



# Corporate Presentation

# Overview

- Global Software services and solutions provider
  - ▣ Proven ability to ramp up capabilities to meet customers' ever-expanding needs
- Offshore Development centre in New Delhi, and Patna India
  - ▣ Team of 60 experienced IT professionals
- Our aim is to be an 'asset' and a partner for clients rather than being a mere 'vendor'.

# Value Proposition

## □ **Speed**

- Multiple parallel project teams
- Component based Framework approach

## □ **Quality**

- Robust Processes and Tested Methodologies
- Comprehensive quality system in place covering Processes

## □ **Cost**

- Cost savings in Offshore development
- Lower defects, hence lower re-work

## □ **Service**

- On-time, On-budget Project delivery
- Focus on Communication & Coordination

# Differentiators



- **Proven track record**
  - ▣ Working with METAOPTION is a low risk (35+ Customers world-wide)
- **Wide spectrum of services**
  - ▣ From E-Commerce to Wireless Development
- **Value for money**
  - ▣ Delivering a true cost – benefit
- **Flexible business models**
  - ▣ Fixed Cost, Time and Material & ODC (Off-Shore Development Cost)
- **Continuous Technology Adaptation and Innovation**
  - ▣ R & D Efforts

# Our USP



## Unique Selling Points

- Focus on delivering quality solutions.
- Existing road map to ISO and CMM
- On line project allocation / management dashboard
- Remote access for the client for transparent monitoring, instant project updates, and full tactical and operational controls
- Setting up dedicated team for Niche technologies like Adobe Plug-ins, VersionCue, Microsoft CRM, Microsoft Office SharePoint Portal Server (MOSS), Adobe Flex, Great Plains etc.

# Business Focus

## □ **Infrastructure & Manpower Scalability**

- Fully equipped and secure operational development centre in New Delhi and Patna, India.
- Flexibility to scale up or down, according to your needs.
- On-the-fly manpower recruitment capabilities to enhance and ramp up existing teams.
- Latest Intel Pentium Dual Core machines
- Dedicated Windows 2003 servers to host the demo for the during development phases

# Business Focus



## □ **Technology Features**

- Fully Internet-enabled development centre with 2 Mbps leased optic-fibre connectivity.
- Multi-rack server with Pentium-IV, Power PC workstations.
- Video conferencing facility to discuss crucial project issues.
- Offshore development, maintenance, and technical support capability 24 hours a day, 7 days a week, 365 days a year.

# Business Focus



- **Manpower Selection and Allocation**

- Strong recruitment capability.
- Mapping of major talent resources in India.
- Constantly growing manpower database.
- Reduced turnover rates.

# Business Focus

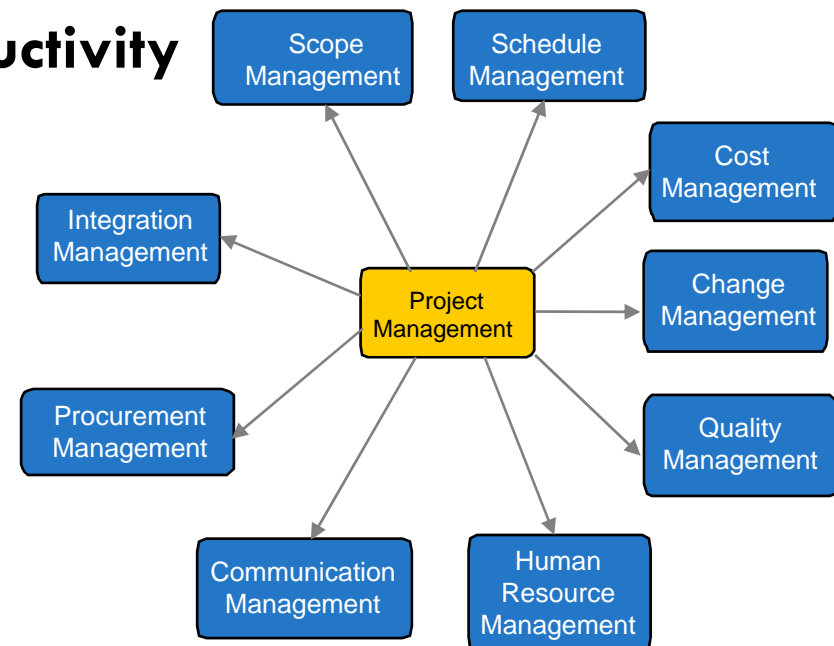


- **Ability to Serve Globally**

- Facility and expertise in serving clients globally.
- Alliance partners to service any onshore requirements.
- Operational contact centre available around the clock.

# Project Management Practices

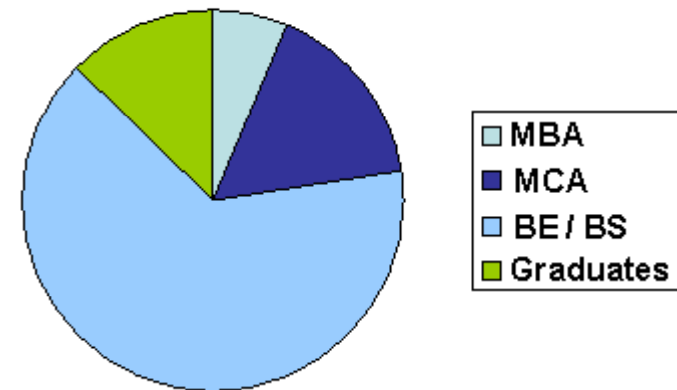
- **Metrics driven project management**
- **Knowledge Acquisition Process (KAP)**
  - Client & End-User involvement in Requirements stage
- **Change Request Process**
- **Usage of tools to improve productivity**



# Our Team

- **Uniquely strong combination of knowledge and experience.**
  - 200 Man Years Experience
- **Industry-certified and highly qualified people from best universities and institutions**
  - Microsoft and SUN certifications
- **Well-structured team providing increased resource bandwidth**

Education background distributions



# Solution Framework



# Offshore Product Services

- **Aim to bring software products to market faster and more cost effectively**
  - Product Development
    - Shrink Wrapped Product Development
    - Development and delivery of specialized components
  - 24/7 remote product support and enhancement
  - Product Testing
  - Product Maintenance
    - Service level agreement and key performance indicators
- **Critical Success Factors**
  - Product-savvy development talent
  - Component driven approach to design
  - Investments in product development centric tools

# A Successful Relationship - Case Study

## SMART TUITION



- ▣ 4 Years of sustained, growing relationship
- ▣ Delivery partner in all service areas
- ▣ Dedicated team of 10+ engineers
- ▣ **Critical success factors**
  - Defined and managed Outsourcing Strategy
  - Mix of effort from New Development to Maintenance
  - Long term commitment

“**METAOPTION and its employees deliver us high-end application development on-time and on-budget. Their commitments to our specific needs are unparalleled in 10 years of working with such providers. They deliver impressive code which runs straight out-of-the-box and the METAOPTION team does not exhibit any of the usually anticipated concerns associated with remote development. Their turn around time is excellent and we look forward to continue working with them.**”

**Andrew Goldberger**

**President, SMART LLC**

[www.smarttuition.com](http://www.smarttuition.com)

# Partial Client List



Paper|Thin



Punctuate Systems, Inc.



# Partners

- Adobe Solution Partner



- Quark Authorized XTensions Developer



- Microsoft Gold Certified Partner



- Sun Partner



# Contact us



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