

## PARTNERS IN DELIGHTING YOUR CUSTOMERS



- Application Development & Maintenance
- Software Testing
- Dedicated Resources





# About Netwin



Netwin Infosolutions Pvt . Ltd. is specialized in innovative IT solutions and complex software applications development. Netwin focuses on delivering customized solutions to its clients by converting business ideas into well defined solutions. Netwin combines research & development activity with practical application in programming, web development & integration, multimedia development, custom IT systems design, testing and consulting.

Founded in 1993, Netwin Group has made a lasting impression as a ubiquitous and high quality provider of technology services. Having accumulated extensive experience by effectively serving various clients in India, US , Europe and Australia in meeting their outsourcing needs, we are now partnering over 200+ clients globally. Our clientele ranges from Multinational Corporations to small & medium enterprises.

Putting forth an enduring vision for meaningful offshore software development, we have worked with clients across a varied spectrum including key industries of Insurance, Finance, Banking, Hospitality, Travel services, Healthcare, Retail, Distribution and Manufacturing as well as Government and Public sector organizations.

Our range of offshore services includes software and web applications development and maintenance; collaborative and CRM applications using Microsoft Dynamics, SharePoint and Azure architectures; dedicated resources hiring and consulting team using ODC model.

Netwin has full-fledged offshore software development centers at Pune and Nashik in India which have capacity of 200+ resources. We have a strong team of over 130 analysts, developers and testing engineers. In addition to this we are setting up a new development facility to accommodate more than 500 skilled engineers to cater to the increasing needs of our clients.

# Netwin at a Glance



- Software Services Provider Company
- 17 years of Experience in providing software solutions
- Strong Expertise in industry verticals like Banking, Finance, Health Care, Insurance, Retail, Manufacturing and Government
- Customized Web Application Development, Enhancement and Migration Services
- Software Testing Services
- 130+ IT Professionals
- Offshore Software Development Centers in Pune and Nashik, MH, India
- Technology Partner with Oracle and Microsoft

## Vision

- To be a leading provider of reliable and consistent technology services
- To enhance and sustain our reputation in providing customer centric solutions



## Mission



- Hire, train and motivate employees in creating a synergistic organization which can deliver solutions which generates customer delight at least possible cost
- To implement and follow business processes to improve quality of products & services
- To improve upon mutually beneficial relationships with customers, all supportive external agencies and business associates

# Value Proposition

We at Netwin leverage our knowledge, skills, experience, insights, culture of innovation, global resources, collaborative skills, and value-based-performance mindset to enhance our clients' business agility and competitive advantages to achieve their business objectives. Our satisfied client base is a testimony to our track record for exceeding our clients' expectations.

**Our commitment to you:** We'll deliver business results that will add value to your business and that will propel your business growth. Here's some of the benefits what you can get from us.



## Added Business Agility



- Greater business agility to quickly adapt and compete in a changing business environment
- Higher operational efficiencies
- Optimized IT infrastructure and applications
- Capability to move beyond your organization's operational constraints
- Resource flexibility for scaling up or down as your business needs change
- High service levels
- Lower time to market

## Better and Innovative Offering

- Innovative inputs to deliver improved solutions and services to your clients
- Innovation in product development by a pool of creative and talented engineers
- Better product engineering
- Strict adherence to protecting your intellectual property
- High end solutions in Banking, Finance, Insurance and other industries
- Lower R & D cost due to collaboration between on-site and off-shore development teams



## Optimized Technology Usage

- Secure, compliant information technology
- Robust, agile, state-of-the-art systems and platforms
- Custom software development
- Continuous improvement for longer-term value
- Legacy modernization
- Software life cycle management
- Faster implementation of new systems
- Maintaining an integrated (vertical and horizontal) integrative approach

## Effective Cost Optimization

- Transparency, no hidden costs
- Ability to switch from a fixed-costs model to time and material costing model, according to your required.
- Flexible resource management
- Continuous improvement approach
- Experienced transition and project managers to ease day-to-day management of offshore teams

## Better Value to Shareholders

- Reduced business risks
- Enablement for continuously anticipating and adapting to market dynamics
- Ability to focus on your core business and competencies
- Support and reduced risks in propelling your business-growth strategies
- Reduction in lost opportunities
- Low total cost of ownership
- Innovation – and at the right price
- Operational efficiencies and increased productivity
- Increased ability to deliver differentiating products and services to your organization's customers



# Services

- Web Applications Development and Maintenance
- Application Migration and Enhancement
- iPhone and Mobile Application development
- Websites Design and Portal development
- Enterprise Content Management System (CMS)
- Software Testing
- Product Engineering Services
- Microsoft Dynamics, Share Point and Azure
- Development & Support in Oracle Technologies
- Business Intelligence and Reporting Services
- Onshore / Offshore Dedicated Resources

Netwin aims to be your obvious choice as a dependable partner on the way to global software development challenges. At Netwin, you are sure to get the desired software services, meeting global quality standards and your project needs. Blending the best offshore outsourcing practices, competitive prices, quality human resources and ongoing services maintenance, we are equipped to help you in moving your business to the right direction for the chosen objective.



# A

## pplication Development and Maintenance Services

- CRM Solutions
- ERP & SCM Solutions
- Custom Web Application Development
- Health Care Application development
- Online Trading Portal development
- Insurance Application Development
- Invoicing and Inventory management solution for Retail
- Enhancement and migration of existing application to new technology
- Application Integration and Interface development
- Business Intelligence (BI) & Reporting



# W

## ebbsite Design and Development



- Corporate Website and Portal development
- Content Management System (CMS)
- Social Networking Website
- Product Catalogs and Ecommerce Websites development
- Professional and Business Website development
- Flash and Graphic Design
- Web 2.0 & RIA websites development



# Product Engineering Services

Product engineering services refers to complete product development life cycle.  
Our Product Engineering Services offerings includes

Product research and Conceptualization  
Identifying and designing key features  
Technology comparison  
Product architecture & design  
System Requirement & Process flow documentation  
Prototype development  
Database design  
Software Programming & delivery

Addition of new features to existing products  
Product customization  
Product localization for language, taxation etc  
Graphic & UI redesign  
Multi Currency support

Product  
Development  
Services

Product  
Enhancement  
Services

Product  
Maintenance  
& Support

Product  
Migration  
Services



Product support services  
Bug fixing  
Patch implementation  
Application version upgrade

Data migration from one database to another database  
Application migration from pre .Net ( VB6 ) to .Net  
Application migration from J2EE to .Net or vice versa

## Quality Assurance & Testing Services

Netwin has established an Independent Software Testing Center (ISTC) with state of art facilities. Our ISTC is comprised of skilled and experienced team of engineers. With our proven quality process build over years of experience; we assure you a quality software delivery

- Requirement Verification
- Test Planning
- Test Risk Management
- Designing & Improving Test Process
- Test Environment Management
- Unit Testing
- Functional Testing
- Regression Testing
- Integration Testing
- System Testing
- User Acceptance Testing
- Load Testing
- Performance Testing
- Test Documentation



## Development and Support Services on Oracle Technologies

Netwin has strong expertise in customization and building interface to Oracle EBS. We also have expertise in Report development for Oracle EBS. Our sister concern Netwin Systems and Software (I) Pvt Ltd is Oracle Gold Partner. We have a dedicated team of Oracle professionals to provide enterprise solutions.

### Our Oracle Support Services Consists of

1. Interface Development to Oracle E-Business Suite
2. Oracle Forms Customization and Development
3. Report Development and Customization
4. Oracle Database migration services



# Microsoft Dynamics ERP & CRM and Microsoft Share Point Services

We have done extensive work on Microsoft Technology. We are Microsoft Technology Partner. Microsoft Dynamics is a smart investment in your business. You can upgrade as you grow your business.



## Our Microsoft Technology Services offering includes

- Microsoft Dynamics NAV Interface Development
- Microsoft SharePoint Interface Development
- Reports Development & Customization
- Microsoft .net Application Development

## iPhone and Mobile Application Development

Netwin has expertise in iPhone application development and custom Mobile application development. iPhone and mobile application are not only limited to gaming and entertainment industry but now it has entered into corporate world. Top management would like to get the updates on sales online while they are travelling, so porting the extract of your ERP on mobile portal has become buzzword today. This is where Netwin can help you. We have strong expertise in building interface for ERP and CRM software; we can build custom mobile application as per your needs.

## Our Mobile Application Development offering includes

- Apple iPhone Application development
- Google Android Application development
- Microsoft Windows Mobile Application development
- Java J2ME Mobile Application development



# Technology & Skills

## Website Design

HTML, DHTML, CSS, W3C Standards  
Javascript, Ajax  
Photoshop, Flash, Flex  
Silverlight



## Open Source Technologies

PHP, Perl, Zend & Cake FrameWorks, My SQL  
XML, SOAP, WSDL, Web Service Development & Integration  
Java, JSP, J2EE, J2ME  
Packages: Wordpress, Joomla CMS,  
Magento & CRELoaded Ecommerce solutions



## Microsoft Technologies

.Net Framework 3.5 & 4.0  
Asp.Net, C#.Net, VB.Net  
Microsoft Office SharePoint  
Microsoft Dynamics ERP & CRM



## Oracle Technologies

Oracle Forms & Report 6i, 10g  
Oracle Database 10g, 11g  
Oracle E-business Suite  
Oracle BI solutions  
Oracle Enterprise Content Management

A large, bold, red 'ORACLE' logo.

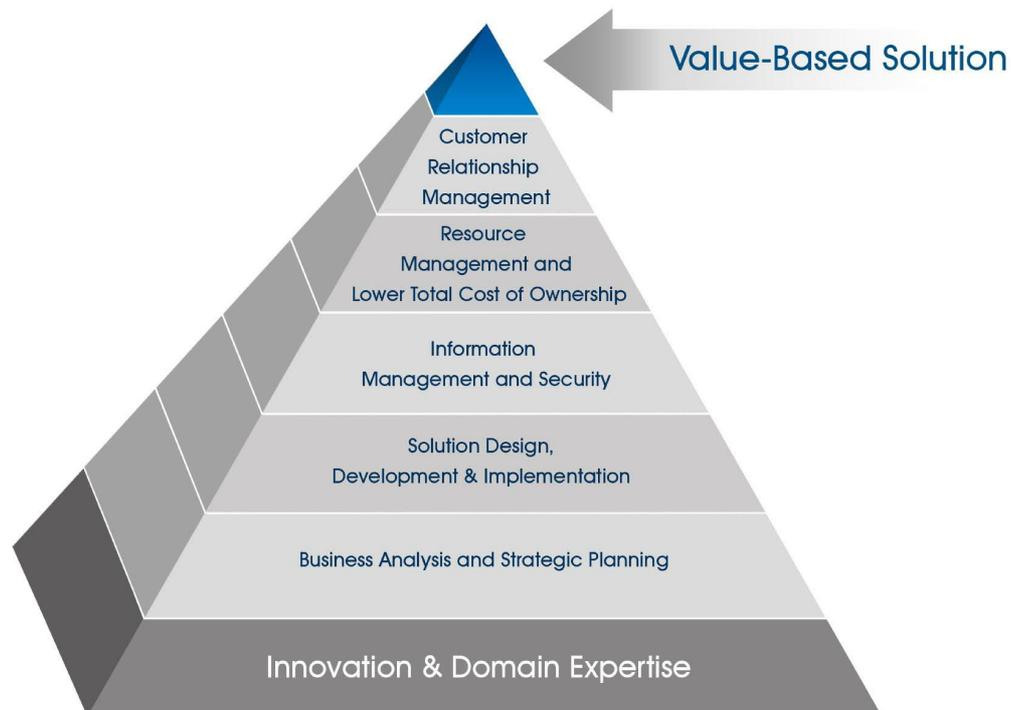
## Mobile Technologies

iPhone and iPad development  
Google Android SDK  
Windows Mobile SDK  
Java, J2ME SDK



# Methodology

Our matured software development methodology assures the timely delivery of quality software solutions for your business. It includes time-tested processes and tools for each of our services and for risk mitigation and cost optimization. It is based on our extensive experience in successfully developing and implementing solutions for our customers in the US, Europe and Australia.



As the diagram displays, Netwin methodology is based on a foundation of innovation, followed by five components that ensure success in delivering the solutions you need and in building a long-term strategic outsourcing relationship.

## Business analysis and strategic planning

In initial stage of the relationship, we engage in strategic conversations to address clients' technology needs and business requirements. We develop a strategic road map with a clear plan to achieve market parity and ensure the solution aligns to our client's objectives. We also develop an implementation roadmap. We use proven tools and techniques to automate time-intensive tasks and use industry-standard change management processes

## Solutions design, development and implementation

At next stage we develop and implement the high-quality solutions. We follow industry best practices; rely on teamwork and effective knowledge management to ensure we deliver solutions on time and within budget.

# Information management and security

Another characteristic that truly sets Netwin apart is our focus on security and transparency. This is crucial to our clients in industries that are data and document intensive – such as financial services and healthcare – where accuracy, privacy and security are top concerns. Our methodology ensures we

- Create and protect client's intellectual property rights
- Provide access to accurate information, analytics and knowledge sourcing
- Provide secured electronic connectivity designs and implementation
- Provide QA oversight

## Resource management and lower Total Cost of Ownership (TCO)

This stage of our methodology ensures our resources are quickly scalable depending upon our clients' fluctuating needs. Our cost optimization framework ensures the lowest total cost of ownership and no hidden costs.

## Customer Relationship Management (CRM)

This phase of our methodology is critical to success. It ensures the following key aspects:

- Strong governance and project management
- Joint accountability for overall success
- Executive commitment
- Transparency
- Transition manager to coordinate between the development team and our client's business stakeholders and manage expectations
- Strategic Development Group to remove the real and assumed risks of remote software development





## Some of Our Clients

**KARDEX**

Kardex Ltd, Germany

**Arcons**  
**Technology Inc.**

Innovations in Financial Technology

Arcons Technology, Inc USA



Government of Maharashtra, India

**The Nasik Road Deolali Vyapari Sahakari Bank Ltd.**

Nashik Road Devlali Vyapari Bank Ltd, MH, India



**D. Y. Patil Sahakari Bank Ltd.**

D.Y. Patil Cooperative Bank Ltd, MH, India

**DATAGENIX**  
SOLUTIONS PRODUCTS

Datagenix, Inc USA



Indian Railways (IRIEN)

# Engagement Models

Netwin has designed two Offshore Outsourcing Models keeping in mind the variety of the project requirements.

## Fixed Price Model:

When you have fixed project requirements and the scope is very clear what is to be developed at the start of project this model is preferred. We will study your requirement documents in detail and prepare a detailed task list enlisting all milestones and deliverables. Each task is defined, so it becomes clear what will be final product. Along with the task sheet we will provide you our best offer and a time plan to execute it. After you approve the quote, we will work on the project and deliver you as per milestones defined. You can review the project as it is being developed; at every milestone we upload the project on your test server for your review. You can give your suggestions when it is being built. At the end of the project when final testing is done, we move it to production server to make it Live.

## Time and Material Model (Dedicated Resources):

This model is useful when the project requirements are not freeze at the start of project. So the model is designed based on the resources utilized and the time spent for the project. In this model we provide you dedicated resources with monthly fee structure. The resources will work as per the schedule given by your project manager and will report to your project manager on daily basis. Your project manager will have direct control on all the resources, he can talk to resources online and can have online meetings. Our project manager will look after the resources whether they are maintaining proper schedule. Our technical manager will help the resources if they are stuck up in coding and also train resource for delivering good quality work. This model is good for application development, product development, product maintenance, feature enhancement type of work.





## Netwin Infosolutions Pvt. Ltd.

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