Cordiant®

# Building offshore team for a UK based ISV offering suite of world-class banking products

## Client

Neptune Software plc is a UK based banking software and ERP provider with more than 30 customers and is present in over 10 countries. It offers a range of cost effective solutions and consulting services that can be rapidly customized to the client's immediate and future needs. Neptune has offices spread across UK and the African continent, providing a complete range of banking solutions.

## The Challenge

With its experience in providing comprehensive range of banking solutions, Neptune decided to embark an ambitious project which is intended to build a flexible and scalable universal banking solution.

Building the new product "Supernova" from scratch required Neptune to invest substantially in Research and Development (R & D). This required a team of banking specialists as Business Analyst who could translate the product vision into functional specification which would be the basis for the technology professionals to develop the product.

Aiming to focus on marketing its products and R & D, it wanted to set up a subsidiary that could augment the company's Software Development functions by leveraging India's talent pool and cost advantage. The immediate challenge faced by Neptune was to identify an Indian vendor who could ramp-up a dedicated team and getting them connected to the onshore team within a stiff time-frame.

## Solution

Cordiant's prior experience in building extended development centers for Independent Software Vendors (ISVs) proved decisive for its selection as the offshore partner. Using a Build-Operate-Transfer (BOT) model, Cordiant customized a solution for Neptune Software and set up a subsidiary in Chennai to complement Neptune's London and Lagos operations.

The subsidiary now has a team of 25 technology professionals who have established an analogous development environment, reporting structure and communication procedure with the onshore team in the UK. Cordiant executed the following to set-up the ISV's Indian subsidiary:

- Make arrangement for the ISVs technology team to be setup in one of the best infrastructure in the country - International Technology Park, Chennai
- Placing advertisements for Business Analyst and J2EE resources in leading newspapers and Job portals. Neptune on a regular basis was updated on the recruitment status and short-listed candidates.
- Conducting preliminary technical interviews and scheduling slots for final interviews by Neptune's senior technical team visiting the offshore location.
- Make arrangement for Team leads to visit onshore development center for induction and detailing of the technical expectations vis-à-vis the product vision.
- Cordiant also helped Neptune in insourcing a few Business Analysts experienced in the Banking domain for their London office.

In just two months Cordiant built, stabilized, and delivered the subsidiary, which now helps Neptune Software develop to build the next generation banking product at lower costs and faster times to market.

Cordiant®

## Technologies Used

- J2EE - EJB, MDBs, JSP, Servlets and Tag libraries
- Translation technologies XML, XSLT
- Web Services, SOAP
- DB2/Oracle
- WSAD 5.x
- WebSphere Application Server
- UML & OOAD
- Windows/ Linux

## 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.

## Contact Information


**India, Kochi**
Indira Nagar,
Kochi, Kerala
India 682020
Phone: +91 (484) 231-3654
Fax: +91 (484) 231-3672

**India, Chennai**
Unit 3, Level 1,
International Tech Park,
Taramani CSIR Rd,
Chennai, Tamil Nadu,
India 600113
Phone: +91 (44) 426-66015
Fax: +91 (44) 426-66021

**USA, New Jersey**
Floor II,
Princeton Overlook Center,
Princeton, NJ,
USA 08540
Phone: 609-375-2354

Email: mktg@cordiant.com
Website: http://www.cordiant.com