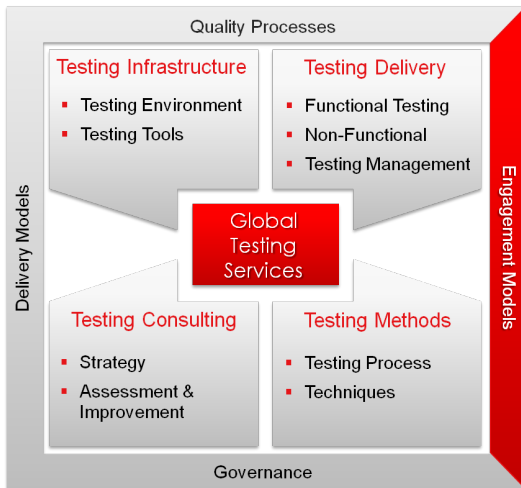


Flexible Engagement Models



Summary:

- Significant cost savings, **up to 40%**, against your current testing spend
- A portfolio of innovative and flexible engagement models
- Continuous review/assessment throughout our engagements to ensure the right model is used
- Ability to provide upfront cost clarity and avoid the dreaded 'unknowns'
- A commitment to work with you as a trusted partner

During the past 25 years of delivering world class testing solutions to a wide range of clients, Sopra Group has learnt that no two organisations or projects are the same regardless of technology and sector.

With the constantly increasing pressure organisations are facing to deliver faster, better and cheaper products and solutions, the ability to identify and deliver the optimum quality level at an agreed and committed cost and timeframe is key.

We've developed a portfolio of innovative and proven engagement models tailored to meet the specific technologies, applications and pressures of your business. This portfolio ensures that the model of engagement is an enabler rather than a constraint and your delivery priorities are, and remain, totally satisfied.

At Sopra Group we don't work for our clients but with them as trusted partners. This enables us to work together to ensure we select and deliver an engagement model that's right for all.

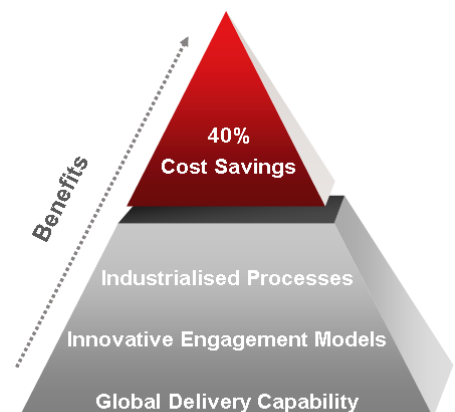
Key Features

We have defined a number of innovative, industrialised but flexible engagement models to ensure that whatever the requirement we have a proven solution that is delivered with confidence. These include

- **Time & Materials (T&M)** – We can provide resources on a standard daily rate, to an agreed and highly competitive rate card
- **Fixed Price** – Using our robust and proven estimation processes and a risk profile appropriate to your organisation we can provide a fixed price commitment on anything from specific deliverables within the testing lifecycle, to full project delivery
- **Capacity** – Using our capacity model we can provide you with a fixed standard cost, based on a normalised demand profile. Resource utilisation is managed by our delivery team and can flex in-line with your project demand, whilst you retain confidence of a controlled, regular cost
- **Unit of Work** – We will work with you to define an agreed pricing list for deliverables within your

testing lifecycle, from which we can then provide fixed price proposals based on modules/areas impacted by your requirements

- **Managed Service** – We take complete responsibility and accountability of specific projects, portfolios, testing domains or even your entire testing organisation. We deploy the right resource model to optimise costs, resource and delivery backed up with industrialised delivery, management and governance mechanisms that ensure quality is maintained and increased



- **Testing as a Service (TaaS)** – Through the utilisation of one our testing service centres (within and outside of UK) we can provide a hosted testing service dedicated to your organisation. We manage environments and tools on your behalf and completely remove the testing overhead from your business.

Key Benefits

Our variety of engagement models provide many benefits including;

- Qualified engagement models tailored to suit your demands
- Certainty of cost through upfront and committed agreement
- Dedicated specialist resource available to meet your delivery expectations and timelines
- Engagements delivered by our award winning market leading testing consultants and global delivery capability

By selecting the 'right' engagement model for your organisation and testing requirements we are confident we could help to reduce your testing costs by as much as **40%**.

How Are They Delivered

On initial engagement Sopra Group will assign a dedicated delivery manager, who will work with your team to fully understand your requirements, challenges and pressures. This will enable us to propose the right engagement model to suit the type of service required. We will use our mature estimation processes to demonstrate the cost and risk profile and provide optimum clarity and commitment from day one.

During delivery our delivery managers will work with your team to constantly review progress made against plan and ensure we continue to deliver maximum value.

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

