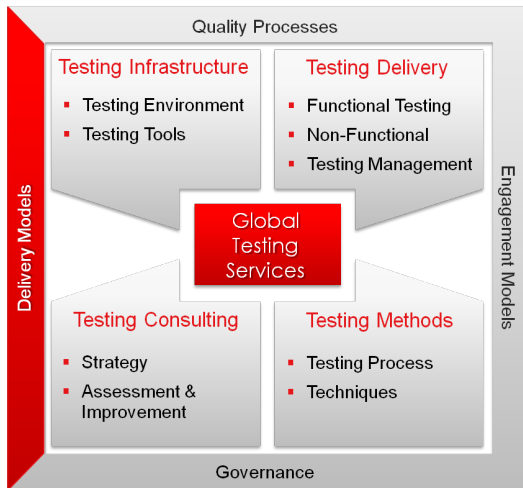


Flexible Delivery Models



Summary:

- Significant cost savings, **up to 40%**, against your current testing spend
- A range of delivery models tailored to meet your specific requirements
- Eliminates the inherent constraints associated with rigid/inflexible delivery approaches
- Supported by a global testing capability with a proven track record of successful delivery
- Empowers your testing organisation to develop, grow and react to your changing business requirements

We have learnt during the past 25 years of delivering leading edge software testing solutions that there is no 'one size fits all' delivery model. With our extensive global testing capability, including our local and off-shore service centres, we can tailor a model that enables you to optimise the efficiency of your testing activities and minimise testing cost.

In today's customer focused environment, you need the ability to respond to the changing market in the fastest most efficient way possible. Our delivery models empower you to meet this requirement by supporting your needs with flexible, adaptable and pragmatic resources and solutions.

Our global pool of testing experts enables us to provide you with a X-Shore model tailored to your organisation, which can reduce your total testing costs by as much as **40%**.

Key Features

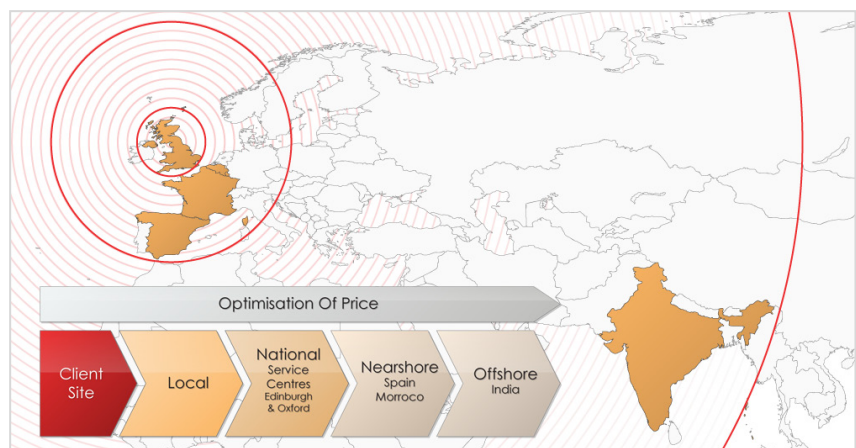
By working with you our delivery managers develop trusted long-

term partnerships which enable us to tailor and deliver optimised solutions by:

- understanding your true business drivers, pressures and quality requirements
- understanding your long-term business vision and application roadmap to prepare the right resources and solutions for you
- establishing and maintaining knowledge management processes specific to your organisation, to enable rapid ramp-up/down of 'ready-to-go' resources
- ensuring the resource solution and test approach are absolutely right for your context

- working in partnership with you to manage reactive situations where unscheduled resources are required for short periods
- supplementing your test teams with the 'right' tools solution

When defining delivery models we use our mature estimation processes to demonstrate how costs have been derived and the risk profile has been highlighted. During early engagements, where the risk profile is unknown, we can parallel run multiple models to demonstrate the relative cost associated and provide you with the necessary information to determine the most cost effective model for your organisation. This protects immediate delivery costs,



timeframes and quality levels.

Our delivery models are supported by a range of flexible engagement solutions which have been developed over the past 25 years. These models enable us to meet the exact needs of our clients and include:

- Fixed Price
- Time & Materials (T&M)
- Capacity
- Managed Service
- Unit of Work
- Testing as a Service (TaaS)

Key Benefits

By utilising the 'best fit' delivery model, your business could reduce its testing costs by as much as **40%** through:

- avoiding the retention costs of full-time testing specialists (e.g. performance / automation / security) during periods when they are not fully utilised
- the selection of the right engagement model tailored to meet your specific requirements
- early engagement to enable up front quality to be maximised leading to earlier defect detection
- dedicated specialist resource

available to meet your delivery expectations and timelines

- total commitment and clarity on the deliverables being produced
- knowledge management and transition processes dedicated to your organisation, enabling us to select resources with the right skill sets and trained in organisation detail prior to deployment

We encourage the use of models where we can provide upfront commitments on costs, based on the appropriate risk profile, enabling maximum clarity on your testing spend and avoiding unpleasant surprises.

How Are They Delivered?

On initial engagement we will assign a skilled delivery manager who will work with you to gain a clear understanding of your requirements and enable us to propose appropriate delivery models.

With a number of industrialised options available we are confident we will find the right model to fit all projects and budgets of any size, including;

- **On-Shore Resource Based** – Anything from a single tester or consultant for a short-term engagement to a large team for the delivery of long-term business critical programmes
- **Managed Service** – We are vastly experienced and currently deliver cost effective and quality managed services to clients across a wide range of industry verticals and technologies.
- **X-Shore** - In today's market cost efficiency is vital. Through the deployment of our flexible X-shore model, utilising the right blend of global resource we have helped our clients achieve significant cost savings of up to 40% whilst maintaining delivery quality and timeframes.

Our delivery managers continue to work with you to review and assess the quality of delivery, proactively manage issues and monitor the ongoing efficiency of the delivery model selected. This ensures you are receiving the model that's right for you throughout the duration of our engagement as your business and project landscapes change.

For further information please see <http://www.sopragroup.co.uk/services/core/testing/index.htm> or contact info@sopragroup.co.uk

Example Delivery Model

