

Cordiant Corporate Profile

The Trusted Offshore Product Development Partner for
Independent Software Vendors Worldwide



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Corporate Snapshot

1.	Company	Cordiant Technologies (P) Limited., India Cordiant Technologies Inc, USA
2.	Corporate Vision	To develop into an internationally respected organization that provides world-class software solutions delivered by best-in-class people.
3.	Year Founded	1995
4.	Development Centers	International Tech Park, Chennai Kochi, Southern India
5.	Employees	120
6.	Certifications	ISO 9001:2000 Quality Certification for the Design, Development and Implementation of eBusiness Solutions. ISO 27001:2005 Certification for Information Security.






Services

Cordiant Technologies is dedicated to providing a complete range of offshore services for ISVs worldwide by leveraging an India-based offshore infrastructure.

Cordiant's broad range of services, spanning the entire product lifecycle, include, New Product Development, Product Advancement, Product Testing, Product Implementation, Product Maintenance, Product Documentation and Product Support.

Cordiant offers the following services through its 'Resource Lab for ISVs':

1. Research and Development - Core services to get ISV's software product development started. Includes Program Management, Architecture, Design, Development, Testing and QA.
2. Technical Services - Additional services to augment ISV's existing product development effort. Includes Deployment (Customization and Integration), Training, Technical Support, and Maintenance.
3. Sales and Marketing Services for ISV's high growth or legacy products. Includes Product Management, Sales and Marketing support services (Pre-Sales Support, Campaign Management, etc.).
4. Offshore Infrastructure Services - Basic services for setting up and operating ISV's offshore development center or subsidiary. Includes HR, Finance, Facilities, Legal, MIS, and Travel Management.

Services offered to ISVs in various stages of growth		
Startups	Established	Sunset
		
Technical/ Product Delivery <ul style="list-style-type: none"> Product Management Architecture & Design Product Development Testing & QA 	Technical/ Product Delivery <ul style="list-style-type: none"> Product Customization Core Product Enhancement Bug Fixing Product Versioning Product Differentiation Product Migration Testing & QA 	Technical/ Product Delivery <ul style="list-style-type: none"> R&D - Product Re-engineering Testing & QA
Implementation and Support <ul style="list-style-type: none"> Deployment Maintenance Technical Support 	Implementation and Support <ul style="list-style-type: none"> Product Implementation Deployment Maintenance Technical Support 	Implementation and Support <ul style="list-style-type: none"> Maintenance Technical Support
Offshore Infrastructure Services		Sales and Marketing Services
<ul style="list-style-type: none"> World-Class Infrastructure Communication Infrastructure Hardware and Software Licensing Information and Network Security Legal and Secretarial Support Knowledge Acquisition Team Building Training Travel Management 		<ul style="list-style-type: none"> Market Research, Pre-Sales Support, Campaign Management

Experience and Expertise

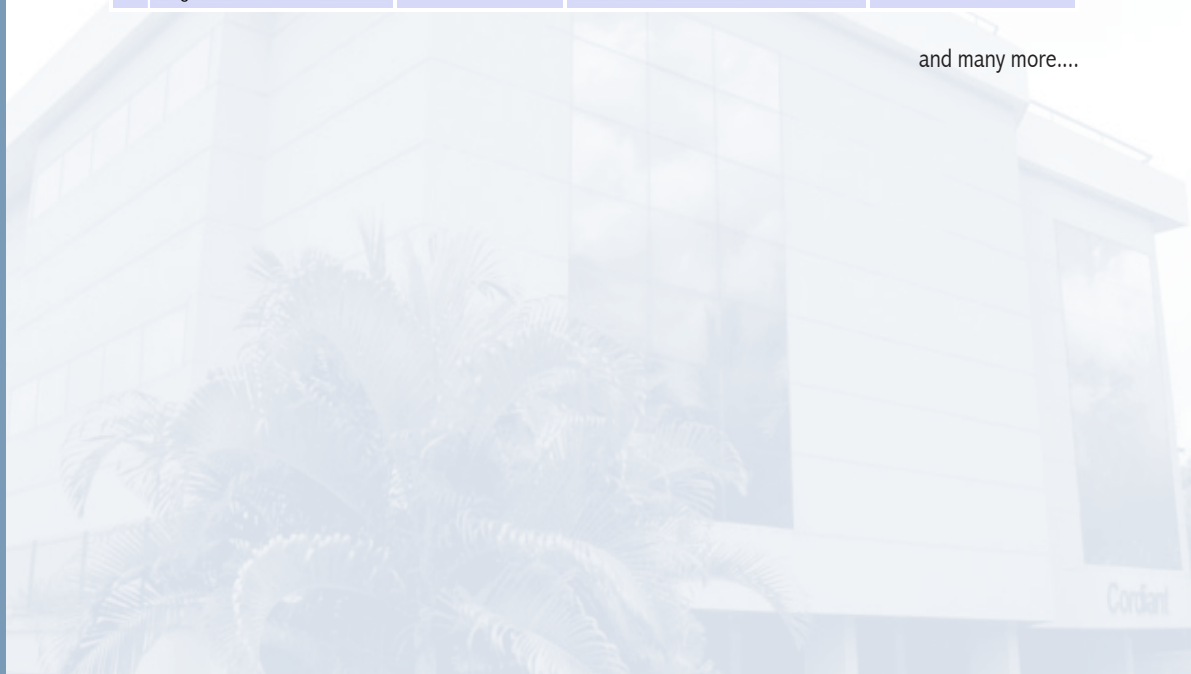
Cordiant has been working on enterprise applications for large corporations of which more than 40 are amongst the Fortune 500. The ability to satisfy the quality requirements of such large corporations endorses Cordiant's competencies on offshore product development.

Cordiant has developed applications for a number of clients in the UK and North America in several domains including Customer Relationship Management, Financial Services, Corporate Compliance - SOX, Travel and Leisure, Content Management, and Spend Management .

Table below depicts a few of Cordiant's engagements in the past:

	Client	Domain	Technologies Used	Service Offering
1.	Market leading Sarbanes Oxley Compliance vendor	Corporate Compliance	J2EE - EJB, JSP, Servlets, Struts, Web Services, SOAP, JUnit, CACTUS, WSAD 5.x, WebSphere Application Server, JBoss, DB2/Oracle, Windows/ Linux	Extended Development Center
2.	City Equities, a leading brokerage house in the United Kingdom	Financial Services	Microsoft .Net, MS SQL Server 2000, Internet Information Server 5.0, SQL Reporting Server	Co-Development
3.	A leading Independent Claim Handler	Insurance	Lotus Domino, Lotus Script, Lotus Formula Language, Java Script	Platform Migration
4.	TMA	Content Management	MDA RAD, IBM Rational RRD, J2EE, MYSQL, Apache Tomcat, Lucene Search, Linux	Platform Migration
5.	A leading Enterprise Software Vendor providing Business Accountability solutions	BPM	Surge CURL, Rich Internet Application, J2EE	Extended Development Center
6.	US based ISV providing Operational Risk Management Solutions	Risk Management	JMeter, Mercury QuickTest Professional, Oracle/ DB2, WebSphere/ Weblogic/ JBoss, Windows/ Linux	Software Testing Services
7.	US Based ISV working for a State Agency	Inventory Management	Microsoft .Net, JavaScript, MS SQL Server 2000, Internet Information Server 5.0, SQL Reporting Server	Product Reengineering
8.	Empowering Systems	CRM	Lotus Domino, Lotus Script, Lotus Formula Language, Java Script	Co-Development
9.	Silver Ski Holidays Ltd., one of the premier ski tour operators in the United Kingdom	Travel and Leisure	ASP.Net, VB.Net, C#, COM, SQL Server 2000, Microsoft Transaction Server, SQL Server 2000 Reporting Services, Microsoft.Net Framework	Product Development

and many more....



Value Proposition

Cordiant offers well established processes and practices coupled with best-in-class facilities, infrastructure and world class talent ensuring exceptional global delivery.

1. ISV Relationship Models: A best-fit relationship model is a critical success factor for any offshore engagement. Cordiant works hand-in-hand with customers to determine a model that best suits them and has the flexibility to make adjustments to that model to work it through a long-term relationship. Find more details at http://www.cordiant.com/relationship_models.aspx
2. Product Development Methodology: Cordiant Product Development Methodology is carefully crafted to give clients the competitive advantage of speed, cost and quality. The methodology embodies basic software engineering principles and Cordiant's experience in offshore product development. The phase-wise iterative model mitigates risks, provides balance in offshore and ISV teams, and establishes sequencing of various product milestones in the offshore product development. Find more details at: <http://www.cordiant.com/methodology.aspx>
3. Software Testing Assignment Models: Cordiant's understanding of remote delivery mechanisms and experience in working as an extended development center has resulted in the formulation of flexible assignment models. More details are available at: http://www.cordiant.com/assignment_models.aspx
4. Quality Management System (QMS): Cordiant is an ISO 9001:2000 certified company for the Design, Development and Implementation of eBusiness Solutions. Constant focus on quality and continual improvement has helped Cordiant in achieving a defined and measurable process paradigm. QMS provides comprehensive evidence to all customers, suppliers and employees of what specific controls are implemented to ensure product/ service quality. Find more details at: <http://www.cordiant.com/qms.aspx>
5. Intellectual Property Protection: Cordiant is committed to protecting our customer's Intellectual Property and recognizes that it is vital for sustaining a long-term relationship with customers. Cordiant have implemented measures to safe-guard the intellectual property associated with the work assignments undertaken by the development centers. Detailed listing of the measures is available in the following URL http://www.cordiant.com/ip_protection.aspx
6. Information Security Management System (ISMS): Cordiant recognizes that security and confidentiality are critical for offshore relationship. Cordiant has internally implemented an Information Security Management System certified on ISO 27001 standards. The practices we adopt for physical, data and network security is mentioned available in the following location: <http://www.cordiant.com/isms.aspx>
7. Best-in-class Infrastructure: Cordiant's best-in-class offshore development centers offer secure, robust and agile infrastructure for offshore product development services. Our network infrastructure, access controls, data security policies and disaster recovery / back-up policies comply with our Information Security Management System based on ISO 27001 standards. Our development centers in Kochi and the International Technology Park, Chennai demonstrate our commitment to invest in infrastructure. More details at <http://www.cordiant.com/infrastructure.aspx>



Success Stories

- 1 Please see below a case study, as published by Microsoft Corporation, of a successful application we developed using .net technology.

<http://www.microsoft.com/india/msdn/success/media4.aspx>



2. Currently, we are implementing a large Enterprise Application interfacing with London stock exchange settlement system - Crest, for a leading brokerage house based in the London Financial District.

"I was looking for an alternative to in-house development for our infrastructure systems. We were suffering from a skills shortage and a prohibitive wage bill. Cordiant helped us build first class quality software, developed for a fraction of the cost, in a fraction of the time. It is difficult to see how life could be better!"

Jason Rudland, Project manager, City Equities

3. CIO Magazine, Nov 15th 2005 Issue has published a story about our successful co-sourcing engagement with TMA. The story can be read at:

<http://www.cio.com/archive/111505/offshore.html?page=2>



4. We have been working with a market leading Sarbanes Oxley compliance vendor having Fortune 500 customers. This is a typical engagement which uses Cordiant's remote delivery model fine tuned for offshore deliveries. This project involves 35 developers and 25 testing professionals working on full time basis on generic Product Development and Customizations of the market leading corporate compliance product involving a judicious mix of resources in US and the offshore development center in India.

"I just wanted to take a minute and let you know that the development and quality assurance resources on your side have been doing a great job. We've been very happy with the work they have done and I'm looking forward to the continued relationship in the future. Congratulations on putting together such a fine team!"

COO of a market-leading Sarbanes Oxley solutions vendor

5. eWeek has published a story about our success in developing an open source J2EE based content management application using the emerging MDA RAD development methodology. The story can be read at:

<http://www.eweek.com/article2/0,1759,1821875,00.asp>



"It is up to the client to find an offshore provider that understands the client's business. There are companies offshore that have business people that spend an awful lot of time understanding your business and then jump into your code".

Farrell Delman, President of the Tobacco Merchants Association

6. Silver Ski Holidays Ltd., one of the premier ski tour operators in the United Kingdom. Cordiant provided a ski holiday reservation and e-marketing system, which is a secure web-based system with an intuitive user interface for reservation management, reporting, airline ticketing, payment and credit control, e-marketing management and a fully integrated web site with comprehensive web content management.

"The solution provided by Cordiant has revolutionized our business. We are experiencing connectivity with our staff overseas that we never conceived possible. It has shifted our whole operation into another gear."

Hazal Naylor, Silver Ski Holidays.

7. Network World has published a story about Cordiant's capabilities in providing outsourced product development. The story can be read at:

<http://www.networkworld.com/news/2005/072505-offshore.html>



Commercial Engagement Models

1. Fixed Price Model: Cordiant can give a fixed price estimate, if the client requirements are reasonably clear and a detailed specification can be made before hand.
2. Time and Material Model: If there are chances of great variation in the scope of work, this model would be ideal. The cost is worked out based on time and material. There will be daily/weekly time sheets to monitor the time spent so that there will be a control on the costs
3. Extended Development Center: This model works as an extension of your development center. With the team/engineers reporting directly to a team member at your end. In this model the cost is worked out per person for a month. Cordiant will ensure mutually-agreed minimum hours of productive work for a calendar month per person.

About Cordiant

Founded in 1995, Cordiant Technologies builds globally aligned India teams for Independent Software Vendors worldwide. Cordiant has offshore product development centers in Chennai and Kochi, Southern India; and a US subsidiary in Princeton, NJ.

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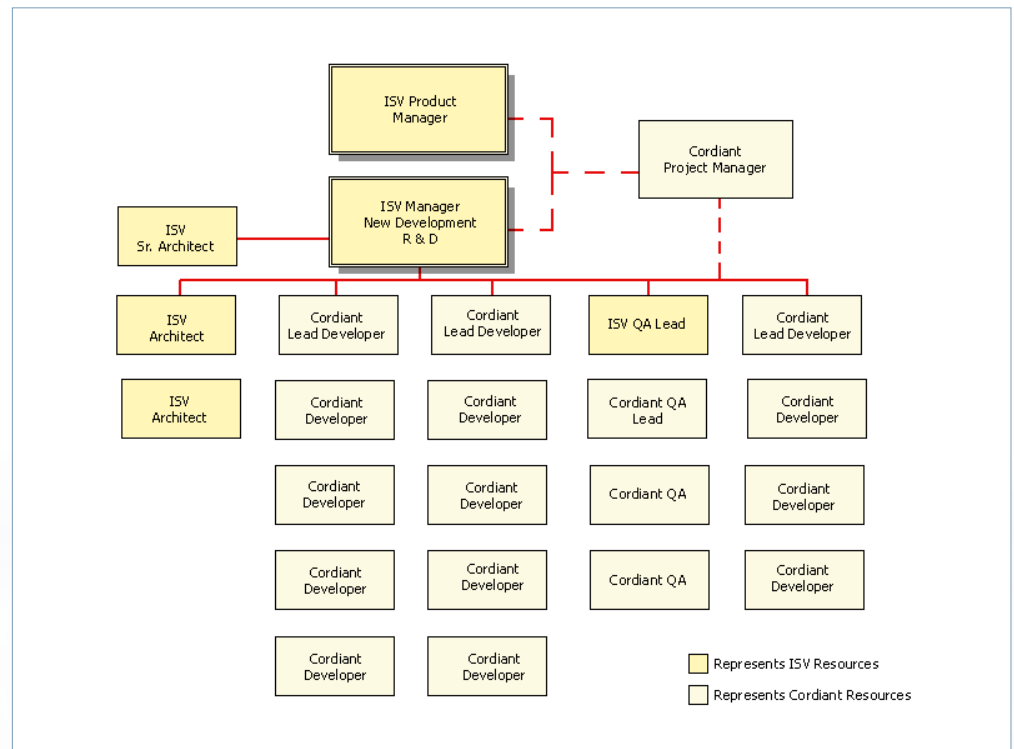
Website: <http://www.cordiant.com>



APPENDIX A Snap Shot of a Current Engagement

Mentioned below is a snap shot of our offshore success stories which demonstrate our expertise in offshore development services.

We have been working with a market leading Sarbanes Oxley compliance vendor having Fortune 500 customers. This is a typical engagement which uses Cordiant's remote delivery model fine tuned for offshore deliveries. This project involves 35 developers and 25 testing professionals working on full time basis on generic Product Development and Customizations of the market leading corporate compliance product involving a judicious mix of resources in US and the offshore development center in India.



Cordiant has set up a Virtual Private Network based on Cisco Pix equipment whereby the developers work in a secluded Private Network of the client. All the source code is maintained at the client's configuration tool. The developers check out code from the US servers each day before starting work.

In addition to the offshore team, another team works in the US who are the client's employees. The tasks are managed through Open Source tools like Jira and Confluence. Time sheets are updated daily into a central time sheet database.

The application is also available on an ASP (Application Service Provider) model, for which most of the development work has been performed by Cordiant here in India.

Cordiant has also provided Web Services consulting to the client whereby the product has been integrated through Web Services to an industry leading Business Assurance Analytics software.

In addition to all of the above, a team of 30+ Testing Professionals testing various builds and releases of the product suite. Testing is done online on the US server which addresses the IP protection concerns of the client.