



# Technosoft Solutions

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Thanks for taking the time to download this document. In the sections that follow, we have provided basic information, about our company, for your consideration.

## 1. Introduction

Technosoft is an **ISO 9001:2000** certified company, a **Sun Microsystems Partner**, an **IBM Advanced Business Partner**, and a **Microsoft Certified Partner**. We have a passion for quality centric, process driven software development. We specialize in application design and development. Our goal is to provide cost effective scalable, easily maintainable and secure applications on time and within customer budget. We ensure that developed applications match customer vision and requirements. We focus on functional as well as non-functional properties of applications by using proven software engineering frameworks and techniques. With state-of-the-art communication facilities and infrastructure, our offshore centers work as a **virtual extension of our client's development environment**.

We guarantee quality of our output. **Excellent references** are available upon request.

Technosoft has immediately available resources for placement on your project. We offer following rates:

Type of Resource	Hourly Rate	Monthly Rate
Software Engineer	\$12.50	\$2,000
Senior Software Engineer	\$15.00	\$2,500
QA Engineer	\$12.50	\$2,000
Senior QAE/Team Lead	\$15.00	\$2,500
Software Development Manager	\$25.00	N.A.
US. Project Manager	\$65.00	N.A.

Please call us to discuss all your software development needs. We guarantee that you will be amazed with the results:

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Data Management Solutions  
Business Process and Integration





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## 2. Summary of Qualifications

### 2.1 Overview

Technosoft Solutions Inc. is a leading offshore software-outsourcing provider based in Connecticut. Since 2002, Technosoft has been providing software development services to many clients based in US and Canada. It is a young and agile company with big aims and broader vision. The delivery models are adjusted such that we become an extension to our customers business. As a result of this ability to mould our style of working we are working on many re-engineering and maintenance projects, in addition to the classical software development projects.

US Office mainly comprises of a team of business analysts who are skilled in gathering client requirements and translating them into system level functional specifications. The off-shore office has resources with diverse skills like management, software architecture, software design, development and testing. Experts of each area excel in their specific fields and cross-functional teams are created for client projects looking at project requirements. On-shore and off-shore team are well-connected and they use latest technologies to communicate different client needs/project dynamics. The right mix of on-shore and off-shore services gives Technosoft the unique ability to offer very attractive rates to its customers without any compromise on quality.

Technosoft development follows all best practices of software engineering. Our focus is on documentation, process, ease of use, ease of deployment, frequent and effective communication, effective technical project management and extreme focus on skill set. Being an ISO certified company we have templates available for different artifacts that are to be produced at different stages of project life cycle. Artifacts produced at different stages are inspected and reviewed.

Our team of Architects/Designers with many years of development experience in java and .NET technologies is skilled at creating scalable, efficient and reliable system architectures. This team has very good understanding of different architectural patterns and has extensive experience designing, developing and implementing n-tiered application architecture.

Technosoft Software Development Teams are geared towards timely and quality delivery. Development teams strive to produce software utilizing known best practices. Development teams strongly believe in producing quality outcome. The focus is more on bug prevention as we develop rather than bug detection after software is written. Thus quality, at Technosoft, is every developer's responsibility.

Our quality driven company has a very highly qualified



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QA, Quality Assurance, department. QA department conducts manual and automated testing. These tests cover all types of functional and regression testing. QA department is involved in projects from day one of the project. They start developing test cases as Development department gathers requirements, to make sure that requirements are tested correctly. Quality plan is developed before coding starts. QA department does not strive for just conformance to requirements. They make sure that all the requirements are actually what end users really need/want. They also make sure that all non-functional attributes are given proper attention.

SPI, Software Process Improvement, department ensures that we are constantly working and improving our processes. This department also ensures that all the teams adhere to quality standards and processes.

## **2.2 Experience**

Technosoft has many years experience of working in the healthcare domain. Our analysts are well versed in health care standards like HL7, HIPAA, Rehab, and Scheduling. We have delivered projects using technologies like J2EE, Java, Struts, SQL Server, Crystal, Domino Web Conversion, and VB.

### **J2EE**

On the J2EE front, we have successfully developed and deployed Java, Struts, Tapestry, Java Server Faces (JSF), Hibernate, Spring projects. We have Sun Certified Java Architect and Programmers. Technosoft offers one of the best quality J2EE development services in the market on a very reasonable price.

### **.NET**

We also have expertise in .net technologies. We have delivered VB.net, C#, asp.net projects successfully. Our Microsoft tent consists of Microsoft Certified Solution Developers (MCS D) and Microsoft Certified Professionals (MCP).

### **SQL**

We have solid relational database design and development background in SQL Server and Oracle. We provide expert relational database design services to some of the offshore software companies as well. We have Oracle Certified Application Developers (OCP/OCAD) and Microsoft Certified Professional (MCP SQL Server) in staff.

### **REPORTING**

Building on top of the relational expertise, we also provide Crystal Reports development services.



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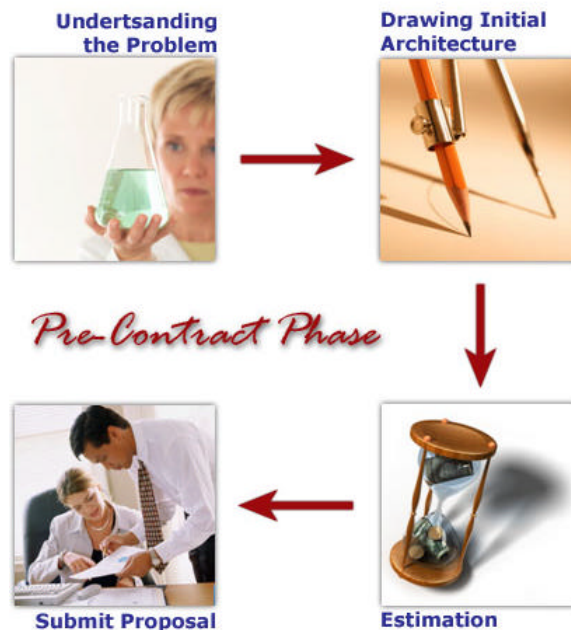
## 3. Project Approach

### 3.1 General Approach

Project related activities at Technosoft falls into three major phases i.e. the pre-contract phase, post contract phase and the post delivery phase (maintenance).

#### 3.1.1 Pre-contract Phase:

A typical project at Technosoft starts with project scoping. In a nutshell scoping includes understanding business needs, system characteristics, project boundaries and acceptance criteria. After basic system understanding is complete we draw an initial Architecture of the system to visualize the eventual product. This initial architecture includes high level technology and framework decisions and helps us in proceeding with the next phase which is estimation. At Technosoft estimation is done using accepted industry techniques like FP, SKLOC and Cocomo II. Elaborate estimation templates are internally developed at Technosoft which have helped us perform estimation in a more scientific and repeatable manner. Estimation processes involves size, cost and schedule estimates. FP or KLOC are used for size estimation while Cocomo II is used for transforming this size into effort. Effort is then translated into schedule looking at the resources available and other constraints. Now we are ready to create the proposal document using Technosoft Proposal Template.



**Pre-Contract Phase**



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## 3.1.2 Post Contract Phase:

After the contract is signed a team of Business Analysts, Architects, Designers or Managers is formed. Looking at the project nature, quality requirements, usability requirements, technical challenges and other related factors this team will first establish an appropriate development life-cycle for the project. Project life-cycle can be either one of the following or a derivative of it:

1. Sequential Lifecycle Models
  - a. Waterfall Model
  - b. V Model
2. Progressive Lifecycle Models
  - a. Iterative
  - b. Incremental Prototyping
  - c. Spiral

For the HRS system the Overlapping Waterfall model seems to be the right lifecycle model. After the selection of life-cycle an elaborate project plan is created and distributed among all stake-holders for review. Plan is finalized after all parties agree on the project timelines. Tasks are decomposed and WBS is created in this phase. Task dependencies are identified and critical path is determined.

Now we are ready to start analysis, design, development and testing activities. Following is the sequence of these activities:

1. Analysis
2. Design
3. Development
4. Testing.

Each of the above activities will be planned and executed. As in the typical waterfall model an elaborate analysis and design phase will be completed before development. In progressive development models the analysis and design activity is done to a specific point and rest is left for the next iteration or increment. Technosoft is open to any and all type of development life-cycles models depending upon project needs but we usually use overlapping waterfall model in routine projects where we are familiar with business domain, technology and we want to offer competitive fixed price.



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In the Analysis phase we use the latest Requirements Engineering techniques to understand functional and non-functional requirements. We prefer having JAD sessions with the client in this phase to create a complete, unambiguous, concise and testable set of requirements. These requirements are then properly managed to track and trace all changes.

In design phase we focus on creating a solution using industry best practices. We extensively use the standard design patterns to solve problems. We focus on latest frameworks and technologies to make the applications compatible to future needs ensuring that it doesn't become obsolete very soon. Application design also caters for ease of maintenance, performance, scalability, security and other important design related attributes. Design is always reviewed to resolve issues at the earliest and not letting design issues ooze to the development phase.

Development team works as per our coding standards to develop very high quality code. Code reviews and spot audits are conducted to ensure that the quality of code is superior. Developers are trained to unit test their code comprehensively ensuring minimum leakage of defect to the testing phase. Wherever required we use Unit Testing Tools or create our own unit testing stubs.

Testing team starts understanding the system during the analysis and design phase. They create their test plans and test cases before the development work gets complete. They log defects in defect tracking tools to generate reports at the end of the project. They are trained on automated testing tools and have used tools successfully for regression testing.

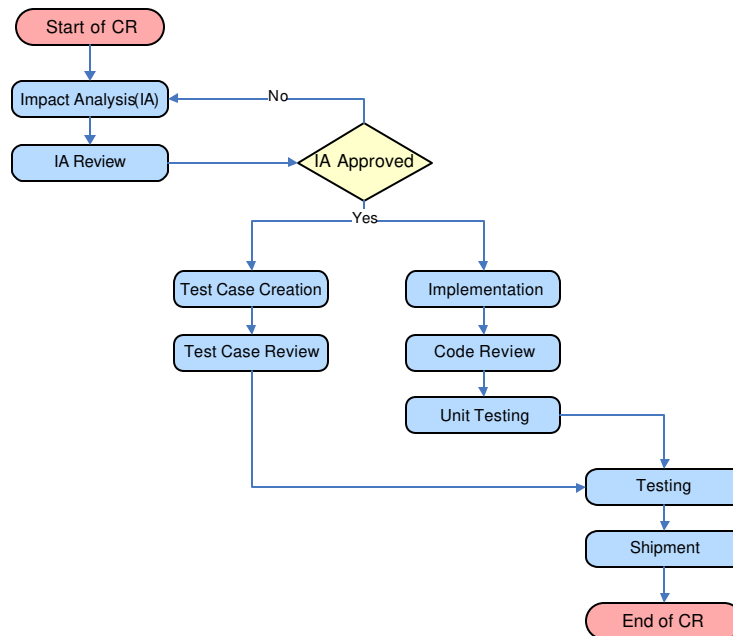


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## 3.1.3 Post Delivery Phase (maintenance):

Technosoft provides maintenance services after the launch of the system. We have a specialized team which excels in implementing change request on systems that are already in production. They work in accordance with the Service Level Agreements signed with the client against problems of different severity levels. They have implemented the process of Impact Analysis and Root Cause Analysis for problem identification and resolutions. They have the ability to maintain different versions of the systems through the use of elaborate SCM processes and tools. They ensure that baselines for different changes are properly identified and changes to code are properly monitored and controlled. Following is the basic flow of a change request.



**Maintenance SDLC**





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## 4. Technosoft FAQs

### What are the skill sets you provide?

Relational database design & development: SQL Server, Paradox, Access, Oracle.

Reporting: Crystal, Business Objects, and SQL Analysis Services.

J2EE: Java, Struts, Java Server Faces (JSF), Shale, Tapestry, Hibernate, Spring, JDBC, Beans, Applets.

.Net and Microsoft Technologies: VB.NET, VB6, C#, ASP.NET, COM/DCOM, MTS, Web Services, Excel Programming.

Others: Lotus Domino, WebSphere, Weblogic, LEI, TIBCO.

### What is your rate structure?

Average Technosoft engagements require 80-95% offshore development charges and 5-20% onsite charges. Offshore charges range from \$15/hour to \$40/hour. On site charges range from \$35-\$100/hour. Technosoft can provide fixed cost, time and material estimates as well as can setup a complete back office. In back office setup, client pays a low monthly fee for the number of resources hired offshore.

### What services do you provide? What are your programming specialties?

- Custom Software Development.
- Reverse Engineering & Technology Migration.
- Database Design & Development.
- Business Automation.
- Structured Software Maintenance Services.
- HIPAA Compliant Application Design.
- Requirement Analysis & Software Requirement Specification Development.
- Reports & Data Warehouse Development.

Specialty: Java/J2EE, .Net, VB6, Domino, SQL, Oracle, Crystal

### What are your qualifications? What professional certifications do you have?

IBM Advanced Business Partner

Microsoft Certified Partners

Sun Associate Partner

Certified under ISO 9001:2000 Quality Management System Standard

Employees Hold Following Certifications:

Oracle Certified Application Developer



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Microsoft Certified Solution Developer  
Sun Java Certified Programmer/Architect  
Principal Lotus Certified Professional  
HIMMS Certified in Healthcare Security

## How do you charge for your services?

We accept check, money order, approved company purchase order (PO), wire transfer, Pay Pal and all major credit cards through Pay Pal.

## Why should we use you for our programming needs?

- A: Offshore Advantage: Availability of hard to find resources at affordable price.
- B: Software Development following Software Engineering Principals.
- C: Highly Skilled Resources.
- D: Dedicated QA Department with ability to create manual & automated tests. Functional & Load Testing.
- E: Focus on Process, Quality & Communication Clarity.
- F: Passion for Software Development.

Please call us to discuss your software development needs. We guarantee that you will be amazed with the results:

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