

@appino **OCCP**

Onsite Client Consultant Partnership



NEW FOR 2014 OCCP

Onsite Client Consultant Partnership



- Onsite Client Consultant Partnership OCCP is a revolutionary new service from Appino
- It allows Clients to have a talented and knowledgeable resource on-site for the duration of an project and beyond
- Clients can have unmatched project transparency, drawing upon the tacit knowledge of our consultants
- The wealth of knowledge that our consultants provide is added to the collective knowledge of the organisation
- Each solution is crafted to suit the individual requirements of each Client

OCCP TEAM

Key Development Team



CLIENT CONSULTANT
PARTNER



SOLUTIONS
ARCHITECT



PROGRAMMING
RESOURCES



VALUE ADDED
RESOURCES

On-Site

Off-Site (Programming Resources can be placed onsite upon Client request)

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CLIENT CONSULTANT PARTNER (CCP)

This person would be the single point of contact for client and remaining on premises as a consultant.
A typical OCP would have the following characteristics...

COMMERCIALLY MINDED

Either from Business Analysis background or IT sales/Accounts management background with a definite knack of understanding new trending technology.

Minimum relevant experience is 5 years+..

ROI FOCUSED

Ability to highlight real time benefits in terms of time and costs that the clients would gain with custom and targeted solutions.



TECHNOLOGY FOCUSED

Ability to identify the legacy systems deployed on client side and the opportunities thereupon where specific solutions from the Appino portfolio can be implemented.

EXPERT PLANNER

Ability to set a technology roadmap to effectively implement various targeted solutions at client side.

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SOLUTIONS ARCHITECT

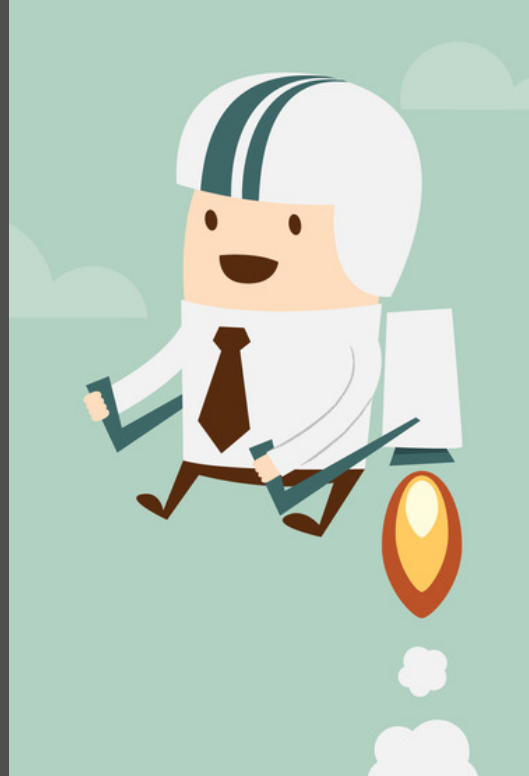
The second in command and steering the team based in the ODC. Solutions Architect would have the following characteristics...

INDUSTRY VETERAN

Industry veteran with a minimum of 8 years technical experience including project management.

REQUIREMENT & COMMERCIAL FOCUSED

Ability to translate business requirements into workable custom solutions.



SOLUTION STEERING

Ability to steer solutions from concept to creation to deployment.

Ability to implement technology roadmap by effective management of resources

TECH DRIVEN

Ability to implement current cutting edge technology trends in custom solutions.

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DEDICATED PROGRAMMING RESOURCES

Mostly working from the dedicated offshore facility they will typically constitute the following:

JUNIOR DEVELOPERS

Junior resources consisting of 1 to 2 yrs of relevant programming experience.

ASSOCIATE DEVELOPERS

Middleweight resources consisting of 2 to 4 yrs of relevant programming experience.



SENIOR DEVELOPERS

Heavyweight resources consisting of 4 to 6 yrs of relevant programming experience.

PROJECT LEAD

For every 3 resources deployed there would be a Project Lead (6 to 8 yrs) monitoring daily and weekly statuses.

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VALUE ADDED RESOURCES

These resources will typically be deployed at various stages of the engagement and may, depending on the severity, be onsite or offshore. They may include:

BUSINESS ANALYST

If the OCP is not an Analyst then we can send a specialist Analyst for Analysis at the beginning of the project.

Q&A & TESTING RESOURCES

Mostly QAs would be deployed on all individual projects within the engagement period however if the nature or complexity of the project demands then we can deploy Testers as well.



DEDICATED DESIGN TEAM

This includes all resources required during the complete design cycle including UI specialists, UX experts etc.

DATA ENTRY TEAM

Resources available for database propagation and rapid data entry.

HOW IT WORKS

The perfect balance of Onsite and Offshore



Client Onsite Premises

- CCP stationed for the duration
- Ongoing Engagement
- Minimum 6 Month commitment
- 2 weeks Cooling period- Includes Analysis & review of entire systems onsite.
- Implementing OCCP Model standard framework at client side and at ODC.

Dedicated ODC Team

- Dedicated number of resources assigned & stationed Offshore.
- Number of resources & Type of resources identified for first project after cooling period.
- Sol Arch/ Tech Evang introduced during Cooling period.

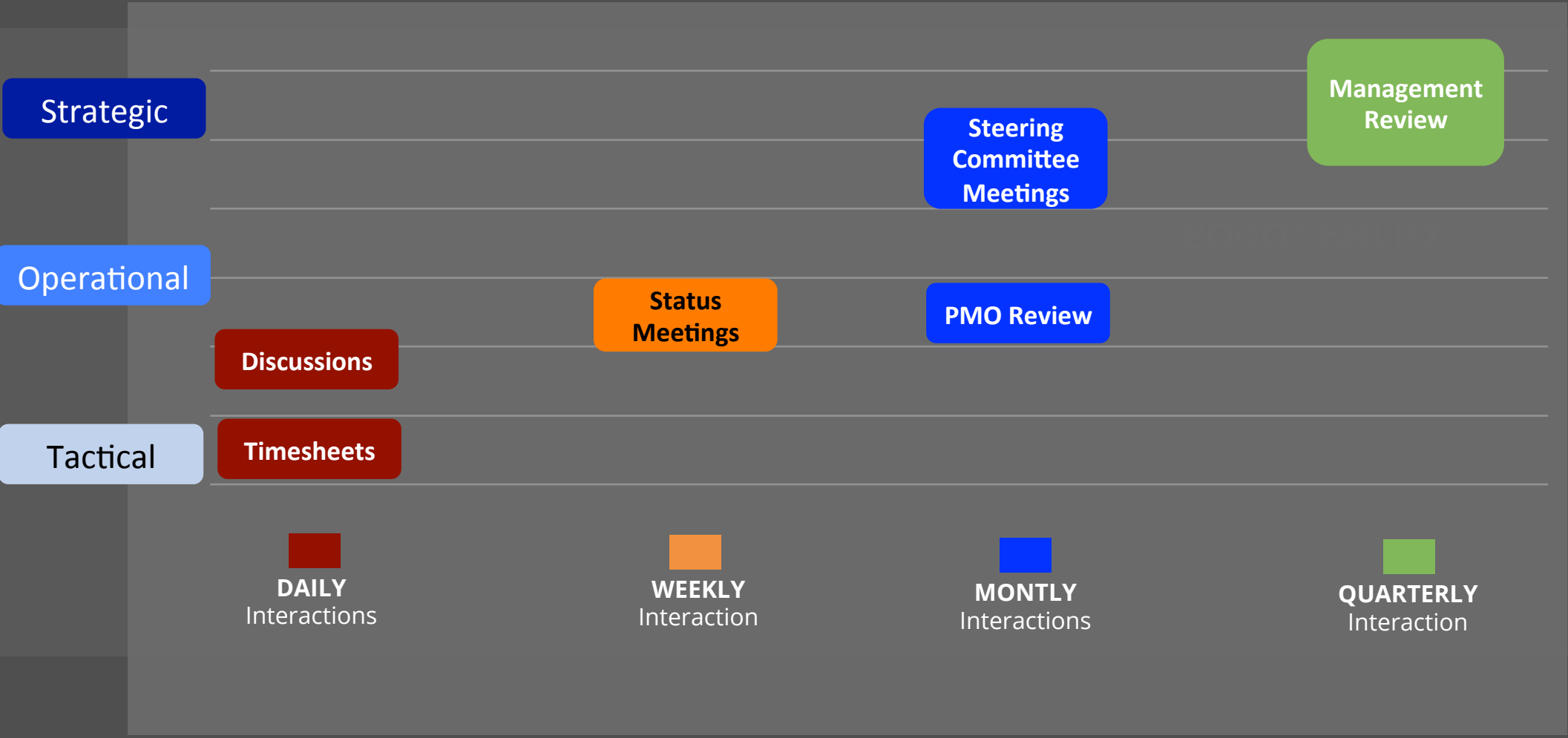


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OCCP: COMMUNICATIONS

Communications Structure in OCCP Model



BENEFITS SUMMARY

Benefits of the Appino OCCP Model



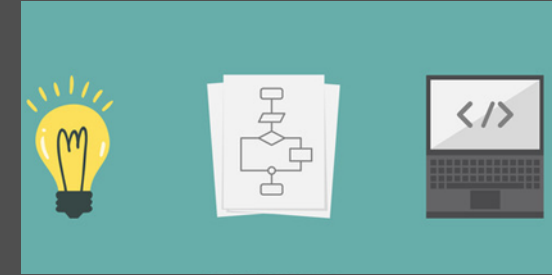
CONTINUOUS ONSITE PRESENCE

Unlike traditional Outsourced teams, we have a continuous presence at your premises to manage expectations continuously.



COMMUNICATION

One of the biggest challenges with Outsourcing is communication. With a local onsite presence you have to deal with just your CCP.



FRAMEWORK VISIBILITY

Our OCCP business model follows a stringent framework inline with Client's coding standards & best practices



AGILE SCALE UP

Full Agile practice allows for easy scaling up and scaling down of resources.



BETTER BUDGET MANAGEMENT

Greater flexibility for clients to draw their annual IT budgets instead of constantly investing and upgrading their IT systems as well as IT resources.

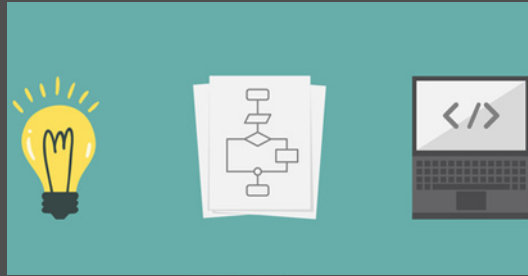
BENEFITS SUMMARY

Continued...



MULTI-PROJECTS

Multiple projects can run concurrently.



BUSINESS MATRIX

A Matrix that showcases Business solutions delivered vis-à-vis operational requirements.



FREE UP BUDGETS & RESOURCES

Freeing of budgets & resources allows clients to focus more on business.



CONSTANT UPGRADES

Modern cutting edge technology environment wherein we ensure constant upgrading.



CONTINUOUS MONITORING

Continuous monitoring of solutions provided and their impact.