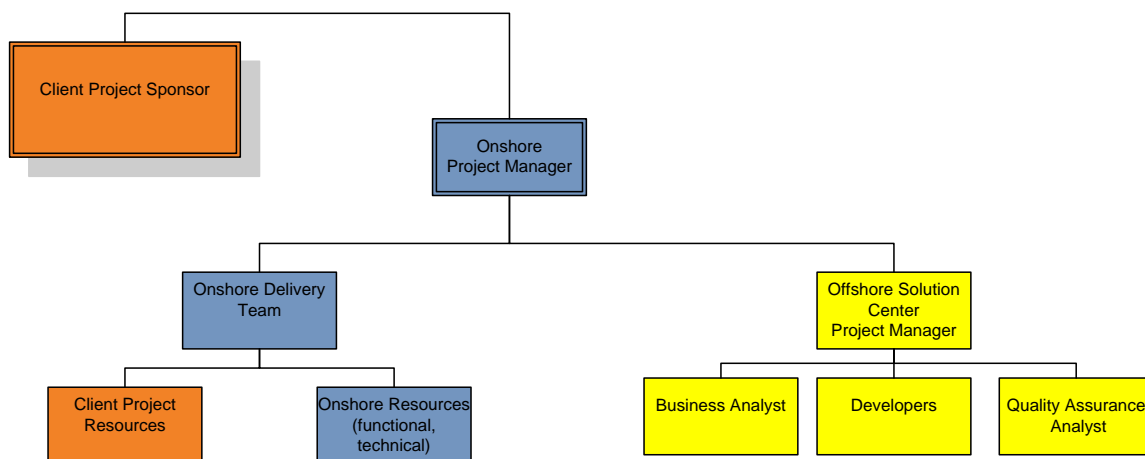


Distributed IT Delivery Team Solution Model

A “win-win” formula for clients leveraging the benefits of local client facing consultants and the flexibility and cost effectiveness of an offshore model.



*Orange – Client Team

* Blue – Onshore Team (client facing team)

*Yellow – Offshore Solution Center Team

Brief Overview

The Proven Method offers the value and speed of distributed IT delivery team solution model for local Atlanta business. The distributed delivery solution model is an IT project delivery model that assembles project teams of local, senior consultants with business specific knowledge and project management skills in combination with offshore IT delivery resources. The Proven Method organizes the right mix of onshore / offshore / client resourcing to deliver project solutions at best value and lowest project risk. The client facing team project manager manages the offshore solution center team ensuring optimal use resources throughout the project life cycle. Customers are assured project accountability with local Atlanta management presence by The Proven Method.

Customer Value Proposition

- Gain the advantage of local Project Management: project accountability, project reporting, cost management
- Gain the advantage of local Customer facing consultants who have specific industry expertise: requirements gathering and solution design
- Gain the advantages of offshore IT resources: cost, resource scaling, 24x7 delivery
- Gain the experience to The Proven Method's proven project management methodology – optimize the use of the distributed delivery team
- Gain the advantage of The Proven Method's local Atlanta based management accountability

Realizing the Value of Distributed IT Delivery

IT executives are always experiencing the challenges to do more with less – more so than ever into today's economy. You have read the trade rags and received unsolicited emails with offers for offshore IT resources in the \$18-30/hr rate range. These rates are enticing; BUT, you question, how can I ever entrust my project to an untested partnership that operates on the other side of the world in many time zones apart? How will my development policies and procedures work with this offshore team? How can I ensure my team will work effectively with the offshore team – will they communicate effectively?

The Proven Method overcomes the challenges and risks of offshore delivery models by providing the distributed IT delivery team solution model. Our solution model includes onshore (client facing) resourcing, project management methodology and offshore solution center resourcing that ensures you realize the value of distributed IT delivery. The Proven Method client facing resources are staffed having a strong understanding of your business, technical and IT project management disciplines. The onshore resource team frames up your business requirement, designs the technical solution and organizes the resulting work that best leverages the distributed delivery solution model for you.

A company trying to leverage the value of offshore project delivery can walk into a number of challenges that ultimately jeopardize project success. But, when a distributed IT delivery model functions at a high performing level, a company will achieve significant benefits and develop competitive advantages. The Proven Method solution model mitigates these risks for you and focuses on optimizing the use of the distributed IT delivery team.

The Proven Method distributed delivery team works in a hybrid waterfall / agile delivery model. Our Quality Management Program (QMP) includes development artifacts that are generated from traditional waterfall methodology projects. System development / testing units are typically organized into monthly "agile" delivery cycles. Rapid, regular

delivery cycles that demonstrate incremental project progress and business value allow you to quickly and regularly validate the delivery model.

Benefits of Distributed Delivery Development

Perform your project work where the work is most optimally performed – Requirements development and solution design are typically performed with the customer facing US consultants. The customer facing resources work closely with you to develop your system design. Development and Quality Assurance are great candidates for leveraging the solution center. Your project manager develops the plan to ensure you receive the best value from the delivery model.

Cost effectiveness – The distributed delivery team enables our clients to receive a blended rate that provides considerable cost savings compared to a pure US staffed project.

Best Practices – Our development staff is focused heavily on quality and continuous process improvement. The solution center operates at high levels of efficiency, predictability, and reliability. This ensures minimum error rate and rework. Our solution center is CMMI Level 3 certified and Microsoft Gold Certified.

Proven Methodology -- We have formulated tested processes that enable us to deliver best-in-class services to our clients. Our processes are designed to help our clients check project updates on a real-time basis, QA methodologies that enable us to deliver defect free service and project management tools that allow us to manage the projects effectively. To ensure the timely and quality delivery for high client satisfaction, we have implemented processes that monitor each stage of the development effort.

Around the clock delivery -- Work happens on a 24-hour basis with a distributed delivery team. Yesterday evening's problem actually gets converted to today morning's solution!

Communication – Our client facing resources are responsible for communicating with the offshore solution center.

Case Study

A Life Sciences Fortune 150 customer has been operating within the distributed delivery solution model since 2006. The solution for this customer is a custom Microsoft .Net application with Microsoft SQL Server database. The solution collects and normalizes data from 300+ trading partners and supports a monthly backend reporting architecture that delivers 1000+ reports monthly. The solution has been integrated with Microsoft SharePoint and leverages Microsoft business intelligence components.

The distributed delivery team delivers new functionality on a monthly “agile” schedule and supports the required “water fall” documentation artifacts required by a Fortune 150 customer. The distributed delivery team and our associated infrastructure meet and exceed the quality and security requirements demanded by this level customer.

The Fortune 150 customer has successfully received full IT lifecycle support for the application at a fraction of the cost of pure onshore staffing / resourcing.

Solution Offerings

- ✓ Microsoft .Net custom application development
- ✓ Java custom application development
- ✓ Testing and quality assurance
- ✓ Technology upgrades / uplifts: Oracle, Microsoft SharePoint, Microsoft SQL Server
- ✓ Legacy application support
- ✓ Conversion development and support

Wrap Up

The Proven Method has worked on hundreds of projects across multiple industries with companies ranging from an \$85 billion retail giant to a \$15 million telemarketing firm and just about every size firm and industry discipline in between.

Please contact The Proven Method to provide us the opportunity to understand your upcoming projects. The Distributed Delivery Solution Model provides you a new tool to deliver IT projects.