Global Consulting Services Offshore Delivery Center India

GET THERE FASTER WITH THE SAME HIGH QUALITY SERVICES, NOW AVAILABLE OFFSHORE!

Global Consulting Services (GCS) India is Software AG's strategic outsourcing arm for all webMethods programs and projects. Our goal is to be the preferred outsourcing partner for all webMethods platform solutions. We are located in Bangalore, India, the high-tech outsourcing destination of choice for companies worldwide. Incorporated in 2005, we are currently 70 people strong, with plans to grow to a 200-person team by 2011.

Offshore webMethods Service Offerings

We proudly specialize in solution delivery using the webMethods platform, and provide end-to-end solutions in the following service areas:

- Consulting—Architecture, Performance Tuning, Best Practices and SOA Governance

- Platform Migrations & Product Upgrades

- Application Development—ESB, CAF, BPM Development and SOA Governance

- Application Maintenance, Support and Evolution Services

- Training and Enablement Services

Success Stories: Over the past 5 years, we have built an impressive list of success stories working with customers in all parts of the world.

SERVICE OFFERING	SUCCESS STORIES
Consulting	• Complete setup of highly available webMethods infrastructure, implementation of best practices, architecture review and performance tuning guidelines for a major telecom provider in Egypt • Architecture and implementation of logistics & billing processes in SAP ERP using webMethods BPMS suite at a large semiconductor manufacturer in France
Migration	• Major upgrade and re-architecture of large infrastructure project for a telecom provider in UK • Major upgrade and ownership of end-to-end delivery for a large bank in Singapore
Application Development	• Major BPMS initiative to implement multiple critical projects simultaneously for a global bank from dedicated Offshore Delivery Center • BPM/CAF implementations for a leading movie distributor in North America • Major Integration and SOA Governance implementation for a Global technology sales & marketing firm in North America
Maintenance and Support	• Support & maintenance of applications/servers of B2B implementation for a networking solution provider in North America • Support services for Software AG internal webMethods applications handling critical business functions
Training and Enablement	• Delivery of trainings as part of Global Education Services in Asia Pacific region • Enhancement of webMethods skills at customer captive center in India for a large glass manufacturer

Key Differentiators

Our hiring practices, people management philosophies, global delivery models and offshore software delivery practices are all designed to provide customers with a superior offshore experience. Instead of aiming solely at providing the lowest unit cost, we deliver value through a combination of great people collaborating with global GCS teams, and a disciplined approach to software delivery that uses the best practices we have learned over many years of offshore software delivery. Here are some of the unique advantages that GCS India provides:

a. **Product focus:** Our exclusive focus on the webMethods product suite has enabled us to develop what is perhaps the best concentration of webMethods expertise in the offshore industry. We supplement our expertise with non-webMethods skill sets from our partners, thereby providing you with full end-to-end solutions.

b. **Our People:** We excel in hiring and developing people with the best webMethods expertise. Our rigorous 6-step hiring process ensures that we hire only the best. Our emphasis on continuous training has resulted in 90% of our consultants being certified in one or more webMethods components. And our internal open culture, transparency and participative management practices encourage and train our consultants to bring their best ideas and innovation to customer engagements.

c. **Global collaboration:** Our global resourcing model ensures that you have access to key global resources during every phase of your engagement with Software AG. Our knowledge management systems facilitate the easy

sharing of knowledge between all of our global consultants. Our access to Software AG's Bangalore-based webMethods R&D organization ensures that we can leverage their expertise to address any technical challenge that we may encounter during the project lifecycle, and provides us the opportunity to be well versed with the latest features of the entire webMethods product suite.

d. **Best practices and methodology:** Our best practices and offshore delivery methodology is the result of decades of combined experience that mitigates the risks of offshore delivery. Our project management practices ensure that customers have excellent visibility into the actual status of their projects and our communication practices ensure the robustness of onshore-offshore collaboration.

e. **Our customer commitment:** We excel in providing customized flexible engagement models, and our entire management team works with you in transparent partnership to ensure long-term mutual success. Our size and focus means that our customers have full access to our management team.

GCS India webMethods Competence Center

Our webMethods Competence Center in India provides technology leadership on the entire webMethods suite (EAI, BPM, CAF, BAM and SOA). In addition to supporting the global Competence Center in various high-value consulting assignments, this group of expert consultants provides architecture guidance and technical quality assurance, and ensures adoption of best practices in all of our customer engagements.

HIGHLIGHTS

- 90% of our consultants have one or more webMethods certifications

- Our attrition rate of 5% at GCS India over last year is significantly better than the local industry average of 15%

- Our global delivery model means customers have the optimum mix of onsite and offshore teams

- Our highly trained consultants have full access to Software AG's knowledge forums and competency groups

- We have unparalleled expertise in offshore software delivery methodologies

ABOUT SOFTWARE AG

Software AG is the global leader in Business Process Excellence. Our 40 years of innovation include the invention of the first high-performance transactional database, Adabas; the first business process analysis platform, ARIS; and the first B2B server and SOA-based integration platform, webMethods. We are unique in offering the world's only end-to-end—and easiest to use— business process management (BPM) solutions, with the lowest Total-Cost-of-Ownership.

Our industry-leading brands, ARIS, webMethods, Adabas, Natural and IDS Scheer Consulting, represent a unique portfolio for: process strategy, design, integration and control; SOA-based integration and data management; process-driven SAP implementation; and strategic process consulting and services. Our comprehensive software and services solutions allow companies to continuously achieve their business results faster.

Software AG—Get There Faster. ™

Global Consulting Services

Achieve your business goals faster with strong expertise for convincing results.