Corporate Profile

October 2005
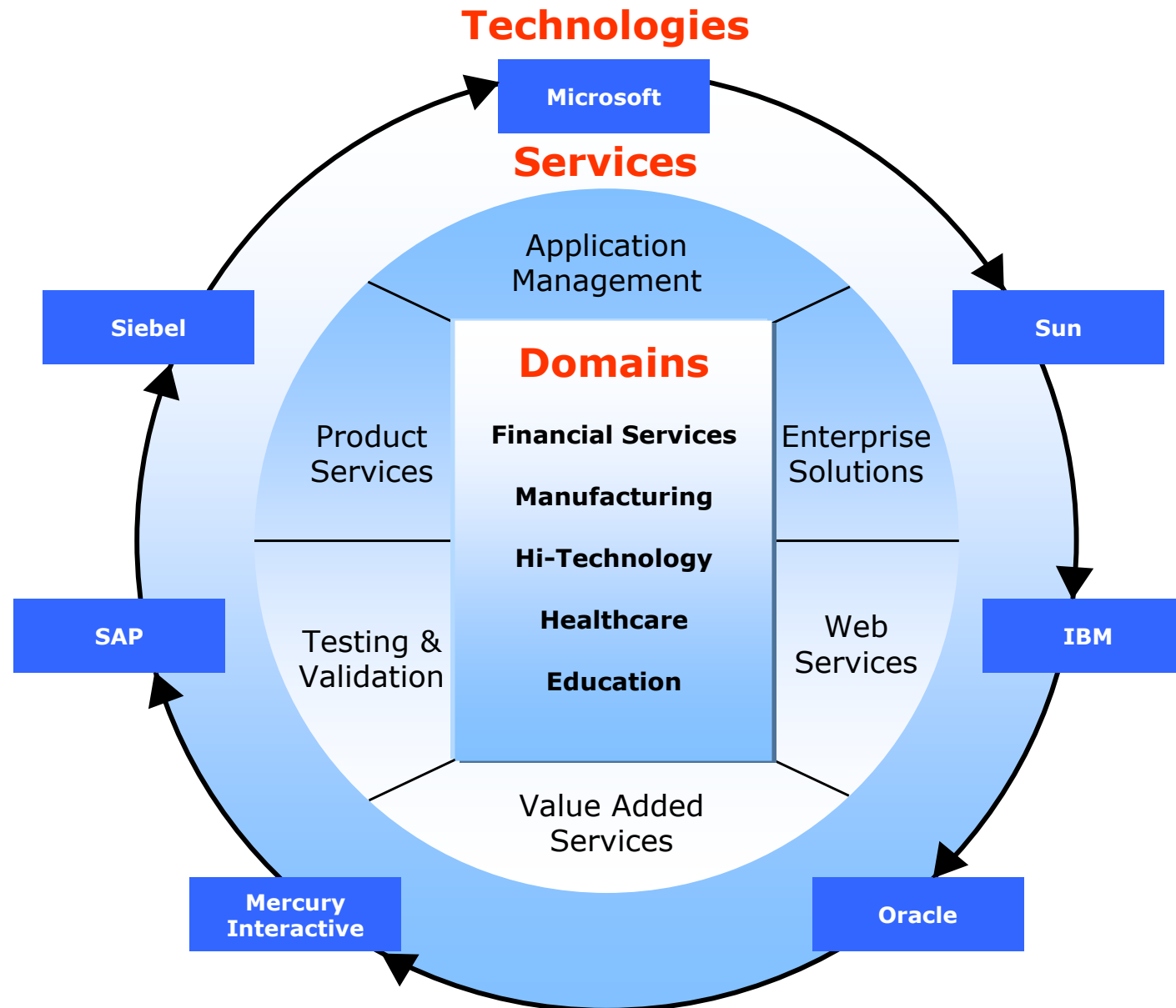
quintegra
solutions

The best-value services provider

Company in a nutshell

❑ **Founded:**   1994

❑ **Business:**   Information Technology Services and Consulting

❑ **Public Listing:**   NSE, India

❑ **Headquarters:**   Chennai, India

❑ **Global Presence:**   India, UK, USA

❑ **Employees:**   300+

❑ **Quality Processes:**   SEI CMM Certified

❑ **Building Blocks:**   Visionary Leadership

Customer-Centricity

Total-cost Advantage

Service Practice Groups

Commitment to Quality and Excellence
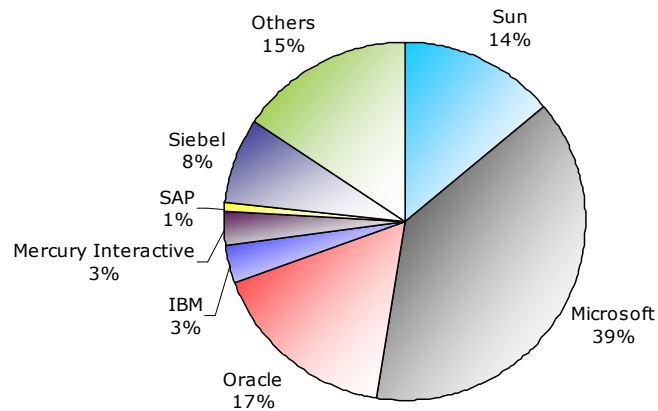
Strong Skill Pool and Resource Management Practices

Services Portfolio

Technologies

Services

Domains

Microsoft

Siebel

Sun

SAP

IBM

Mercury Interactive

Oracle

Application Management

Product Services

Enterprise Solutions

Testing & Validation

Web Services

Value Added Services

Financial Services

Manufacturing
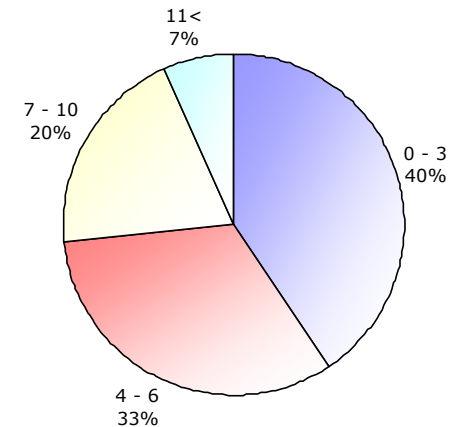
Hi-Technology

Healthcare

Education

Quintegra's Asset – Our People

Skills Classification – Prime Technology

- Others 15%
- Sun 14%
- Siebel 8%
- SAP 1%
- Mercury Interactive 3%
- IBM 3%
- Oracle 17%
- Microsoft 39%

Experience-wise Distribution (in yrs)

- 11< 7%
- 7 - 10 20%
- 0 - 3 40%
- 4 - 6 33%

Skills Classification – Nature of Project

- Legacy 1%
- Others 27%
- Web Technology 40%
- Enterprise Applications 9%
- Client Server 23%
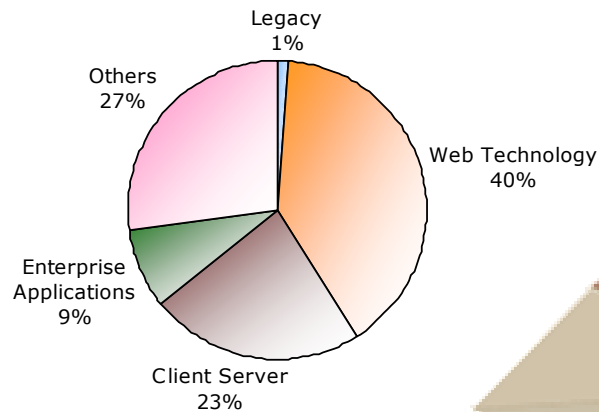
Education-wise Distribution

- Post-graduates 26%
- Engineers 38%
- Graduates 36%

DEDICATION To CLIENTS BUSINESS

DEDICATION to TECHNOLOGY AND PROBLEM SOLVING

DEDICATION TOWARDS WORK
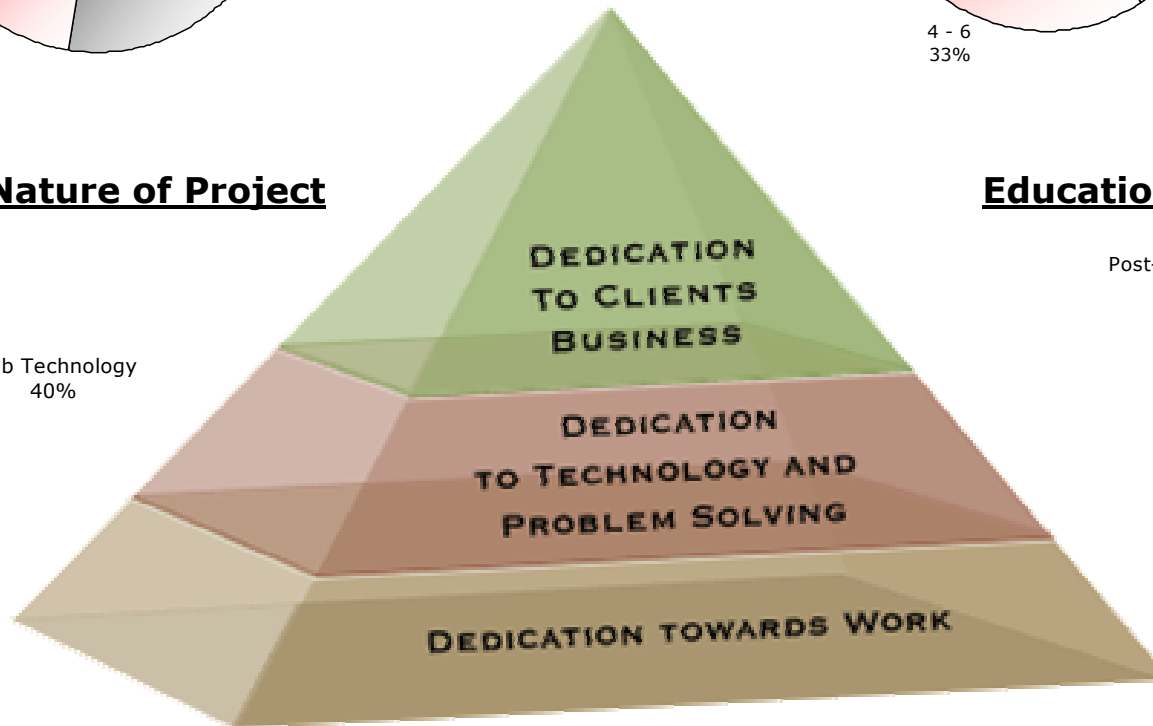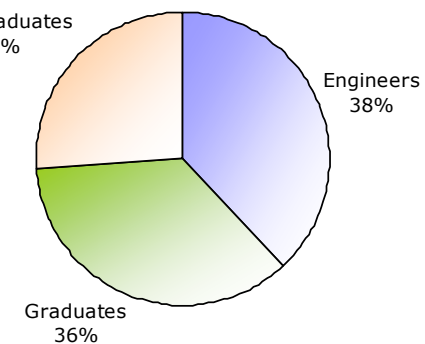
Corporate Values

Customer Centricity
An unwavering focus on client delight

- Fostering closer relationships with customers to provide effective and efficient IT services
- Understanding and anticipating customers' needs, and then exceeding their expectations
- Seeking new ways to deliver extraordinary customer service
- Being agile and adaptive; using customer feedback to create fast and innovative solutions

Process Ownership
The driver of accountability and sustained success

- Aligning efforts to outcomes
- Taking ownership
- Persevering to the end until a favorable outcome has been achieved
- Sustaining and evolving operational results

Passion
Rapid growth through ambition, energy and initiative

- Taking pride in our work, and going the extra mile to ensure that we deliver excellent service in all that we do
- Committing to see a project through from beginning to end
- Being self-motivated and proactive
- Having the enthusiasm and energy to motivate others to perform

Teamwork
Synergizing individual efforts for greater results

- Putting organization interests above self
- Creating an environment where everyone feels free to speak up
- Streamlining decision-making; simplifying processes and empowering people
- Showing care and mutual respect for others' views
- Sharing responsibilities and rewards; achieving results together

Expertise
Continuously developing and applying market insight

- Building our strength on functional knowledge and being recognized as the authority in what we do
- Translating knowledge into business opportunity
- Never stop learning
- Imparting knowledge and training others

Transparency
Wealth creation through fairness and control mechanisms

- Complete, fair and timely disclosure of financial reports
- Understanding and providing sufficient information for various market participants
- Exploring innovative ways for providing information any time, any where
- Being sensitive to stakeholders expectations

Client Track Record

Quintegra's management team comes with extensive experience at large IT services and product firms with a proven track record of building and managing large offshore teams

Here's what some of our clients have to say about us:

"What sets Quintegra and its people apart is a highly focused and efficient methodology that never fails to deliver; in-time and within-budget."

- CIO of one of the world's largest insurance product companies

"Quintegra provided us with innovative solutions to our demanding requirements, while giving us enough flexibility and scalability to achieve our mid and long term targets."

- VP of a leading investment firm

"At the end of your day, you get done what needed to get done and it is absolutely impressive. I could not be more proud of what you were all able to accomplish here with all of the roadblocks that have been encountered along the way. Thanks again for your outstanding efforts."

- Project Manager of the world's recognized leader in communications

"I think your team has done a truly remarkable job. You have overcome so many obstacles, in such a short period of time, and become a highly efficient, inter-continental team!"
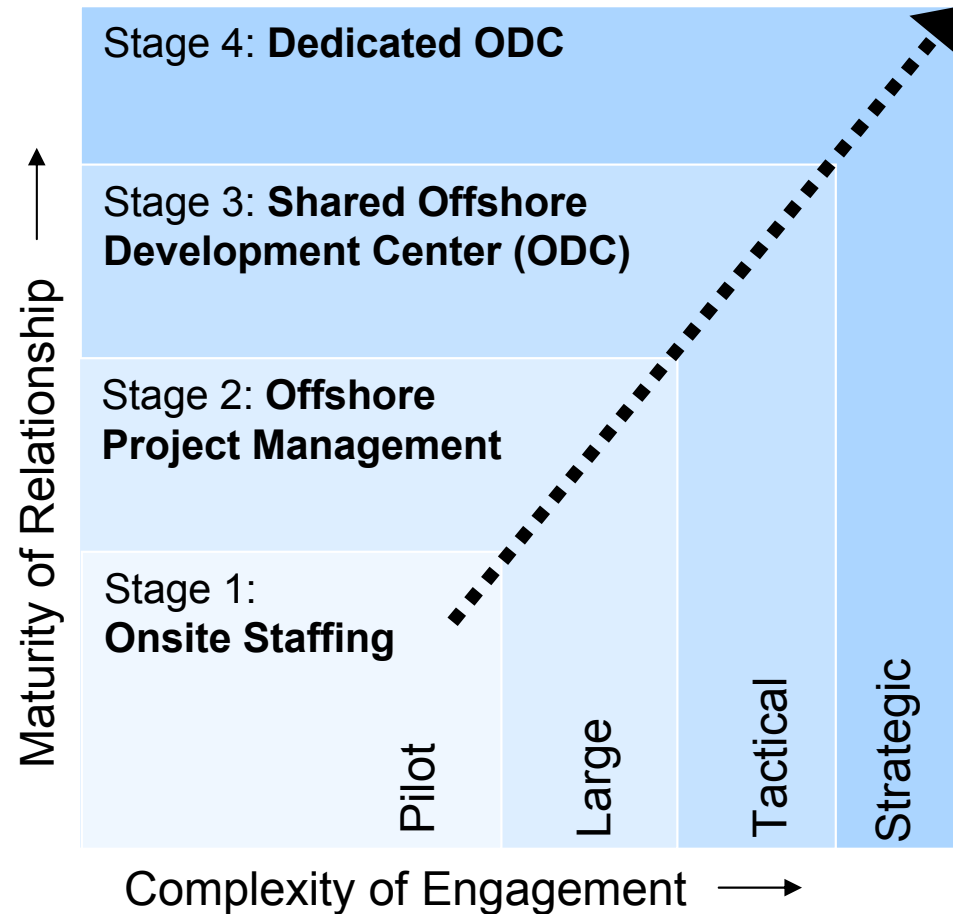
- Development Manager of the leading provider of telecommunication software solutions

Clients back their words with deeds – repeat business averages 85%

Business Models

❑ **Dedicated ODC** – Dedicated offshore resources that act as virtual extensions of clients' own development teams and exclusive development facility for critical projects / product co-development

❑ **Shared Offshore Development Center (ODC)** – Project-based offshore execution which combines fast time to start, convenient terms, and simple scalability

❑ **Offshore Project Management** – Greater degree of offshore execution with onsite presence for implementation, support and co-ordination

❑ **Pilot Project** (Proof of Concept) - e.g. onsite staffing with minimal offshore support

Stage 4: **Dedicated ODC**

Stage 3: **Shared Offshore Development Center (ODC)**

Stage 2: **Offshore Project Management**

Stage 1: **Onsite Staffing**

Maturity of Relationship →

Pilot Large Tactical Strategic

Complexity of Engagement ⟶

Clients can work through flexible engagement / business models with Quintegra and be assured of greater value as the relationship progresses through each stage
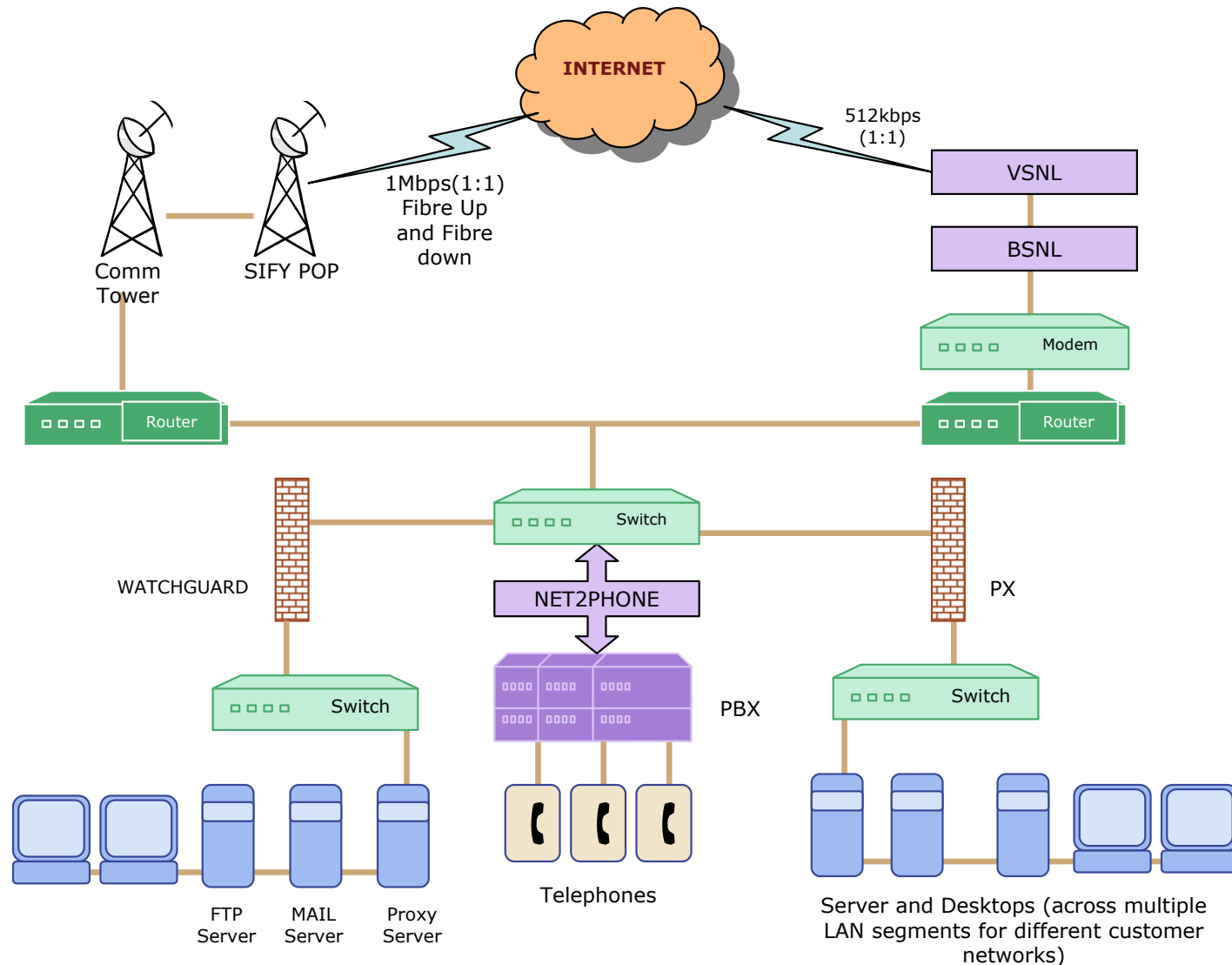
ODC Approach

- ❑ Allocation of expert resources towards solving specific client needs at the offshore base
- ❑ ODC model is comprised on the ODC head, project managers, developers, and an additional unit of complimentary function experts
- ❑ Timely ramp up/down of resources as per clients' requirements
- ❑ Typical project engagement
    - ❑ Types of services
    - ❑ Service execution process flow
- ❑ Typical development/maintenance/enhancement engagement
    - ❑ Requirements elicitation
    - ❑ Execution
    - ❑ Build and release management
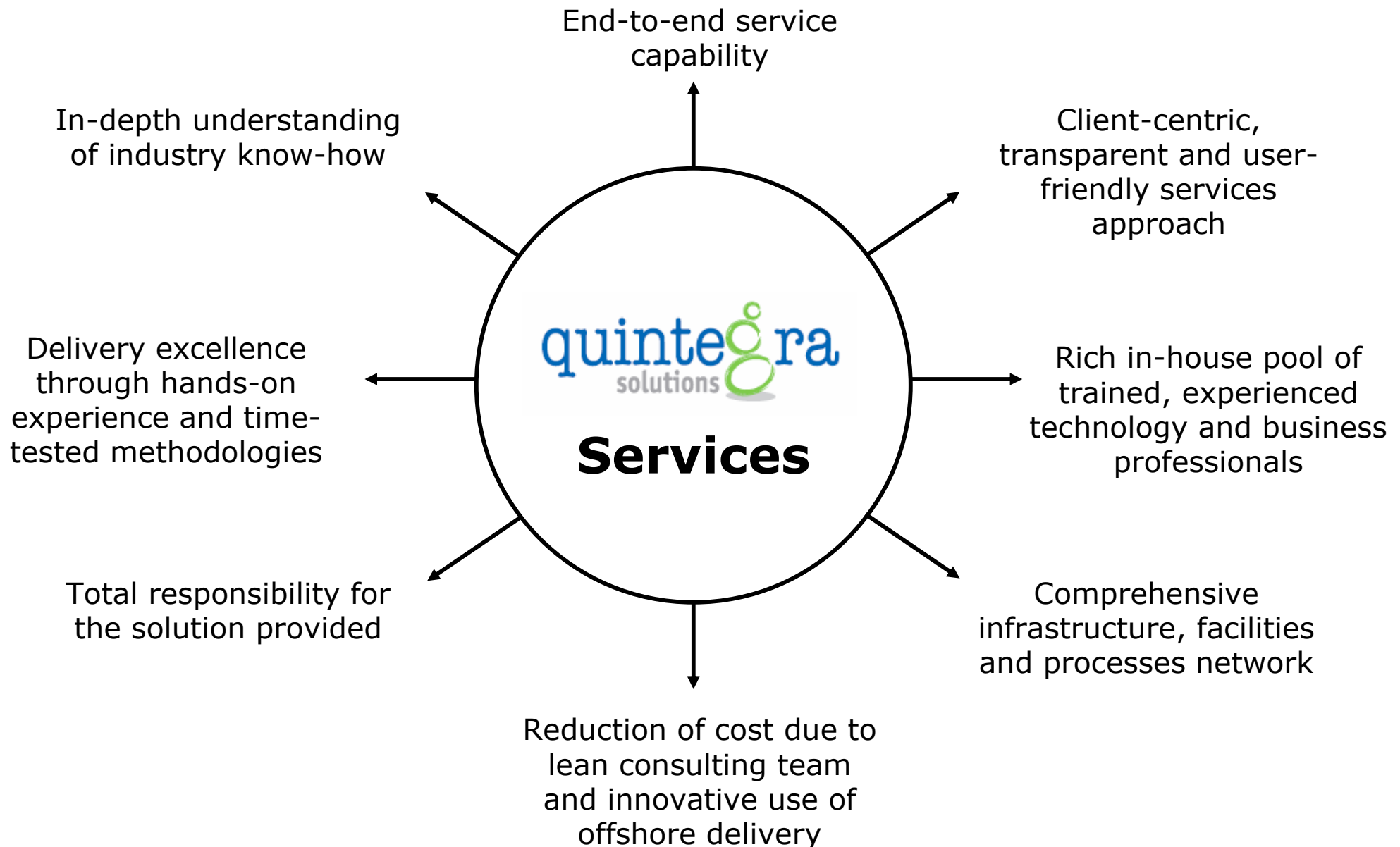- ❑ Transitioning deliverables to the onsite team

Client Motivation: **An engagement approach which is more amenable to off-shoring with fast resource ramp up/down, exclusivity of skilled resources and lower total cost of ownership**

Information Technology Network

❑ State-of-the-art development centers in Chennai and Bangalore capable of executing large and mission critical assignments

❑ Redundant networks and remote data storage for fail-proofing and business continuity

INTERNET

512kbps (1:1)

1Mbps(1:1) Fibre Up and Fibre down

Comm Tower

SIFY POP

VSNL

BSNL

Modem

Router

Router

Switch

WATCHGUARD

NET2PHONE

PX

Switch

PBX

Switch

FTP Server   MAIL Server   Proxy Server

Telephones

Server and Desktops (across multiple LAN segments for different customer networks)

End-to-end service capability

In-depth understanding of industry know-how

Client-centric, transparent and user-friendly services approach

Delivery excellence through hands-on experience and time-tested methodologies

quintegra solutions

Services

Rich in-house pool of trained, experienced technology and business professionals

Total responsibility for the solution provided

Comprehensive infrastructure, facilities and processes network

Reduction of cost due to lean consulting team and innovative use of offshore delivery

Thank You

The rich experience of a decade in providing value-based software solutions...

The dedication, reliability, knowledge and imagination of over 300 resources...

The capability of delivering efficient business solutions for focused verticals...

The global infrastructure and processes delivering results in a transparent manner...

The company where every moment is a relentless pursuit towards perfection...

Quintegra Solutions

The best-value service provider