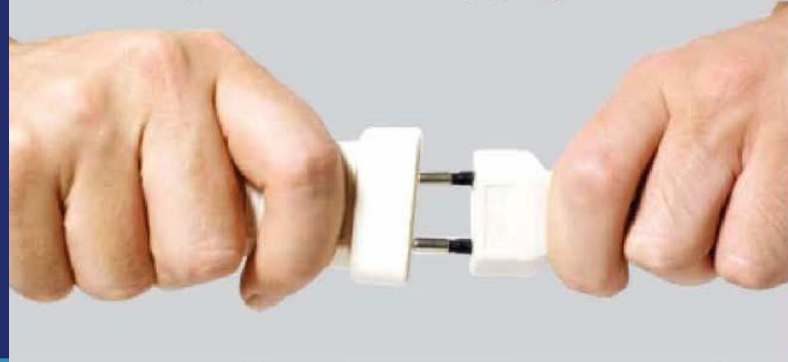


scintel

How Will Scintel's GDM Benefit Your Business.....?

Pulling out risk. Plugging in value.



Proven Model for Engagement Success

Offerings

- Driving technology initiatives
- Proactive elimination of technology risks in individual projects
- Disseminating technology learning within the organization
- Providing re-usable technology components
- Assisting the customer in selecting the right technology platform

Benefits

- Improve business agility
- Superior return on investment
- Reasonable cost of ownership
- Sustainable competitive advantage
- Reduce time-to-market advantage
- Enhances focus on core competencies
- Assess to state-of-the art support facilities

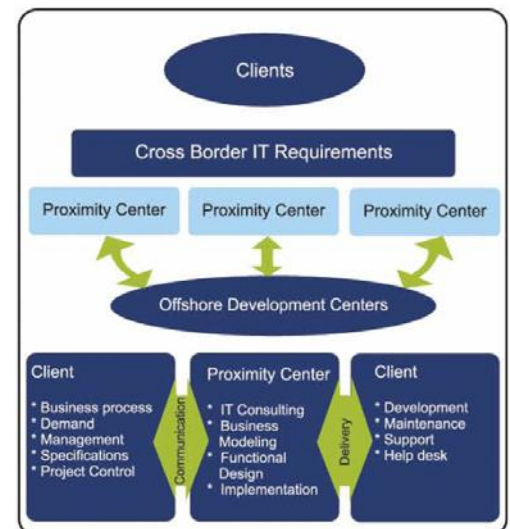
The Scintel Global Deliver Model (GDM) is a framework for distributed project management and multi-location engagement teams. The Global Delivery Model is a key driver of engagement success and value realization for clients. It provides clearly defined process guidelines emphasizing the importance of information flow and communications. The robustness of the Global Delivery Model combined with the infrastructure and quality orientation reduces engagement risk for clients compared to conventional delivery models.

Global Footprint: Scintel's GDM meets the clients worldwide business needs by providing an integrated solution of service components that include IT Consulting, Software Development & Maintenance, and Application Support. It is a complete delivery and support model, accessing Scintel's global network of resources, technology, global service centers (GSC), and best-in-class processes to efficiently, consistently, and rapidly address the customer's unique requirements and that maximizes the client's investment value. These centers, located in high-growth, cost-competitive geographies, deliver core cross-portfolio services from single locations. With large resource pools, GSCs have scalable capacity with a diverse set of skills and multiple shifts. Our first GSCs are operational in Chennai, India.

Business Agility: The innovative Scintel's GDM increases business agility by opening access to a rich blend of services that are available 24 X 7 from a single, reliable source. This model incorporates the people, processes, and technology necessary to help reduce the risk associated with managing complex global projects.

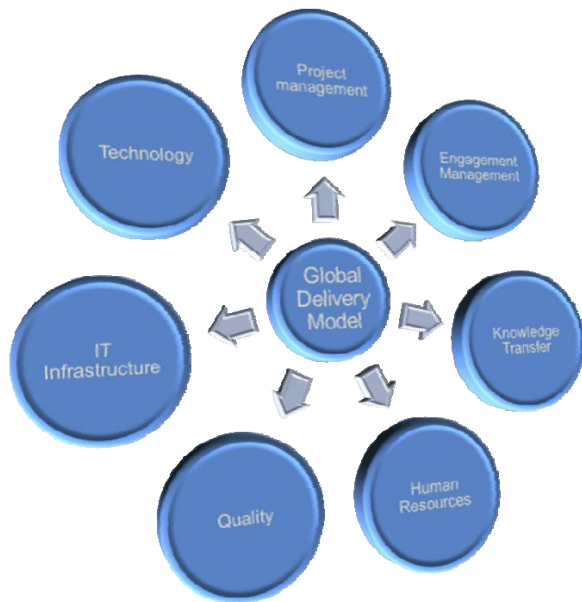
Client Proximity: Although global in operations, we've made sure that client intimacy stays at the forefront of our service delivery. The experts from Scintel work alongside our clients – typically onsite – to define business requirements and ensure client-specific needs are exceeded. These onsite teams direct the client's global delivery operations through Global Service Centers and Regional Service Centers. We believe this delivery approach provides the optimal mix of the following significant benefits:

- Interaction with client is Local, irrespective of the development location
- Communication with client happens in same time zone – ensures timely response to client's needs.
- Distributed project management and development methodology
- Faster delivery of solutions that meet user's business needs
- Using Global Service Centers – ensures cost reduction and faster solutions development



Global Delivery Model

Scintel's GDM: The key elements of the GDM are as follows:



- **Engagement Management**
Methodologies to support different models
Fixed Bid / T&M, Onsite/Offsite/Offshore, Build Operate Transfer (BOT)
- **Knowledge Transfer**
Learn, deploy, create
Knowledge Portal
- **Human Resources**
Continuous Capability Development
High Retention Rate
- **Quality**
Journey from QC to QA to QM
- **Infrastructure and Security**
Multiple IPLC and Internet Links
Client specific security implementations
- **Project Management**
Metrics driven—strong focus on fundamentals

Project Management Philosophy

A key element to Scintel's project management philosophy is strong, experienced project managers who have full responsibility, accountability, and authority for all aspects of a project. The project management systems that provide for full monitoring and control of all project activities through scheduling, planning, and cost control systems.

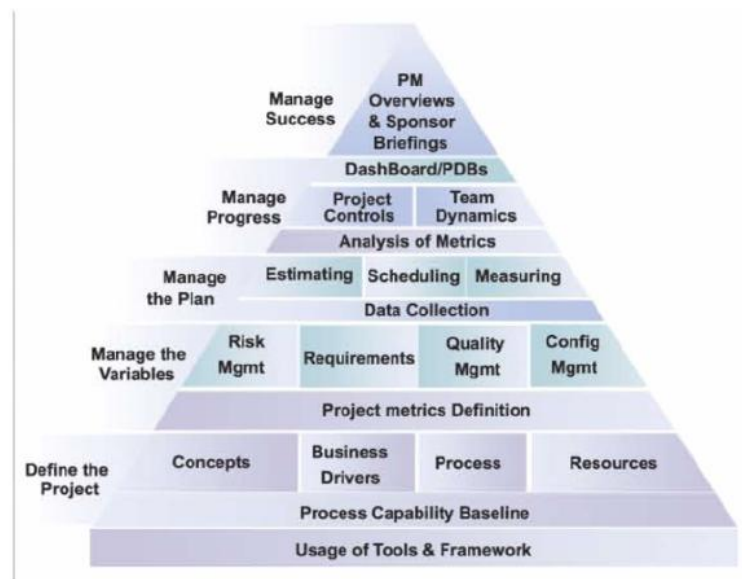
Effective control of work is ensured through four essential steps: establishing clear responsibilities and expectations, incrementally authorizing work against clear descriptions of that work, monitoring the progress of work, and reporting status of the project both to the customer and to senior management within Scintel.

For further details visit us at www.scintel.com or mail us at info@scintel.com

Scintel's GDM supported by the Best Talent—That means dedicated people and the knowhow to help you reach your goals

Scintel's Global Delivery Model draws on a rich mix of resources aimed at giving the best value for IT investments. The global delivery model helps to step up cost savings and deal with the ever increasing demand for customers business to advance the speed and proficiency of their IT services. Project engagements are fulfilled using the "follow the sun" model, helping customers shorten development cycles or support their always on business, with the following benefits:

- **Technical excellence:** Scintel software professionals meet consistently high standards training, certification and experience wherever they are. For example, the company's flagship operation in Chennai, India, which has been successfully delivering services choose quality as a foundation for business practices. Their achievements have been recognized with ISO 9001:2000 and CMM/CMMI level 3 assessments.
- **Multi-technical Expertise:** Scintel's international staff is skilled and experienced in the diverse technologies customers depend on, including UNIX, Linux, Microsoft and Sun/Java, IBM, and multivendor products. Through collaborative partnerships with leading technology providers such as Oracle, Microsoft, IBM, Compuware and others, it provides end-to-end solutions for the customers business needs.
- **Reduced risk:** Recognizing the importance of proven processes, Scintel makes a continual, significant investment in tools, methodologies and standards to deliver solutions to customers on time and within budget thereby delivering a faster return on their IT investment.
- **Value:** Through flexible global sourcing and pricing, Scintel brings the right blend of resources at affordable prices. Customers pay for only the level of service they need, when they need it. Scintel also helps manage costs through formalized reuse and repeatability of solutions across the global services portfolio.
- **Accountability:** Scintel provides a single point of accountability for delivering IT services and solutions to customers the world over. Highly experienced project managers coordinate the engagement and manage the resources. The international centers deliver the responsiveness and reliability customers have come to expect.



Retail & distribution | Telecom | Finance | Insurance | Manufacturing | Energy & Utilities

Application Management Outsourcing | BI & Data Warehousing | Infrastructure Management | Quality Assurance Services

3 Offices Worldwide

3 Global Development Centers in the US and India

3 Fortune 50 Clients