



Elegant Enterprise Enablement™

Global Software Delivery

Seamless Integration of Global Resources for Business Advantage

ComFrame's global software delivery model encompasses the integrated global technical teams, precision processes, tools, methodologies, infrastructure and strategies for delivering high-end applications faster and with less cost and risk than traditional offshore approaches.

Growing Pressure for Better Software

Companies today are experiencing growing demand from customers and internal users for high-quality, functional software applications, delivered faster and at a lower cost. The need to deliver "**more for less, yesterday**" in order to help your company flourish has never been greater. Business and IT leaders must find a way to compress development timelines while improving quality and optimizing costs. Those that can effectively integrate the use of offshore resources into the software engineering process to accomplish these objectives will gain and maintain a competitive advantage.

The Problem with Current Delivery Models

The major problem with traditional offshore software development approaches is that these models do nothing to overcome the barriers between U.S. teams and offshore resources in key software engineering areas that include requirements, design, development and testing. This segmentation consistently produces poor results and slows the adoption process for companies that want to tap into the global labor pool. Effective software delivery models are those that emphasize integrated teams with shared delivery responsibilities.

Formula for Global Software Results

Over the past decade, ComFrame has refined its approach for integrating the use of offshore resources into the delivery of high-end software for clients. Traditional U.S./offshore relationships continue to struggle with miscommunication, poor quality, missed expectations, lack of unity and low user adoption. These challenges have been addressed and eliminated through our unique global development methodology and process for seamlessly leveraging our wholly-owned software development operation in Beijing.

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Pillars of Success

The ComFrame global delivery model succeeds through our ability to execute and manage across key dimensions that include:

- ✓ Establishing effective communications
- ✓ Maintaining software quality
- ✓ Delivering software accuracy
- ✓ Ensuring team unity
- ✓ Managing internal and external perceptions
- ✓ Establishing a successful adoption plan

For more information on how we accomplish these goals, download our white paper, available on www.comframe.com

Leadership and Loyalty

ComFrame's Beijing office is located in the heart of the leading academic and technology center of China, enabling ComFrame leaders to select from a rich pool of IT talent. The general manager of our offshore office location is a long-time ComFrame employee, native to Beijing but educated in the United States. The turnover rate in our Beijing office is lower than in our U.S. offices, which is already below 10%.

Microsoft
GOLD CERTIFIED

Partner

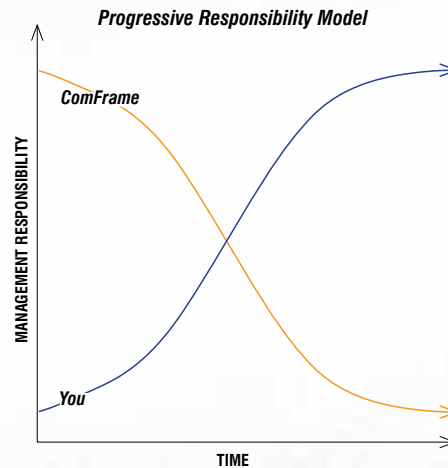
Data Management Solutions
Information Worker Solutions
Business Intelligence
Custom Development Solutions

National Systems Integrator

ComFrame Global Delivery Services:

Life-Cycle Software Engineering:

- ✓ **Single Project Engagement** – ComFrame can take on large software development projects where talent or time is the biggest obstacle for our client
- ✓ **Progressive Responsibility Model** – Enables our clients to take an incremental approach to integrating and fully-controlling the use of offshore resources. It is ideal for IT organizations with a sequence of projects that want to learn the skills of offshore delivery, taking more and more control gradually with lower adoption risk.



Quality Assurance Services:

ComFrame QA services are typically focused on functional software testing, although load testing can be easily added. QA services can be delivered as an add-on to a software engineering project or as standalone services

to support your in-house software engineering operation.

Software Support Services:

These services provide on-going maintenance of a software application or product. Typically, defect corrections and minor enhancements are provided at a fixed monthly cost to the client.

All ComFrame global delivery solutions are controlled by our unique proprietary methodology, **Praesideo™**, that ensures precision and accuracy in our software delivery process by embracing change, ensuring appropriate communications, delivering iteratively and incorporating quality early in the development process.

Low Risk Transition to a Global Approach

Use of a global labor pool is an essential component in your formula for meeting software marketplace demands. The simplest and least risky path of adoption involves leveraging the experience of a global delivery partner like ComFrame to help you shorten the adoption cycle and reduce your total cost. We offer the experience, personnel, adoption model and methodology necessary to help you rapidly transition to a global software delivery approach for business and technology advantage.

For more information on Global Delivery, call 800.905.0293 or email info@comframe.com.

Global Software Delivery is part of ComFrame's Elegant Enterprise Enablement Suite™ including, Strategy & Program Management, Business Intelligence & Enterprise Data Management, Collaboration & Knowledge Management, User Experience Engineering, Precision Application Services and ProtoSOA™ Enterprise SOA.

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comframe.com • info@comframe.com • 800.905.0293

