



Offshore Development Services

Mobile Computing
Solutions

Web Based
Solutions

Full Product
Life Cycle Support



*Don't risk falling behind on
Offshore Software Development Curve !*

Read more to see how, Var/IT is
the right company to be your partner.

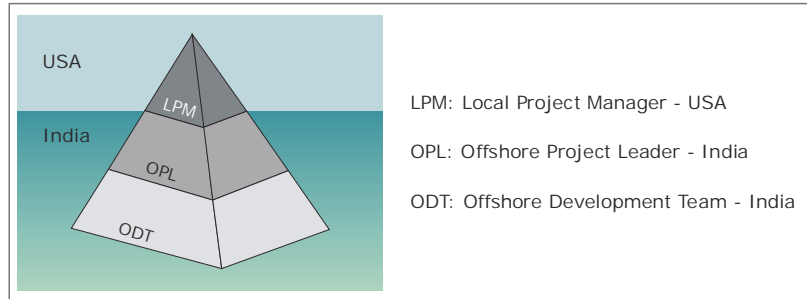


- ◆ Are you a Mobile Computing products / services company aiming to cut down your development / support / maintenance cost ?
- ◆ Are you thinking of extending your desktop solutions to a mobile platform?
- ◆ Do you wish to use mobile computing solutions to enhance the productivity of your field operation?

If yes, then Var/IT's development center based at Pune, India is your ideal offshore development partner.

Partnering with Var/IT for your offshore development needs, you are assured of service commitments of a US Company with cost benefits associated with an offshore company.

VarIT's Offshore Pyramid Model - a key to successful offshore outsourcing



VarIT's pyramid model makes sure that the projects are delivered without the need of customer's involvement in the

- ♦ Offshore communication
- ♦ Time differences
- ♦ Culture issues

Our team in Minneapolis consists of Local Project Manager (LPM - Representing the top portion of the pyramid) supported by our development facility in Pune, India, staffed with talented developers. LPM interacts with the customer to define and detail the project requirements. Once understood, the specifications are communicated with the offshore group consisting of Offshore Project Leader (OPL) and the Offshore Development Team (ODT). The customer is completely transparent to the offshore team. LPM attends all the project meetings and ensures the necessary comfort level for the customer.

A weekly project status including timesheets is provided to keep the customer completely in-tune with the project, schedule and costs.

This unique setup provides quality development results to the customer with a cost advantage without missing the local element and point of contact.

Specific roles of VarIT's teams

Team at Minneapolis – USA	Team at Pune – India
<ul style="list-style-type: none"> ■ Customer Interaction ■ Define project requirements and communicate to offshore team ■ Offer visibility to the customer ■ Implementation ■ Local support 	<ul style="list-style-type: none"> ■ Project management ■ Development ■ Testing ■ Documentation ■ On going support

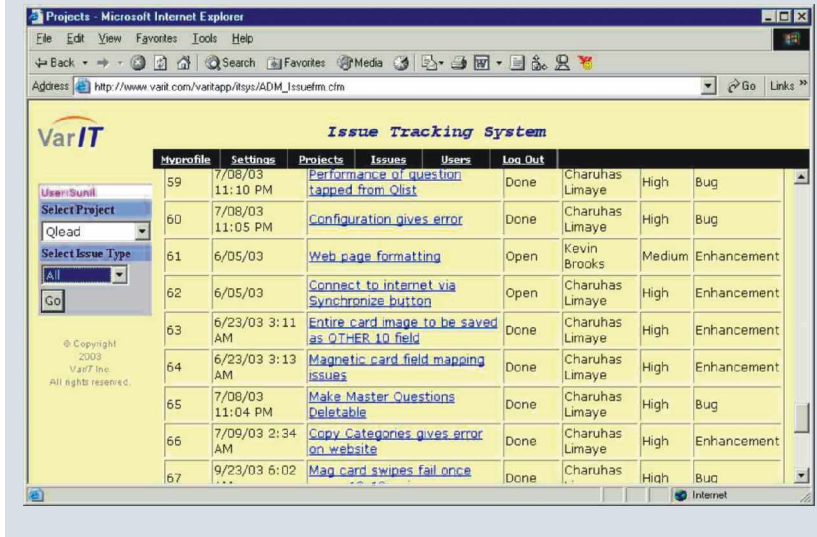
Taking the savings further:

Using the power of internet based project reporting and Issue Tracking Systems (ITS - developed in-house by Var/IT) some of our customers prefer to directly work with the offshore group represented by the OPL, getting a further cost advantage and direct line of communications with the developers.

This approach is particularly suitable for companies that develop software product and services themselves and are looking for quality development resources at a substantial cost savings.

You are in Control: Issue tracking system (ITS) from Var/IT

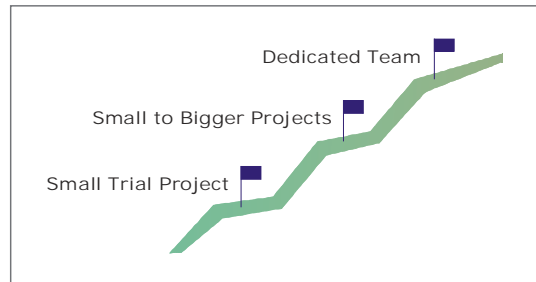
Var/IT incorporates web-based reporting and project monitoring tools for both internal and customer communication. With this Open and constant communication you are always aware of the development issues and progress. You can change the priority; add new tasks as appropriate using these Internet tools giving you full control over the project activities. You can drill down on the project activities; efforts put in and get the project status anytime.



Hydrofile	Settings	Projects	Issues	Users	Log Out		
59	7/08/03 11:10 PM		Performance of question tapped from Qlist	Done	Charuhas Limaye	High	Bug
60	7/08/03 11:05 PM		Configuration gives error	Done	Charuhas Limaye	High	Bug
61	6/05/03		Web page formatting	Open	Kevin Brooks	Medium	Enhancement
62	6/05/03		Connect to internet via Synchronize button	Open	Charuhas Limaye	High	Enhancement
63	6/23/03 3:11 AM		Entire card image to be saved as OTHER IO field	Done	Charuhas Limaye	High	Enhancement
64	6/23/03 3:13 AM		Magnetic card field mapping issues	Done	Charuhas Limaye	High	Enhancement
65	7/08/03 11:04 PM		Make Master Questions Deletable	Done	Charuhas Limaye	High	Bug
66	7/09/03 2:34 AM		Copy Categories gives error on website	Done	Charuhas Limaye	High	Enhancement
67	9/23/03 6:02		Mag card swipes fail once	Done	Charuhas	High	Bug

How do we start the relationship?

Offshore outsourcing would be a completely new way of working for your business. So there could be many barriers, internal resistance and pitfalls in this process. For a smooth transition from current internal onsite development model to an offshore development model, Var/IT recommends a step wise approach. This approach has worked for Var/IT's all the customers whether small or medium in size.



Step1: Give Small Trial Project

Small trail project is the best bet for you to set the ball rolling. All said and done, the proof of the pudding is in the eating. Starting with a small offshore project will give you a chance to test Var/IT as a probable long term offshore partner. Before entrusting Var/IT with the bigger projects it is better you try us with the small trial project. Small initial project would allow you to judge the chemistry match between us without the significant investments.

Step2: Continue to work with us on project to project model

Once you are convinced about the development and communication abilities of Var/IT on a small trial project, you can start giving further projects gradually increasing in the size . These projects would give you clear picture of Var/IT's project management abilities, processes, quality, service, and problem solving capabilities. At this point it would be easier for you to take a decision on converting Var/IT as your long term "offshore partner".

Step3: Go for a dedicated Team at Var/IT, India

Once you are ready to work with Var/IT as an Offshore Partner, the best way is to ask for dedicated team to work for you. The team need not be necessarily large. It can be as small as two developers. This team would be working exclusively on your projects. Working with dedicated team offers following benefits to you.

- ◆ Better control over the team
- ◆ Better monitoring of development processes
- ◆ Faster response to changing project requirements
- ◆ Opportunity to mold the team to match your work culture
- ◆ Better rates compared to the project wise model



VarIT - An offshore partner in tune with your expectations

Offshore Software development is not a new concept anymore. Several software companies irrespective of their size have already adopted Offshore Outsourcing to drive down the escalating costs of software development. Software companies that have not yet started offshore outsourcing may soon find them behind the curve in this competitive marketplace.

Success of offshore outsourcing entirely depends on the offshore partner you are working with. It is of immense importance that your offshore partner is in tune with your management philosophy, work culture, quality, service and communication expectations. Equally important is an understanding of your business environment.

Promoters of VarIT, being based in the US for over fifteen years have in depth knowledge of how the businesses in the US function. Also VarIT-India has been a sole offshore development arm of VarIT Inc. for over four years. This vast experience of working in the US along with managing offshore development has given us an insight to "Why the Offshore projects work or fail".

We at VarIT take every care to make your offshoring initiative, a success story. So apart from assigning talented developers to work on your projects, we ensure that they,

- ♦ Communicate clearly with you and have an access to high end communication facilities.
- ♦ Understand your business processes, and expectations.
- ♦ Keep you completely in-tune with the progress, schedule and costs of the project.
- ♦ Understand the importance of IPR and privacy of the information provided by you.

About VarIT

The VarIT Inc. is a provider of Internet based enterprise products and solutions with a focus on mobile computing. Headquartered in Minneapolis, MN. VarIT Inc. has a software development center in Pune, India.

Our past work includes a range of web based and mobile computing solutions in the following area:

- ♦ 'Sales Lead capture and retrieval' system for trade show participants.
- ♦ 'Field package delivery and tracking' system
- ♦ Tradeshow Visitor Guide
- ♦ Mobile 'Direct Store Delivery' system
- ♦ Mobile 'Field service' solution
- ♦ Mobile sales Guide / Brochure.
- ♦ Electronic Data Capture for Clinical trials



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