



**Industry:**  
Financial Services

**CASE STUDY**

### Challenge

- Wanted to build a software product, but did not have sufficient internal development resources
- Needed Microsoft Silverlight experts, but there were very few available worldwide
- Significant customer opportunity was creating intense time constraints that conflicted with the timing of a critical Silverlight product release

### Solution

- Working closely with HKMP, Nagarro designed and implemented amelio®, a paperless auditing software product that gives accounting firms the power to create and control complex, detailed questionnaires related to audit programs and processes

### Key Business Benefits

- Rapidly accelerated the release of amelio 1.0 product line and amelio 2.0 Web-based offering
- Outpaced competitors by offering its products on the newest and most advanced version of Microsoft Silverlight
- Secured a large accounting firm as a customer and gained interest from numerous other prospective customers
- Gained best practices that have improved efficiency of entire IT organization

### Technology Environment

- Microsoft Silverlight 3.0
- Microsoft.Net
- Microsoft Visual Studio

*"Nagarro has enabled HKMP Technologies to outpace our competitors, putting our product years ahead of anything else on the market. Our Nagarro team went beyond building the product to taking a personal interest in understanding our business and ensuring the success of every customer deployment. We look to Nagarro as a model for best practices company-wide."*

- Stephen R. Barrett, Partner, HKMP Technologies

### The Customer: HKMP Technologies

HKMP Technologies is the software division of New York-based CPA firm HKMP. The company uses its expertise to assist CPA firms with industry-related technology decisions and processes.

### The Challenge: Tight Customer Deadline at Odds with Evolving Microsoft Silverlight Standards

HKMP Technologies wanted to capture a valuable opportunity in the accounting software market by offering a paperless product to automate complex auditing questionnaires. However, the company did not have the internal development resources to build a software product from the ground up. Moreover, Microsoft Silverlight – the platform best suited for the most current version of the product – was brand new, with a limited number of experts worldwide. Adding to the pressure of these challenges, in the midst of a major Microsoft Silverlight product release, a significant customer win was hinging on a tight deadline for the newest version of amelio.

### The Solution: Nagarro Outsourced Product Development Teams

After considering several options, HKMP Technologies selected Nagarro's Outsourced Product Development (OPD) practice, which offered locally-based, face-to-face account management along with highly skilled teams and access to a broad set of technical advisors. Nagarro's OPD teams worked closely with HKMP Technologies to bring the first version of amelio to market on the Microsoft Windows platform and rapidly develop the next version of the product on the most current Microsoft Silverlight platform.

### Results: Nagarro Delivers Competitive Advantage, HKMP Secures Significant Customer Win

Based on Nagarro's deep understanding of the Microsoft Silverlight platform and strategic allocation of development resources, HKMP Technologies released amelio on the newest version of Microsoft Silverlight in time to secure a major new customer deal. HKMP Technologies has successfully leapfrogged its competitors with a cutting edge, eco-friendly software product that is gaining momentum in its industry, while the company continues to benefit from best practices learned from Nagarro's OPD teams.



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