



CONNECTING RESOURCES

**THE solution IS OFFSHORE OUTSOURCING
THE COMPANY IS salzer TECHNOLOGIES**

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Transparency is the watchword of the 21st century. Being able to know what's going on every step of the way...with no surprises. The ability to "see" all the layers...the complexities...the fabric...of projects across the enterprise - knowing that what was asked for will be delivered - correctly...on time...and on budget.

Salzer Technologies, a global outsourcing and consulting firm, is the only offshore company today that provides this end-to-end transparency - delivering visibility to the customer into the project management-related processes of team knowledge sharing, collaboration and technical decision making, software development and quality assurance. So, at the end of the day, the entire team is in synch with where the project stands.

How is it done? The answer is the Transparent Offshore Model™ - TOM - a proprietary methodology that combines the best-of-breed technology solutions with open-access operations. TOM optimizes processes and procedures with high-quality skills and resources. TOM provides easy access to the right information...at any time...from any place within the organization - with a proven, projectized, matrix formula applied to all project team activity providing transparency to all information and accessibility by all decision makers across the enterprise so they can make the most informed decisions. It's a proven approach with successful client case studies to back it up.

The key is who you do your offshore outsourcing with - connecting resources with a company that knows how to satisfy client needs through an optimal combination of people, tools, technology, methodologies, and process expertise. That's where Salzer steps in.

Salzer Technologies provides a flexible framework that can be adapted to meet the needs of any project - regardless of size or complexity - to plan, build, and deploy business-driven technology solutions.

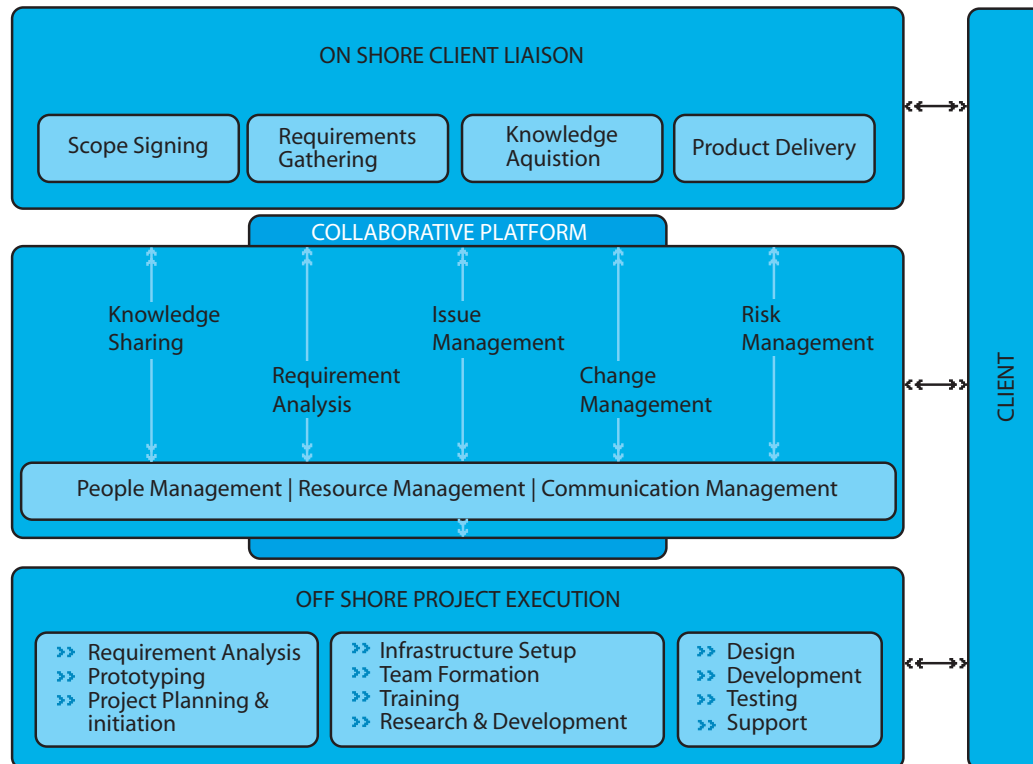


Connecting Resources with TOM

The Salzer Technologies development center is networked from the southeast coast of India to all Salzer offices in the U.S. and clients via robust and secure high-speed connectivity, VoIP, and a secure point-to-point VPN tunnel. This allows for 24/7 communications and ongoing technical support and consultation with project managers, business analysts and quality assurance specialists who have extensive experience in solutions development, application design and development, and software testing and maintenance.

The infrastructure is solid and sophisticated with a server farm of several high-end servers, CVS and VSS-based configuration management infrastructure, collaborative platform for communication and project management, CMM-level processes, and continuous integration tools. Our delivery model can be onsite, offshore or a combination of both - to accommodate the needs of our clients.

Transparent Offshore Model™ - TOM



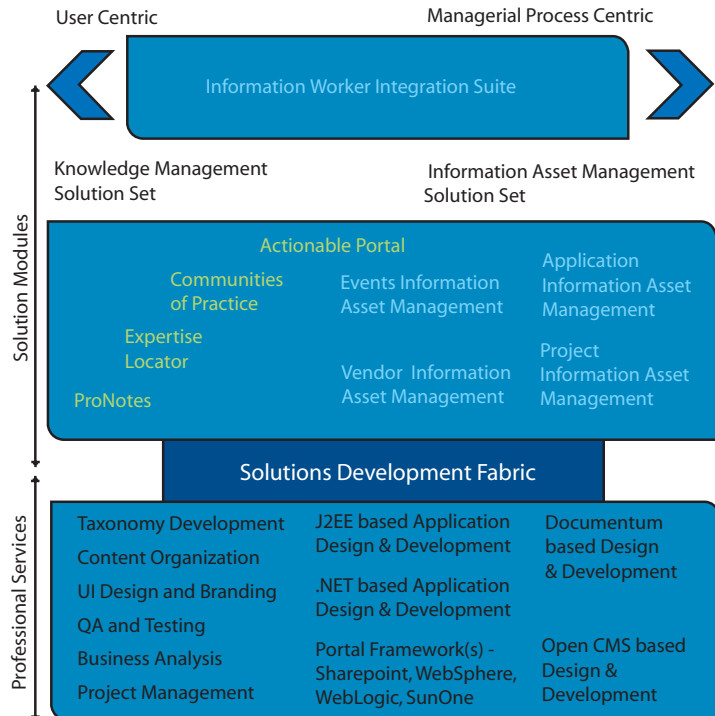
TOM Benefits

- Visibility into the end-to-end delivery processes – activities, deliverables, and quality metrics
- Cost reduction with quality improvement
- Continuous team integration ensures the client involved in all facets of the development lifecycle and delivery processes and can guarantee ongoing supportability of the deliverables
- Transparent, round-the-clock access to technology and expertise

Information Worker Integration™ - IWI Suite

Business is focused on Information Workers. How fast they can access information...process it...and take action. That's why Salzer Technologies has developed an Information Worker Integration solution centered on the needs of the people doing the work - in the context of the project or enterprise - to address complex business issues.

The IWI suite provides value-added solutions for Information Workers to succeed by making them more effective. Embedded analytics enhance ad-hoc and repetitive work practices and streamline their relationship to enterprise managerial processes. The focus is on closed loop automation of decision making, intelligence gathering, planning and execution of actions, and the learning and continuous monitoring of outcomes. IWI increases productivity while reducing costs and improving collaboration.

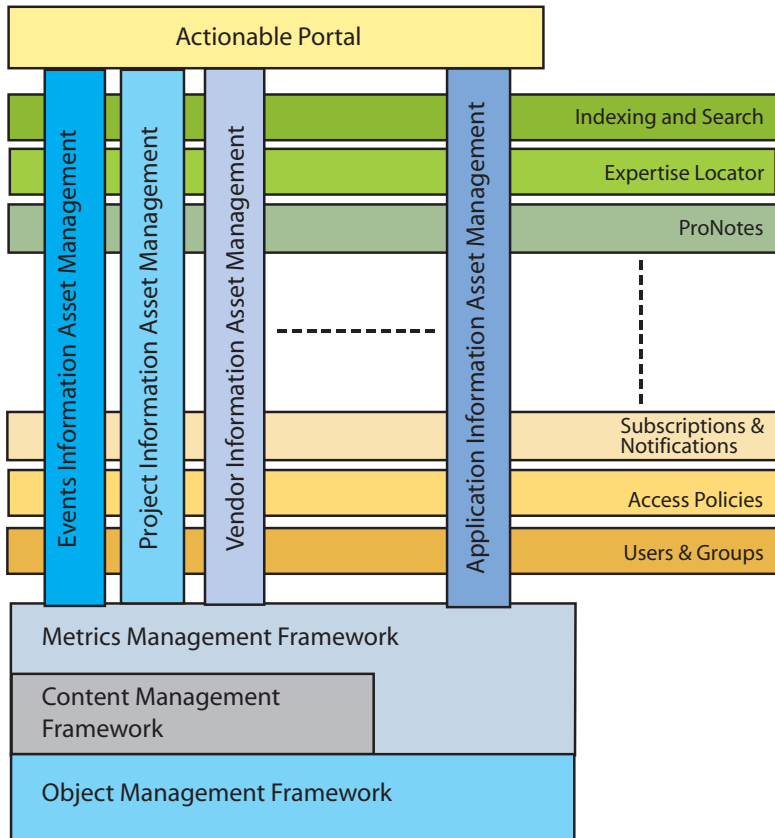


IWI Benefits

- Increase in knowledge sharing and collaboration
- Effectively manage ad-hoc processes
- Optimally Leverage corporate information assets
- Improved connectivity among people/experts - connecting people who need to know with people who know
- Enhanced re-use of intellectual capital

Solutions Development Fabric™ - SDF

SDF is an assembly-unit platform where business applications are tailor-made in a faster and less expensive way to meet business objectives. Instead of choosing between building from scratch or buying an off-the-shelf product that is very costly and inflexible, you can choose to assemble your application from pre-developed, tested, and proven components. Once the assembly is made, Salzer Technologies applies quality assurance and customization processes to match it to your business requirements. SDF has all the tools to successfully deliver information technology solutions faster, requiring fewer people, and involving less risk, while enabling higher quality results.



Consistently delivering high-quality technology solutions on time and on budget are challenging for any business. SDF addresses these problems with a sound and tested framework that provides the people and process guidance that are based on proven practices - to help organizations solve business problems with business-driven technology solutions.

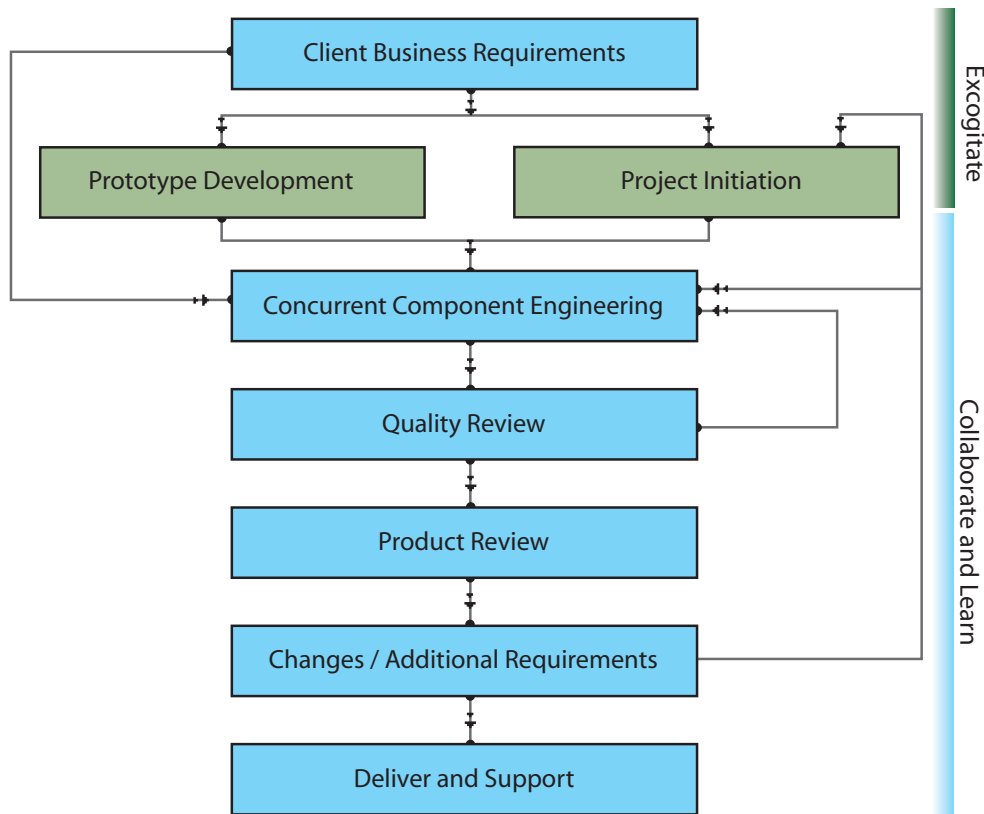


SDF Benefits

- **Extensibility** – SDF provides a flexible and scalable framework that can be adapted to meet the needs of any project (regardless of size or complexity) to plan, build, and deploy business-driven technology solutions
- **Risk Mitigation** – Has all the tools to successfully deliver information technology solutions faster, requiring fewer people, and involving less risk, while enabling higher-quality results
- **Best Practices** – Based and developed from lessons learned best practices and experience in numerous KM and BI projects over the years

Adaptive Product Development Lifecycle™ - APDL

Salzer Technologies has also applied its unique approach of strategic thinking to the evolutionary life cycle of product development. The Salzer Team looked at the traditional model for product life cycle development - the circular approach of build, plan, revise - based on predictability, and has adapted it to work efficiently in real-world development situations. The outcome is the Adaptive Product Development Lifecycle approach. While still cyclical, the Salzer APDL model is adaptable to the unpredictable nature of today's increasingly complex systems. As the production environment changes, developers using the traditional model would look for a new set of cause-and-effect rules - while innovators using the adaptive model know that there are no such rules to find.



APDL improves decision making at all levels of the organization through powerful and flexible analytics capabilities that cover enterprise-wide functions including information asset management, product safety, product quality and maintenance management. It brings products to market in a more personalized way, helping companies offer products that are tailored to individual needs. Improved knowledge of available parts and components reduces costly design and engineering work and allows vendors to enter niche markets.

APDL Benefits

- Reduces time to market by providing a complete solution to manage and retrieve all product-related information—from the first idea to design, production and product obsolescence
- Accelerates business processes by providing collaborative and iterative engineering as well as project management across multiple business partners
- Lowers cost to market by evaluating program and project progress and supporting investment and divestment decisions for products
- Limits risk exposure and cost of engineering changes by providing an integrated set of capabilities to monitor, implement and control this process

Are You Ready to Outsource Your IT Projects Offshore?

Salzer Technologies helps clients plan, design, develop, and deploy business intelligence solutions aimed at addressing complex business issues. Working collaboratively with our clients, we:

- Deliver cost-effective IT solutions
- Provide repeatable, scalable development and deployment processes
- Create innovative solutions
- Accelerate project delivery through unique capabilities
- Close the talent skills gap that exists in many organizations.

Our solutions are based on blending new technologies such as SOA / Web Services, J2EE, and .NET with traditional software development services such as enterprise application implementation, custom application development, maintenance, enhancement and migration to provide complete, best-of-breed services.

Now's the Time to Transparently Transition to Offshore Operations

Salzer Technologies has successfully been providing knowledge management and business intelligence solutions to leading organizations since 2002. Clients range from Fortune 500 companies to small, emerging technology firms in a variety of industries to government entities.

Salzer Technologies is a global offshore outsourcing firm with offices in Chennai, India and the U.S. The firm is a pioneer in providing knowledge management and business intelligence solutions to leading organizations.

The Salzer methodology is driven by a Transparent Offshore Model™ (TOM) that is based on collaboration, communication and currency. Salzer Technologies approaches projects from the point of view of Information Worker Integration™ (IWI). They focus on developing solutions from the user's perspective, delivering information in the context of what information workers need to know - now. Salzer developers use a proprietary assembly-unit platform, called Solutions Development Fabric™ (SDF), to create tailor-made business applications in a faster and less expensive way to meet business objectives. The Adaptive Product Development Lifecycle™ brings products to market in a personalized manner, helping companies offer services designed to meet individual needs.



That's the Salzer way. Connecting resources through an optimal combination of people, tools, technology, methodology and process expertise - with the goal of satisfying client needs.

To learn more, please contact Salzer Technologies at
+1.571.217.0862.
Or visit www.salzertechnologies.com.

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