

# COMPWORLDWIDE COMPANY PROFILE



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# 1.0 Introduction

**A**t Compworldwide, our key focus is to empower our customers with customized business solutions through state of the art technology and best-of-breed business processes. Our wide-range of services include Custom Applications Development, Applications Maintenance Outsourcing, Call Centre/ Help desk, Migration/Conversion & Reengineering, Web Services, Architectural Strategy & Design, Enterprise Application Integration (EAI), Enterprise Application Implementation (ERP/CRM), BI/Data Warehousing, Legacy Systems Support. Compworldwide Infotech's service portfolio encompasses the entire range of solutions required by the IT industry.

Compworldwide has grown to become a global service provider of Infrastructure Management services, Intellectual Property (IP) Leveraged Solutions, and IT Services,

focused on the telecom, media, technology, manufacturing, Power and healthcare industries. Our services span from Application Management Outsourcing, Packaged Application Services, Independent Validation, Verification and Testing, Product Development, and Support, to higher valueadded offerings including Managed Platform, and Product Engineering Services.

Compworldwide Infotech aims to be the most preferred Business Partner of all Technology Providers and IT companies globally, by ensuring that solutions are implemented in the shortest possible span of time resulting in on time delivery with optimum quality enabling our customers to find the best resources helping them achieve their "CORE BUSINESS OBJECTIVES". This is planned to be achieved by establishing associations with the global leaders in technology.

By Partnering with Compworldwide, customer will be able to leverage Compworldwide Infotech's:

- Global IT services company headquartered in NJ, USA
- Consulting workforce of 1000+ highly trained project managers, domain experts, and leading-edge technology specialists
- Unique safe shore methodology to ensure global delivery network and executing deliveries in safe time zone
- Proven onsite/offsite/offshore delivery capabilities
- State of the art development centre in India
- Excellent delivery track record servicing fortune 500 companies

# 1.0 Introduction Conti...

## OUR VISION

"Empower our customers to focus on Core Business Competence through innovative and competitive IT and Business Process Outsourcing"

## OUR MISSION

"To redefine Customer Business Equity with best-of-breed Transformation, Technology and Talent"

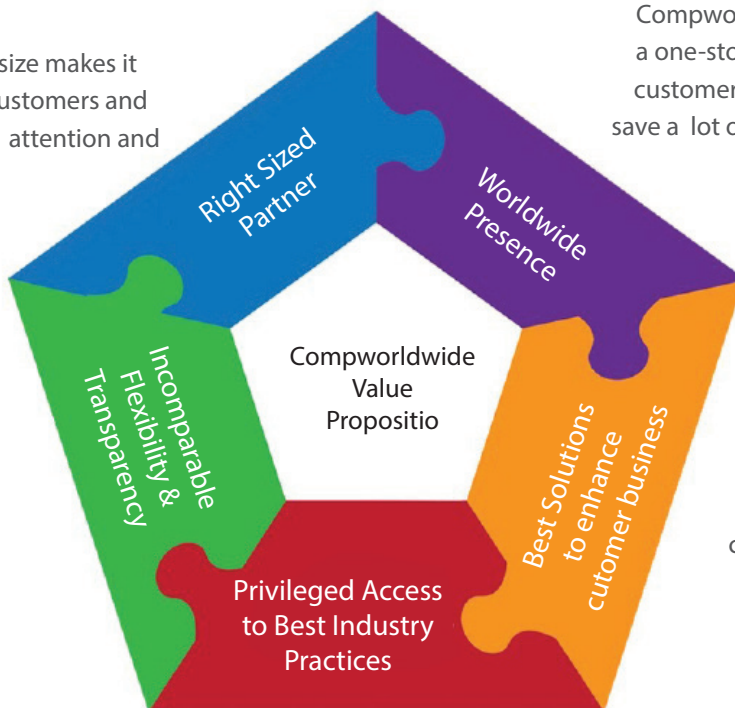


Compworldwide is about a 10 year old product development company with an aggressive business plan. We have a strong vision and growth plan. We provide software solutions consulting, tailor built software products, staffing solutions (as outlined in Service Offering section) to its customers at a global level. Compworldwide provides end-to end IT services to clients globally - combining knowledgeable resources and flexible technologies to offer high quality, low-cost products and services through offshore delivery supplemented by on-site execution.

# 1.1 Compworldwide Value proposition

Compworldwide unique size makes it attractive to its large ISV customers and ensures high management attention and focus

Compworldwide is well positioned to be a one-stop shop for all the IT needs of its customers, which helps the customers to save a lot of time and effort interacting with too many partners



Compworldwide is able to map to the unique business requirements of its requirements of its customer in terms of customer in terms of financial structure, resource alignment, financial structure, resource alignment, deliverables, etc., and design a process or model that compliments his business

Compworldwide offers unique solutions like RPO and IT Consulting, which helps its customers improve their bottom line by bringing down the operating cost.

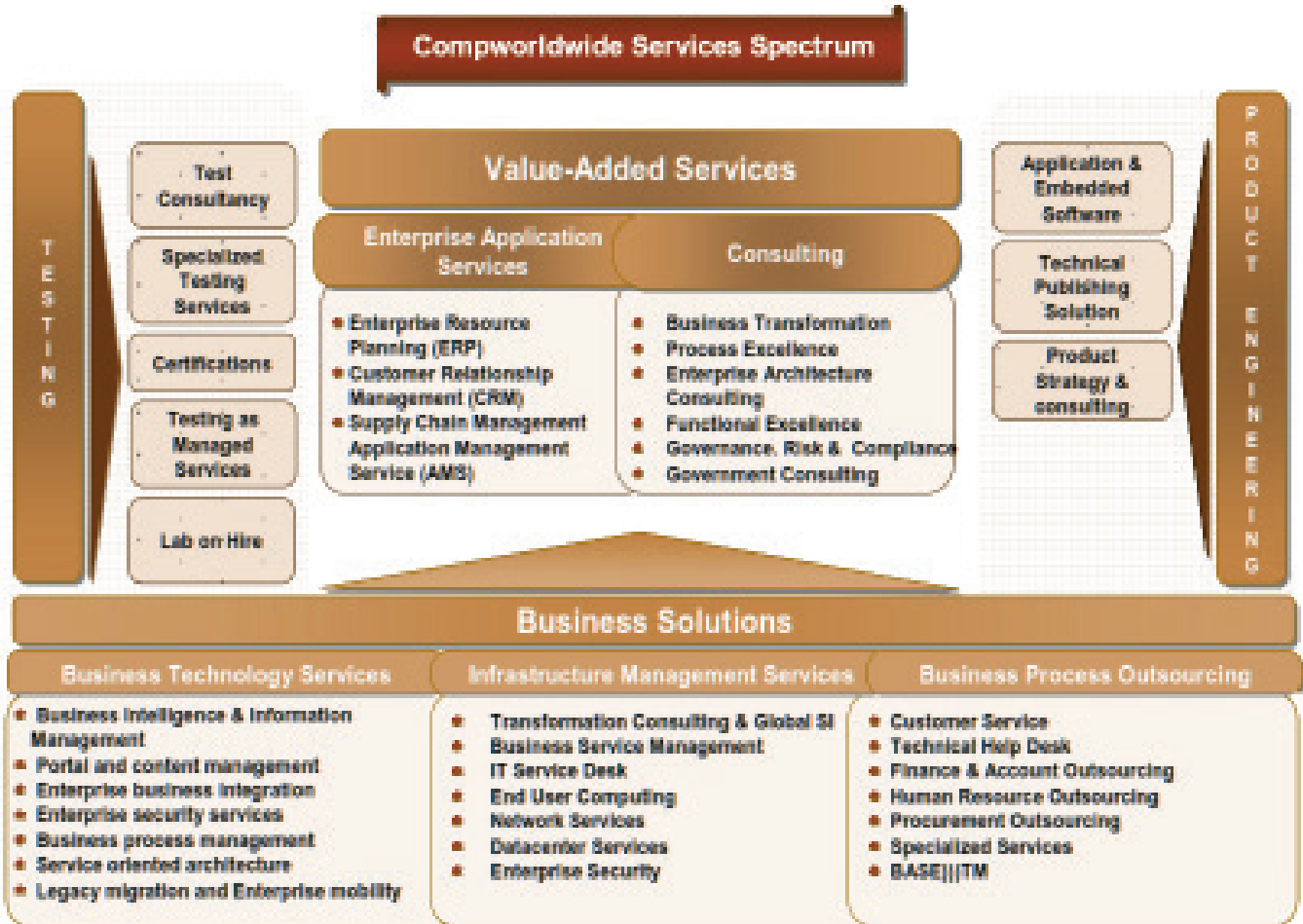
Compworldwide works with over 57 leading IT technology companies and is able to leverage that knowledge and adopt the best practices to the benefit

## 1.2 Global Presence

Compworldwide has a global footprint with 2 offices and development centers in 2 countries across the world:



# 2.0 Compworldwide Service Offerings



CompWorldwide Inc offers solutions and services to a select set of industry segments by leveraging our domain expertise and IT proficiency. These services are focused on helping companies realize business benefits through effective and successful IT deployment.

CompWorldwide emphasizes on on-time and on-budget delivery. CompWorldwide values every customer engagement and strives to deliver highest quality services.

## 2.1 Business Solutions

From complete turn key to project manager. Leave the building to the professionals.

### 2.1.1 Business Technology Services

Compworldwide Business Technology Services helps empower enterprises with business process innovation, enterprise agility, collaboration across the ecosystem and utilization of information as a strategic asset. Our solutions have provided valuable insights and helped transform the business processes of clients.

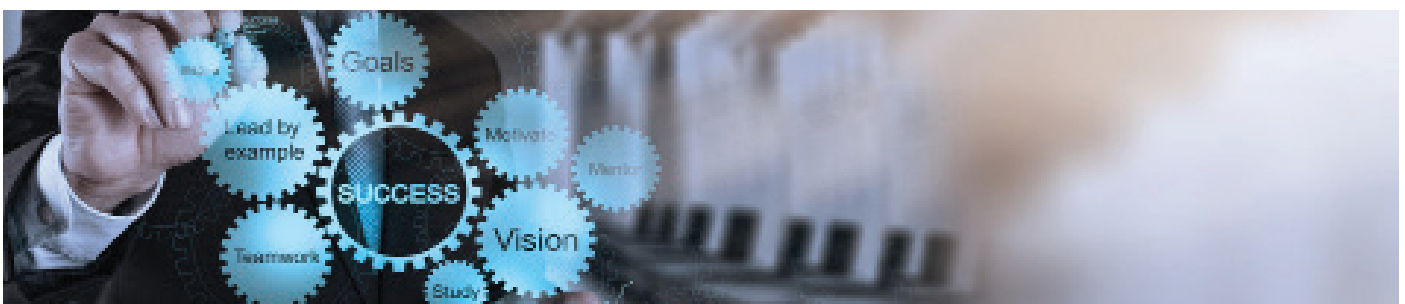
The key to the success of Business Intelligence & Information Management (BI/ IM) practice at Compworldwide is its ability to leverage global alliances with leading BI / IM technology and tool providers.

#### Offerings:

- Business Intelligence & Information Management
- Portal and content management
- Enterprise business integration
- Enterprise security services
- Compworldwide services spectrum
- Business process management
- Service oriented architecture
- Legacy migration and Enterprise mobility

#### Solutions:

- Hosted Document Management Solution
- Carbon Management Solution
- Hosted e-Commerce Solution
- Hosted BI & Analytics Solution
- Hosted EDI Solution



## 2.1.2 Infrastructure Management Services

Our Infrastructure Services caters to the three most crucial principles of global business: Growth through partnership, Service Delivery Excellence & Transformation Focused Execution.

### Partner for Growth

Compworldwide worldwide footprint helps to grow your business across continents. Compworldwide global delivery model offers 'Safe-Shore methodology through which we ensure business continuity where work can be seamlessly transferred to other support centers.

### Remote Monitoring and Support

We offer Remote Monitoring and Support Services from our Global Command Centers spread across the globe in India, Americas, EMEA and Asia pacific.

### Offerings:

- Transformation Consulting & Global SI
- Business Service Management
- IT Service Desk
- End User Computing
- Network Services
- Datacenter Services
- Enterprise Security

### Solutions:

- Retail iDMS
- Telecom Infrastructure
- Virtualization & Consolidation
- Unified Communications
- Global Command Center

### Service Delivery Excellence

Compworldwide range of alternate delivery models and its strength in process and quality excellence ensure Service Quality Assurance.

### Transformation Focused Execution

Transformation is the strategic vehicle of change to People, Processes and Technology. It helps businesses fulfill customer requirements and plan their future business needs. Compworldwide has forayed into several transformation ventures helping clients enhance their business by focusing on transformation. Our approach is development of existing business "baseline" through consultative analysis and due diligence by defining both the immediate and the strategic needs.



### 2.1.3 Business Process Outsourcing

Compworldwide is a leading provider of Business Process Outsourcing (BPO) focusing on the complex, voice and non-voice based segment of customer-care services. The integrated solution approach provides enhanced value to the customers through process standardization, process simplification and process optimization. Services are provided from delivery centers in the Americas, EMEA, APAC and India

#### Offerings:

- Customer Service
- Technical Help Desk
- Finance and Accounts Outsourcing
- Human Resource Outsourcing
- Procurement Outsourcing
- Specialized Services



## 2.2 Value-Added Services

### 2.2.1 Enterprise Application Services

Compworldwide Enterprise Application Services (EAS) practice proactively assists organizations in their business transformation initiatives and offers strategic vision which aims at redesigning your business processes, thus helping reduce TCO, increase ROI and improve productivity. We offer skilled resources and best-in-class technology for implementation, upgrades, consolidation and enhancement.

#### Offerings:

- Enterprise Resource Planning (ERP)
- Customer Relationship Management (CRM)
- Supply Chain Management
- Application Management Service (AMS)

#### Solutions:

- Demantra
- Key Opinion Leader
- Smartutil

## 2.2.2 Consulting

Integrated Strategic Solutions eliminate inadequacies in today's competitive market, Compworldwide addresses clients who want to eliminate operational inadequacies as well as build strategic solutions (Consulting, IT, BPO) for long-term competitive gains. Our innovative, accelerated Business Transformation approaches drive measurable improvements in critical metrics such as Free Cash Flow and Return on Equity.

- ✓ Applying our industry experience to key business functions
- ✓ Recognizing the areas of business impact and value
- ✓ Applying process and technical expertise
- ✓ Sharing ownership of the final business outcomes of the client

### Offerings:

- Business Transformation
- Process Excellence
- Enterprise Architecture Consulting
- Functional Excellence
- Governance, Risk & Compliance
- Government Consulting

## 2.3 Testing Services

Compworldwide dedicated Testing Services business unit has a comprehensive solution portfolio which assures measurable business outcomes through improved quality processes Investments in Specialized Testing practices comprising of Automation, Performance Testing & SOA Testing etc. for transforming critical processes. Compworldwide's Testing Services focus on deployment readiness for applications/products to ensure the client has a competitive advantage in the market by delivering Functional Assurance, Better Quality & Enhanced Performance in addition to recurring higher cost savings on the testing efforts.

### Offerings:

- Web Application Testing
- ERP Testing - SAP, Oracle, PeopleSoft, JDE Testing services
- SOA Validation
- Web Services Testing

### Solutions:

- Industry and Point Solutions
- BFSI Solutions
- Telecom Solutions
- Enterprise Solutions
- Productivity & Automation Solutions



## 2.4 Others

### 2.4.1 BOT Model Engagement - Build-Operate-Transfer (BOT) Service

Compworldwide strongly feels that the BOT model gives customers the opportunity and liberty to get an Offshore Centre (OC) built and operated as per their needs, and also set up processes in various stages to suit their business needs. The staged process helps a client evaluate the risks involved and helps them check feasibility before investing in a full-fledged manner.

This model gives a customer, if he so wishes, the option of acquiring the operations of such a centre at the end of the contract period. The customer not only acquires facility but also a pool of highly talented resources equipped with process and domain understanding.



## Major advantages of this model include:

- ✓ The opportunity to capture market share rapidly or address an urgent need in a short period of time
- ✓ The ability to continue to focus on the organization's core competency
- ✓ The opportunity to access the best-in-class skill-sets
- ✓ Conservation of capital expenditure
- ✓ Cost-effective outsourcing during the initial period of build-out and operation
- ✓ Reduced operating risk
- ✓ Knowledge retention when related to sensitive processes
- ✓ The ability to launch a complete end-to-end solution in a short period
- ✓ The IPR would be reserved with the customer at all times.

Compworldwide has successfully operated in this model for some of its customers. The customers can leverage on Compworldwide global presence and decide to setup BOT facility at their choice of location. Compworldwide has the capability to quickly setup the facility and hire resources. Some countries provide tax benefits to companies for setting up such facility. Compworldwide with its able administrators who knows the prevailing offerings, would leverage on such schemes and pass on the benefits to its customer resulting in a costeffective BOT facility.



## 2.4.2 Safe-Shore Methodology

The business environment is changing dynamically and to stay competitive is one of the most fundamental business requirements. The modest improvements in the business are no more sufficient to remain leader in the business. One of the key areas to stay lean and mean is to reduce operational cost which can be achieved in the tune of 40% - 60%.

To achieve this goal, at Compworldwide we have developed Safeshore methodology. Based on the nature of the engagement, through Safeshore we determine the effective engagement execution game plan. The methodology is a three dimensional matrix of Shore's (Onshore, Nearshore and offshore) as one axis, availability of skill set in low cost destination as the second axis and the optimum infrastructure (e.g. IP Regulation, Cyber rules etc) of destination location.



### Offerings:

- Determination of the effective engagement execution game plan
- Achievement of the lowest possible cost of delivery
- High offshore team productivity through good coordination of onshore/Near-shore and offshore teams
- IP Protection/Data Privacy
- Availability of Skilled resources with appropriate efficiency and work attitude
- Low Attrition rate
- Good Legal Framework of country- Government Involvement like provision of huge financial incentives like grants, Tax breaks and Training cost reimbursement
- Best infrastructure in terms of Roads, Phone connectivity

# 2.5 Product Development

## Comp Project Management System (CPMS) & Comp Invoice Management System (CIMS)

### 2.5.1 Comp Project Management System (CPMS)

Comp Integrated Project Management System (CPMS) software provides a highly sophisticated single-sign on tool for the corporations. CPMS are a set of managed service, providing customers a complete integrated system so that they can manage complete profile of projects and employees. This system would enable clients to have a system that would provide a complete integrated system so that they can manage complete profile of employees and projects. The access to the modules will be based on roles.

Built on service-oriented architecture (SOA) and delivered on internet, the components of CPMS work seamlessly to provide a truly scalable and extendable solution that goes beyond the immediate needs.

### Executive Summary

Corporations find it difficult to maintain the details of employees, projects, and their current status under single roof. CPMS is architected to addresses this gap.

The vision is to provide a ready-to-deploy enterprise system that delivers solutions with lower cost-of-ownership.

### Overview

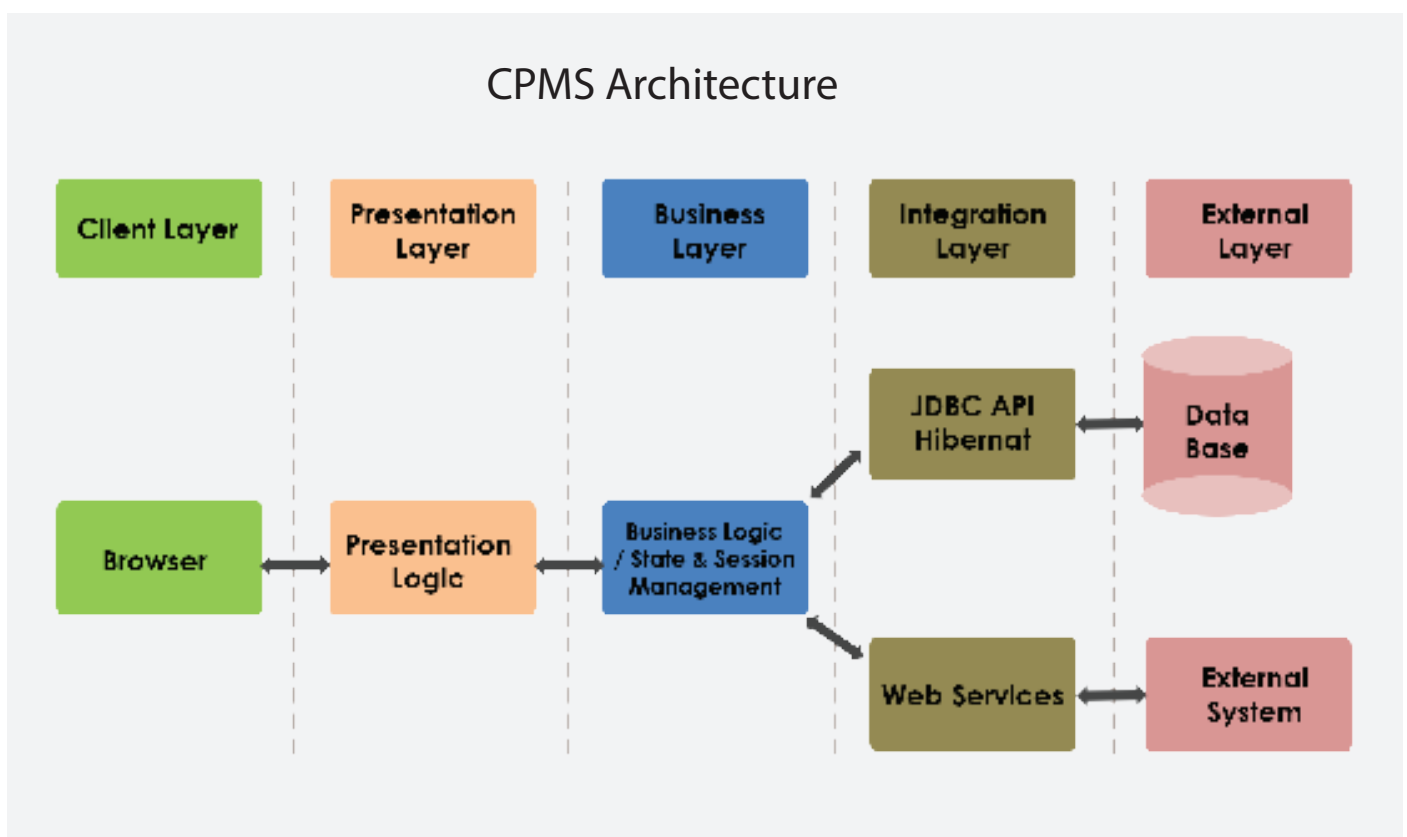
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CPMS software radically simplifies customization of business processes. It is a flexible framework that supports an integrated management system. Built on Service-Oriented architecture, the system provides a truly scalable and extendable solution. It provides interfaces that can be accessed from web browsers. It greatly reduces the risk, complexity, and cost of building an enterprise solution.

## Following are the benefits of using CPMS

- ✓ Provides single sign-on
- ✓ Ensure high reliability
- ✓ Secure backend private information

CPMS is based on J2EE framework and hence fully leverages the object-oriented technologies based on J2EE.



CPMS can be implemented rapidly in 90 days or less and will demonstrate significant ROI.

## 2.5 Product Development Conti...

### 2.5.2 Comp Invoice Management System (CIMS)

Comp Invoice Management System(CIMS) software provides a enterprise system which improved the operational efficiency and enhance the profitability reduce costs. Smart and agile enterprises want to continuously improve their operational efficiency and enhance their profitability. Seasoned Accounts Payable Managers, in order to meet business objectives, realized the need for centralized processing and electronic handling of invoices, travel expense management, and vendor communication management.

#### Challenge

Smart and agile enterprises want to continuously improve their operational efficiency and enhance their profitability. Seasoned Accounts Payable Managers, in order to meet business objectives, realized the need for centralized processing and electronic handling of invoices, travel expense management, and vendor communication management.

#### Solution

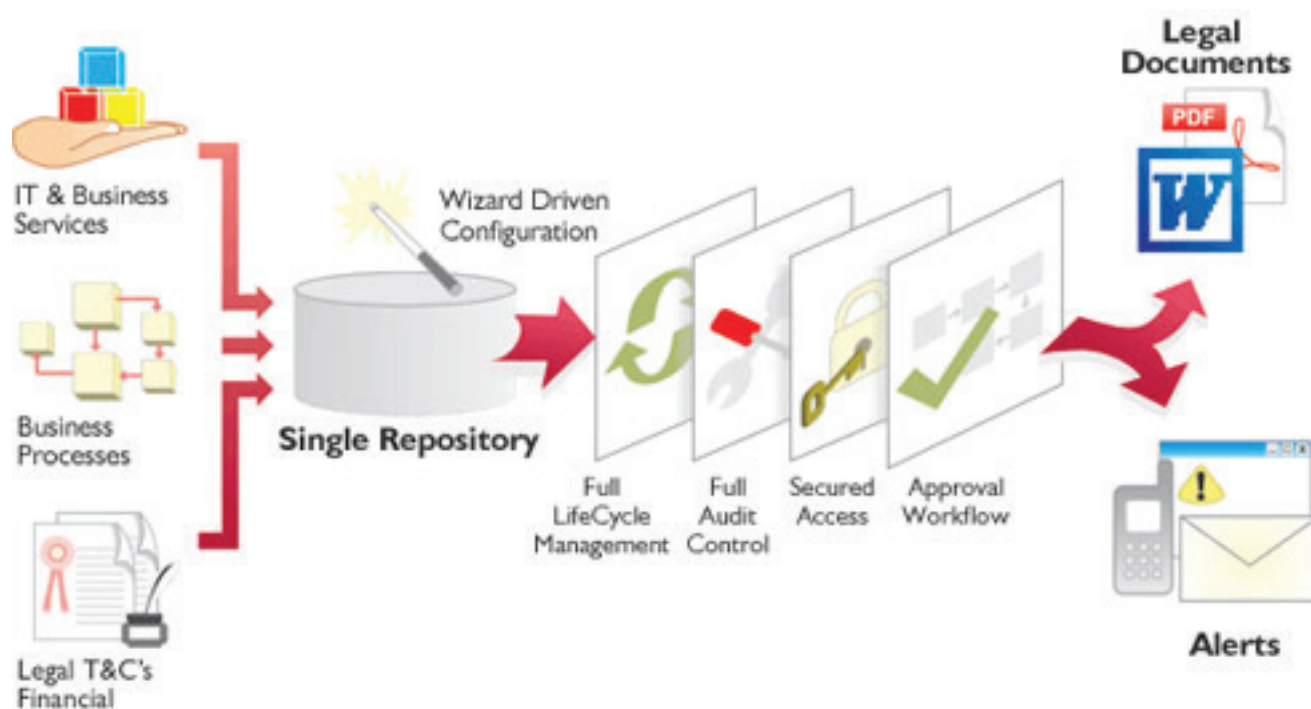
In this era of global competition all organizations are facing intense pressure to reduce costs. Smart and agile enterprises want to continuously improve their operational efficiency and enhance their profitability. Seasoned Accounts Payable Managers, in order to meet business objectives, realized the need for centralized processing and electronic handling of invoices, travel expense management, and vendor communication management.

#### CIMS enables organizations to

- ✓ Streamline operations in manually intense Accounts Payable departments
- ✓ Automate invoice approval process and reduce processing time over 90%
- ✓ Reduce transaction costs by reducing duplication costs, document transport, communication breakdown, storage costs etc..
- ✓ Increase visibility into spending patterns
- ✓ Reduce the likelihood of duplicate payments
- ✓ Make use of vendor discounting by timing payments

- ✓ Comply with internal audits and Sarbanes-Oxley requirements
- ✓ Observe and improve productivity of employees by monitoring throughput and taking actions before it the backlog increases
- ✓ Enable vendors to self serve, in a controlled environment, via a vendor portal freeing up internal resources
- ✓ Enforce spending and approval limits either at an individual or group or SBU level.
- ✓ Integrate with ERP packages such as SAP, Oracle and PeopleSoft.

Contact Us to arrange a demonstration of CIMS or to know more about our service capabilities.



## IRecruit

IRecruit is a web based portal intended to enable the Human Resource team to manage the company employee recruitment and placement processes. It helps the Manager of the project to track all the skills to develop for the existing employees for the new projects which are in the pipeline. It generates key performance statistics to measure the cost-effectiveness of the project teams.

## 2.6 Professional Services

Compworldwide is associated with the following companies as their Global partner for the sale & implementation of the prod-

### 2.6.1 ADRENALIN

Adrenaline eSystems provides high-quality, reliable and cost-effective product with that provides critical tools; workflow and information that helps companies drive business results from HR.

Adrenaline is an HR Automation product that uses technology to actualize human potential in the context of business. It is fully web-based software available over the Internet, or on the intranet within the office.

Adrenaline offers the following modules that take care of end-to-end HR functions.

- ✓ Performance Management
- ✓ Training & Development
- ✓ eRecruitment
- ✓ HR and Workgroup Reports/Analytics
- ✓ Payroll
- ✓ Self-Service



### 2.6.2 IBM Software Services – OPTIM

Optim is an IBM Software product. It makes decommissioning easier and safer by providing the capability to archive application data in its original business context, preserving each archived business object as an audit-ready “snapshot in time.” Optim provides application-independent access to archived data for query and reporting. Even after the originating application has been taken out of service, sites can satisfy an e-discovery request by using industry standard methods to query and report on archived data.

### 2.6.3 Golden Gate Software – GOLDEN GATE

GoldenGate Software, Inc. is the market leader in Transactional Data Management (TDM). GoldenGate's solutions enable customers to effectively maximize the performance, accessibility, and availability of the transactional data that drives their mission-critical business applications.

The innovative technology fulfills the promise of large volume, real-time data movement and management across diverse IT environments. Protecting, integrating and sharing transactional data in real-time is the most effective way for any business to grow revenue and reduce costs."

## 3.0 Compworldwide Industry Experience



Automotive



Banking

Business &  
Consumer ServiceCommunication  
Service ProviderComputing  
SoftwareConsumer  
Electronics

Energy



Healthcare



Insurance



Manufacturing



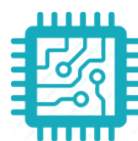
Media



Mobile Device

Pharmaceutical  
& Bio Tech

Retail



Semiconductors



Utility



# CompWorldwide Inc.

CompWorldwide Inc is a global business and information Technology Company, offering a wide range of services including consulting, system integration and outsourcing solutions to our clients.

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