



**THE PNT WAY**



**Offshore Outsourcing** has proved to be a deciding factor for companies that offer cost and quality edge in a competitive market. **The success of Offshore Outsourcing relies on the word “customer satisfaction”**. Offshore Software Outsourcing is much about building relationships based on trust, and mutual respect. PNT Global provides reliable, quality, and value added services to focus on your core business needs so that you are assured that a dedicated offshore outsourcing team is working for you.

Nowadays, an effective IT solution is more than simply a matter of knowing the technology. At our outsourcing services company, we understand it's a matter of understanding the client's business goals. This means that we always think about:

#### **The end-users**

Interface has never been so important - that's why we believe that end-users need to have an intuitive and visually appealing way to use any kind of software or web-site.

#### **The quality**

Internal quality policies ensure that we deliver a stable and robust code and provide ongoing technical support after the project completion.

#### **Your business**

We will never start a project without understanding the nature of your business and the issues which need to be addressed by completing the project, moreover we will always suggest you several alternatives to choose the best one matching your business needs and budget!

The top four reasons why customers choose us as their software company:

- **Large projects experience**  
Big software projects are rare in the outsourcing world. We know how to organize successful multi-site offshore software projects that are 170+ man-years of efforts. And smaller ones, too.
- **Project duration and cost optimization**  
We are able to decrease project development efforts and duration and, thus, your development costs. A separate team of software architects develops and improves architecture components that are the basis of your software or web project. Free to you.

- **The best brains of our software company are available on your project**  
Human element is at the heart of offshore software development. In our software company we have organized two laboratories and one training center in cooperation with two major technical universities in our country. It enables us to find, select, and employ the best technical specialists and managers available on the market of software companies.
- **Project rescue service**  
If you are not succeeding with your current software development or outsourcing

## Development Process

### Offshore Software Development

#### Methodology

PNT Global follows a full Software Development Life Cycle (SDLC). Once you have chosen PNT Global Inc. for development work, the next steps are simple.

#### Envisioning

After you submit a **Request for Quote** to us, we form a core team that prepares vision/scope documents for your project free of charge. We envision the overall direction for the project, including determining which features the solution will and will not include, and a general schedule for delivery.

#### Planning

During this phase the team prepares the functional specifications, works the design process through, and prepares work plans, cost estimates and schedules for the various deliverables. This work is carried out by us free of charge. The stage is completed by the signing of a contract.

In complicated cases a screen prototype of a new system can also be developed. This allows the customer to review the future system and to give their feedback at an early stage of the development.





## Design and Development

Our team accomplishes the building of solution components (code as well as documentation). Our process model combines principles of waterfall and spiral models. We use the best approaches of several standard processes and support different kinds of outsourcing.

Our development process is interactive. That means that customers monitor the progress of development online so they won't be faced with any sudden issues at the end.

## Testing

In this phase testing is conducted on a solution whose features are complete. Testing emphasizes usage and operation under realistic environmental conditions. The team focuses on resolving and triaging (prioritizing) bugs and preparing the solution for release.

Testers develop the Test Plan, test cases and scripts, test the system and verify that it operates according to the specification. After rigorous testing, we launch the application.

## Delivery and Support

PNT Global team deploys the core technology and site components, stabilizes the deployment, transitions the project to operations and support, and obtains final customer approval for the project. It is not just a Product that is delivered to the customer, it is a Solution.

Usually a typical software package includes:

- Software product
- Quality Assurance documentation
- Technical requirements documentation and design documentation
- User's Guide
- Installation program and instructions
- Documented source code
- Maintenance instructions

All intellectual property rights and software source code are retained by the customer.

The development team keeps supporting the system after installation, and we also provide a warranty. We promise **GUARANTEED MONEY BACK** if the customer is not satisfied.



## How We Manage Quality

PNT Global has been using state-of-the-art Quality Assurance methodologies and practices in all its projects, aiming to deliver error-free software products. This commitment to quality is PNT Global core objective as we believe this is the only way to ensure customer satisfaction.

**PNT Global Quality Assurance system** ensures that software processes and products conform to the specified requirements, standards and procedures.

PNT Global has been developing a set of QA guidelines for business processes based on **the best industry practices and quality standards: ISO 9001:2000 and CMM**.

Compliance with established requirements, standards and procedures is evaluated through **process monitoring, product evaluation, audits and testing**.

These activities enable us to measure, assess and enhance the company's functions to ensure **efficient performance and high quality project implementation**.

### Key factors for the high quality project implementation

- Perfect project management
- Efficient process
- Complete documentation
- Excellent communication

### PNT Global Quality Assurance key processes

- Testing
- Document management
- Code inspections and reviews
- Bug-tracking
- Configuration management
- Process monitoring
- Risk management



## **Intellectual Property Protection**

Piracy is a serious problem in many outsourcing hotspots. The main concern for a company/organization planning to outsource or currently outsourcing is related to security issues (including IP theft and fraud). Though PNT Global has never been involved in any type of dispute involving intellectual property rights, we take a proactive approach in preventing IP theft and fraud to protect our customers and their organizations. Your intellectual property will be safe with us!

### **PNT Global has the following security measures implemented**

#### **Customer segregation**

We arrange independent information space for each project.

#### **Anti-Virus Protection**

We employ daily-updated antivirus software on each server and workstation and email antivirus software on email software.

#### **IP segregation**

Public IP addresses are only on Internet-enabled server.

#### **Intruder Protocol**

We use firewalls on internet channels.

#### **Staff**

PNT Global rigorously checks all employees hired. All employees sign NDA and take course on IP rights. We screen all employees for criminal background, civil action, any discrepancy in resume, experience, education, references and interviews.

In this way we ensure the protection of our customers' intellectual property.

## Skills

The present list is by no means complete, new skills are added regularly:

<b>Coding Languages</b>	<b>Software Development Environment</b>	<b>Databases (RDBMS)</b>
C++ (including ANSI C)	MS Visual Studio	Oracle
Java	Borland Jbuilder	DB2
Scripting Languages (JavaScript, VBScript etc.)	VisualCafe	MS SQL Server
ColdFusion	Oracle Development Suite	MySQL
Perl	PowerBuilder	MS Access
Visual Basic	ColdFusion Studio	
	Macromedia DreamWeaver	
<b>Databases Access Protocols</b>	<b>Enterprise Technologies</b>	<b>Distributed Technologies</b>
ODBC	J2EE	DCOM/COM+
JDBC	CORBA	EJB
OLE 2.0	.Net	RMI
<b>Application Servers/ EAI Environment</b>	<b>Web Technologies</b>	<b>Project Management Tools &amp; Methodologies</b>
IBM WebSphere Appl. Server	Java Server Pages (JSP)	MS Project
BEA WebLogic Server	Active Server Pages (ASP)	MS Project Server
Bluestone Total-e-Server	PHP	MS Team Manager
Server	HTML/DHTML/XML/WML	TrackGear
IBM MQ Series	Protocol	Microsoft Solution Framework
MS Message Queue Server	Internet Server API	Rational Unified Process
MS Transaction Server	HTTP	
<b>Web Development Tools</b>	<b>Graphic Design Tools</b>	<b>Design Tools &amp; Technologies</b>
ColdFusion Studio	Adobe Photoshop	MS Visio
Macromedia DreamWeaver	Adobe Illustrator	Rational Rose
Macromedia Flash	Macromedia Director	ErWin/BpWin
MS FrontPage	Macromedia Flash	Oracle Designer
MS Visual Interdev	CorelDRAW	UML
	3D Studio Max	



## **Outsourcing Benefits**

**PNT Global software services enable clients to enjoy the following benefits:**

### **Core Business Focus**

PNT Global assumes full responsibility for the outsourced task enabling its clients to focus their time, energy and resources on the core business of increasing sales and market share and expanding into new markets.

### **Access to Cutting-edge Technologies**

PNT Global adds value to the clients' IT by using immense hands-on experience and extensive technological know-how.

### **Cost Reductions**

Through refined software development process, well defined Quality Assurance, advanced technologies and an offshore software outsourcing model, PNT Global eliminates redundant tasks/costs for its clients.

### **Effective Performance**

PNT Global designs, develops and manages the business processes of development outsourcing to help clients operate in a better, quicker, smarter and profitable mode, and at a lower cost.

### **Win-win Partnership**

PNT Global is a strategic partner for software development outsourcing. We work with our clients in secure and confidential relationships to ensure mutually beneficial cooperation.



## Offshore Software Development Models

Being an innovative and flexible company we strive to provide our customers with the flexibility of choosing the appropriate software development partnership model to best suit their needs. We offer the following software development models:

### 1. Offshore model

**All project development**, starting with envisioning through to the delivery and support stage, **is done on PNT Global premises**. Customers are kept fully aware of each project stage; material results are provided to clients regularly on a pre-arranged basis.

### 2. Onsite model

**The project is carried out on your site**. With its pool of 400 developers, PNT Global is able to bring highly qualified staff with strong programming skills to your location. The process starts by selecting the right candidates to work on your project development. We review your desired qualifications in a person and select a few candidates who match your requirements for your review.

### 3. Offshore Development Center (ODC)

This model allows you to have a **virtual extension of your in-house software team**. We form a dedicated team of software specialists which is pre-selected by you. The team adopts your practices and methodologies of software development and project management.

The project management can be either on our or your side. In both cases you have full control over the software lifecycle.

### 4. Customers' Own Methodologies

Being a dynamic and flexible company, PNT Global is ready to employ **your own working standards and methodologies**.



## Business Models

### 1. Fixed Price

We provide customers with a **Project Quotation** that describes in detail the project scope and schedule. The payment schedule for a Fixed Price/Fixed Date agreement depends on project milestones and duration.

We recommend this model for middle-sized projects, where the scope of the project is defined and timelines are aggressive. This is the most cost-effective outsourcing solution to take advantage of.

### 2. Time and Material

In this case the "full time equivalent" scheme is applied which means that the customer is charged at a daily rate for each employee dedicated to the customer's project. All invoices for this type of contract are accompanied by project reports.

We recommend this model for middle-sized and large projects which are dynamic and have fluidity. This model provides you with the maximum control over deliverables and the team which works on the project. For payment, a "full time equivalent" scheme is applied which means that an hourly rate is charged for each employee dedicated to your project. All invoices for this type of contract are accompanied by project reports.

Whichever model you use, we offer a 5% discount for large projects (with duration of more than 1 year).