



GMI Pro

Global Delivery Model

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What is Offshore Development?

Procuring the knowledge from outside is called outsourcing. Initially outsourcing software development to offshore suppliers was seen as a cost-cutting approach used by a few big western companies to offload mainframe maintenance, Y2K readiness, and other assorted IT grunt work. However now, fast-growing Internet startups, midsize businesses, and dozens of major companies are using offshore suppliers not just for maintenance and reengineering, but also to develop sophisticated new applications and web enablement. The 2 critical reasons for growth in outsourcing are Resource scarcity and Higher Development Cost in western countries.



About GMI

Grey Matter India Technologies Pvt. Ltd. (GMI) is an India based global IT services firm architecting technology solutions across US, Europe and Asia regions. Incepted in 1998 GMI has evolved as a complete solutions firm focusing on providing Industry specific technology solutions. We have been applying our technological expertise into the Health-Care, Telecom and Entertainment domains. To efficiently cater to Client's needs, GMI follows its own Unique Process called UAD (Understand-Architect-Deploy). UAD forms the base for all the tasks undertaken by GMI and acts as a governing body to ensure the proper understanding of the client requirements and timely deployment of the optimal solutions GMI follows its own Unique Process called UAD (Understand-Architect-Deploy). UAD forms the base for all the tasks undertaken by GMI and acts as a governing body to ensure the proper understanding of the client requirements and timely deployment of the optimal solutions.

GMI Practice Width

At GMI we practice in three practice areas. We offer following practice solutions

Enterprise Solutions
Mobile computing
Embedded Solutions



GMI Service Mix

To deliver a robust solution GMI has defined a Service Mix, which has been derived from our Vertical know-how, and Practice Competencies. The service mix defines our core offerings to healthcare and telecom domain mapped with our practice range. Our Service Portfolio is Application design and Development, Application Re-Engineering and Customization, Enterprise Application Integration

GMI Outsourcing Model

G'Pro is a comprehensive GMI outsourcing model designed to ensure smooth project management and software development. G'Pro is typically based on "Onsite/ Offshore" Model. Depending upon the specific set of services involved and scale of the project, the GMI will put in place a combination of onsite and offshore technical resources that will become a virtual extension of the client's team. On an average, 70% of the total effort is done offshore and 30% at the customer's site. Typically, an onsite coordinator or a small team from GMI will be located at the customer's site to synchronize between the offshore team and the customer.



GMI Outsourcing Model

The key elements of our outsourced/offshore development methodology are:

- Requirements definition and documentation by a team of analysts' onsite.
- Design, development and testing offshore in India.
- User acceptance, training and implementation onsite.
- Remote and/or onsite maintenance support.
- Approval at the outset of a detailed project plan with milestones.
- Reviews at each stage of the software development lifecycle by an internal software quality assurance group.
- Client functional/technical review and sign-off at each milestone.
- Regular progress and pending issues reports by GMI project manager/ coordinator.
- Formal configuration management and change control procedures to control and track any changes to requirements, design, code and documentation.
- Strict enforcement of internal standards and procedures addressing every aspect of the Software development life cycle and project management.

The advantages resulting from working with GMI are related to cost and time. Our customers have seen an immediate decrease of software development cost of up to 40%. GMIs' capability to quickly ramp-up large development teams - including recruiting and training - has ensured the on-time availability of the contracted work, typically earlier than scheduled by the customer.



Cost Aspects

The cost advantage linked to offshore outsourcing increases with the percentage of development effort outsourced and the percentage of work performed offshore. They are maximized when the entire development is outsourced and all the work is performed offshore. Cost advantage can be illustrated by taking up a sample case has below. If client A has to develop a solution X and estimated time frame is 6 months with a team structure of 6 members. Project team comprises of 1 Project Manager, 1 Project Leader, 1 Sr. Software Engineer, 2 Software Engineer and 1 QA Engineer.

Cost Aspects

Team	Onshore			Offshore		
	Effort (hr)	Rate/Hr*	Total (\$)	Effort (hr)	Rate/Hr*	Total (\$)
Project Manager (1)	960	80	76800	960	35	33600
Project Leader (1)	960	60	57600	960	25	24000
Senior Software Engineer (1)	800	50	40000	800	20	16000
Software Engineer (2)	1600	40	64000	1600	15	24000
QA (1)	160	50	8000	160	25	4000
Project Co-ordinator	-	-	-	960	35	33600
Other Expenses	-	-	-	-	-	10000
Total			246,400			145,200

Total Savings in this project by opting for offshore work is: 101,200 i.e. 41%

Rates vary from project to project basis. Rate indicated here is an average market rate



Roles and Responsibilities

GMI's responsibilities

Provide suitable manpower as and when required.

Assistance with Relocation of the Client Offshore Center Manager.

All network & DBA support to the Client project work managed by the GMI.

All hardware support contracts/Software licenses managed by the GMI.

All backup facilities managed by GMI.

Client's responsibilities

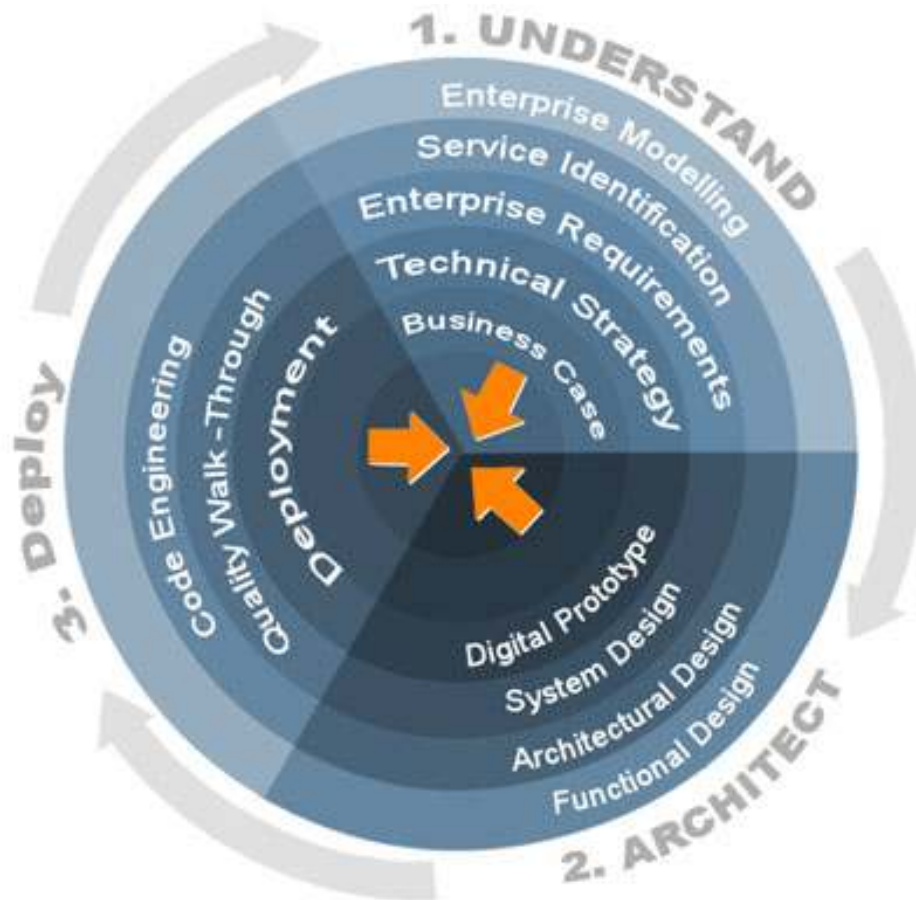
Release payments to GMI in accordance with the payment schedule.

The Client may have an Operations Manager and / or Technical consultant who will have the authority to take commercial and technical decisions pertaining to any interaction with GMI. The Operations Manager will be responsible for the day-to-day decision making authority to make decisions to run the ODC for the Client.

Advance information about any new requirements for manpower or any other requirements in suitable time for Ramp up and Ramp Down of the team.



UAD Mantra - Process in place



GMI has built a sound software engineering process with the help of our past 240 person years experiences to deliver robust, cost effective and reliable solutions to our clients. The objective of re-engineering a customized solution is to establishment and usage of sound engineering principles in the development process. UAD is a 360-degree approach towards engineering effective solutions. GMI believes in delivering the solution rather than delivering the technology. Hence the equal focus has been given to understanding the client requirement. Our vertical competency has enabled us to empower our client by providing Innovative business solutions.

UAD Mantra - Process in place

The whole software development has been categorized into 3 phases i.e., Understand, Architect and Deploy. In understand phase GMI Vertical experts and Practice heads will analyze the client's existing process and suggest an innovative solution to empower business model. During Architect phase GMI team will design the system and develop a digital prototype to freeze the design. In Deploy phase GMI developers will engineer the solution and deploy the solution after client acceptance. The process clearly identifies the roles and responsibilities of client, management and development team both onshore and offshore. Every participant in the solution development is responsible for his defined activity. At GMI we evolved a solution framework by integrating our Process, People and Product.



Customer Delight

“Professional, Technocrats, Quick and Friendly. Commitment to the Timely delivery, sound Competency pool and superior Project Management skills are over whelming. Definitely we would look forward to working with them in future ”

Dr. Kevin Friesth
CEO, UTAI Inc

“GMI has done an excellent job with our project! Not only have they completed this much faster than expected but they also gave great support and always available for communication which is important. Its is our pleasure to be associated with GMI in future”

Mr. Darren Chew
CEO, IT Convergence Point



Customer Delight

"GMI was a very satisfying provider to work with. Performance was excellent and above expectations. They are very professional in their approach and are sure about their requirements. They are quick to respond with our requirements and specs. They are open to reason and appreciative. We are looking forward to work with them soon."

Mr. Maurizio Di Mauro
CEO, Label S.r.l

"GMI has done an excellent job of taking my ideas and turning them into a reality. Sameer and his team has worked extremely hard to answer all of my questions and deliver top notch work. Their attention to detail and creativity shine through in everything they do. I would recommend GMI to anyone and will work with them more in the future. Great work!! "

Toby Crandall, Founder,
Grocery Mate Inc, USA



GMI Factsheet

LOCATION

India - Headquarters
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