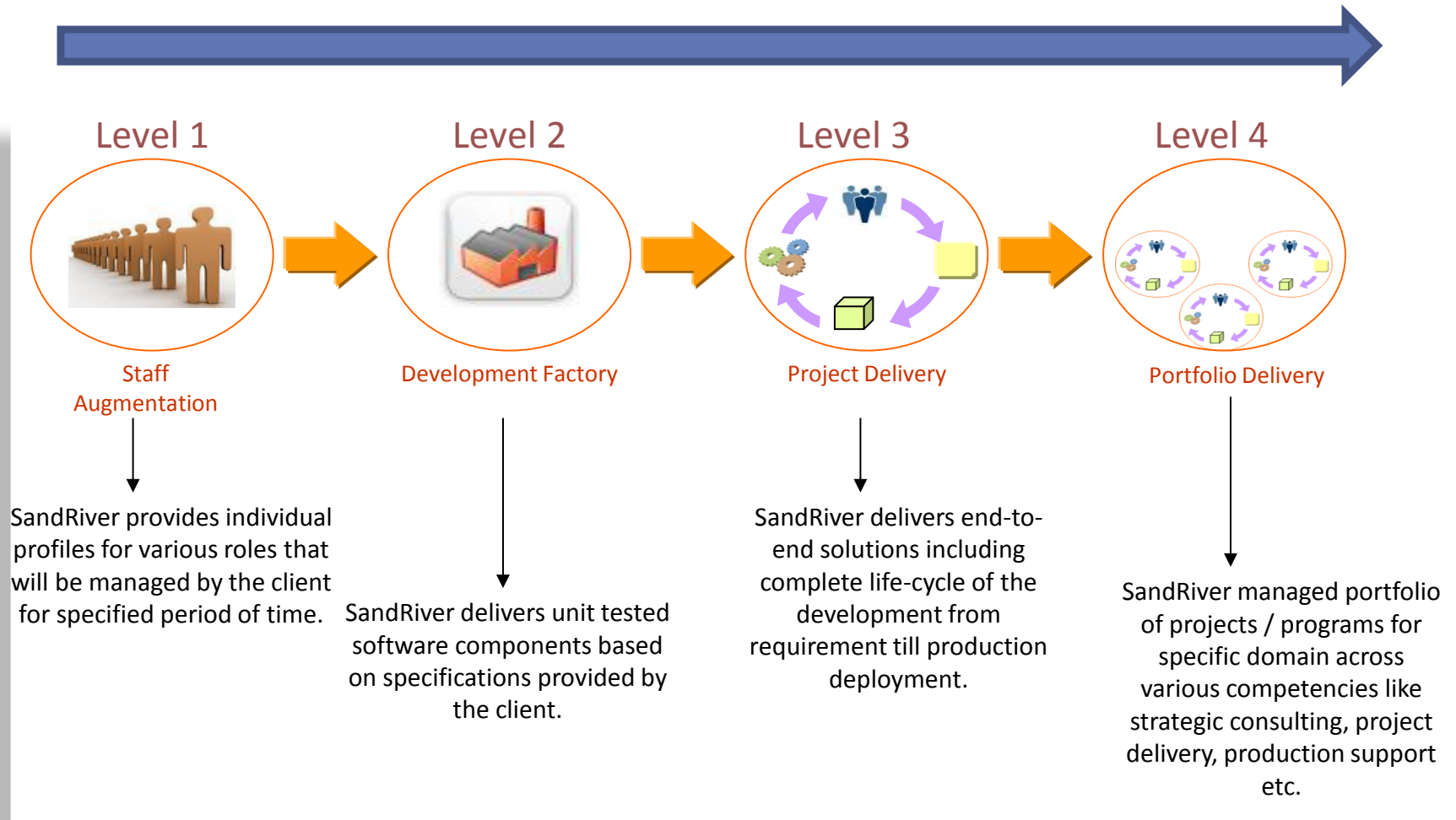
- Provides cost predictability & deliverable based evaluation
- Provides flexibility for use of company wide Subject Matter Experts
- Is not suitable for undefined work and requires effort from client to suitably define the work at the earliest.

## View from the provider side

- There is an incentive to complete the work in time hence more risk & reward than the T&M model.



# SANDRIVER RECOMMENDED APPROACH FOR ENGAGEMENTS



## INDICATIVE COST STRUCTURE\*

Role	India ( Offshore) USD/hr
Software Engineer	20-24
Sr. Software Engineer	24-30
Project Manager	31-35
Sr. Consultant/Program Manager	36-45

\*This Rate Card is intended to form the basis for discussions and negotiations between the parties. Any binding contract between the parties shall separately set forth the terms and conditions of the agreement between the parties and this rate card shall not be deemed to incorporated by reference



# THANK YOU

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