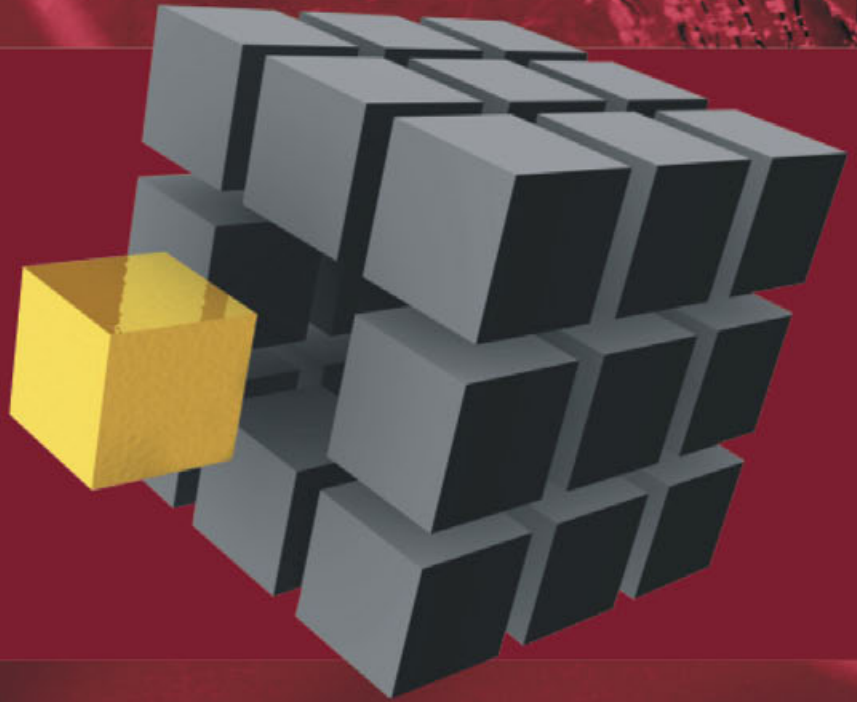




We'll Help You Fill In The Missing Pieces



For over 10 years, Nagarro has been the trusted partner for software product companies across the globe. Some of the world's well-known and popular software products, ranging from enterprise software and infrastructure software to shrink wrapped consumer software, include parts from Nagarro. We bring a powerful combination of leading-edge technological expertise and time-tested development processes that make our clients' goals a reality. Whether you need help with an entire project, or just a part of it, let Nagarro be an extension of your organization.



Real Solutions for Complex Problems

- Need to decrease the time-to-market for your flagship product?
- Are you concerned about the integrity of your IP?
- Do ROI worries keep you from moving forward on vital product development initiatives?
- Is it difficult to recruit and retain top talent?

As the world shrinks and global competition increases, software product companies face new challenges that require new ways of doing business.

- Maintaining market position is increasingly difficult as product lifecycles decrease and the number of platforms increase
- Keeping costs down requires utilizing offshore resources, but IP integrity must be preserved
- There is no guarantee your top engineers today will be onboard tomorrow as skilled workers move frequently in search of new opportunities

By partnering with Nagarro, you can have confidence that your project will be completed on time and within budget in a streamlined fashion. With our industry experience, Nagarro can help you make the right decisions and keep you away from possible pitfalls. Let us partner with you and help you create new business opportunities, streamline operations and become more competitive.

Why Nagarro?

Top Talent

Over the years, we have built systems to attract and retain brilliant engineers from the world's premium engineering institutions. Experienced team leaders and programmers mean high quality work executed at high speed.

- Top engineers from the prestigious Indian Institutes of Technology, which have been ranked the 3rd best technology universities in the world
- Limited and selective recruitment
- Over 80% of employees have Computer Science degrees
- 50% of employees hold post graduate degrees

Dedicated Teams

Outsourced programming often means that your valuable work is being passed around an ever-changing set of faceless people. Since we are selective in hiring, our engineers stay committed to Nagarro. This means that your dedicated Nagarro team will likely not change through the length of your project, or even through future projects.

- Nagarro attrition rates are at just 5%, among the lowest in the industry
- Dedicated team, including QA personnel, assigned to each co-development partner
- Quicker ramp-ups and faster releases



Added Value to Your Company

Proprietary Project Management Software

Projistics™, our proprietary online project management tool, enables our clients to collaborate with our onsite teams and our overseas teams to communicate and manage projects seamlessly, ensuring visibility, security and quality. As a result, clients are able to leverage flexible team size and cost-efficiency through Nagarro's distributed development without increased risks.

World-Class Product-Specific Developer Training

As a free service to major clients, we internally create a developer-oriented training course for each product we are working with. The training material is used during every addition to the product team with immediate and tangible benefits, and is often adopted by our clients as well.

This training course encompasses:

- Functionality
- Architecture
- Lifecycle approach
- QA processes
- Roles of various participants and other aspects specific to partner and product



What to Expect from Us

IP Security

As a U.S. based company, Nagarro takes IP security seriously and has a program to assure the IP integrity of our clients.

- NDA for all employees and non-competitive agreements for selected employees
- Well defined security policy
- Segregated networks available
- Adherence to strict Indian IPR laws and legally binding international conventions

Commitment to Quality

As an SEI CMM certified company, we know quality software is not just bug-free code, but a solution that serves customer needs accurately. Quality is an integral part of Nagarro's company culture and as your partner you can depend on Nagarro to deliver quality output on time, every time.

- Nagarro's Center for Quality Excellence (CQE) group develops organization- wide quality guidelines, monitors processes and performs independent quality audit to ensure our clients' CTQs (Critical to Quality) are upheld
- Each project undergoes multiple levels of quality assurance testing, including black box, white box, regression and performance testing: often using a mix of automated and manual testing methodologies
- Nagarro provides our leading web-based projects management tool Projistics free of charge to clients. Projistics features integrated Quality Dashboards to allow anytime, anywhere access to project information
- Nagarro fully conform to ISO quality processes

Lifelong Partnership

At Nagarro, we believe that a customer is a partner for life and for over ten years have formed ongoing co-development partnerships with a wide range of ISVs. With our world-class customer service, we have been able to maintain a customer retention rate that is among the highest in the industry.

- Dedicated flexible development teams able to follow clients' schedule
- Extra resources available to handle urgent development needs
- Guaranteed response times to address any unforeseen issues
- Round the clock operation

Reliability

For over 10 years, Nagarro has been the trusted development partner for numerous product companies, ranging from billion dollar enterprises to early stage and startups. In addition to our commitment to quality and project management experience, we have also been awarded several technical certifications including:

- Microsoft Gold Certified Partner
- SAP NetWeaver Certified Partner



Our Approach

Agile Software Development

To ensure that our clients get the most out of the partnership, we follow Agile software development methodologies. Using a hybrid approach to software development, a mix between onshore and offshore resources, allows constant face-to-face communication to take place between Nagarro and its clients. In addition, we have found that by using technology specific dedicated teams, we are able to continuously deliver useful software according to our clients' timelines.

Dedication to Technology

Nagarro has equal numbers of resources in both proprietary and open-source technologies. At the same time, we have a Center for Technical Excellence (CTE) dedicated to evaluating new technologies. Nagarro's top engineers work together researching cutting-edge technologies and help teams employ those technologies on co-development projects.

Pilot Projects

Regardless of how minor a project may be, handing it over to an outside partner is often difficult. We understand the need to build trust in a relationship. That's why we feel pilot programs are often appropriate, where Nagarro will take on an independent module as a pilot in the early stages of engagement to allow trust to grow between us and our co-development partner. We use such trial runs to allow clients to test drive our engineers and see how Nagarro brings value to their organization.

Mockups and Wireframes

A key aspect of Nagarro's application development methodology is the early and extensive use of screen mockups or wireframes. Nagarro has a dedicated team to turn concepts and sketches into screen mockups in hours and days instead of weeks and months.

Advantages of Nagarro's mockups and wireframes:

- Speed up initial approvals
- Improve the reliability of requirements gathering and documentation
- Greatly enhance user acceptance and utilization of the delivered application

Knowledge Management

In order to bring added value to our co-development partnerships, Nagarro has developed a knowledge management system in order to transfer knowledge and share best practices.

Benefits to co-development partners:

- Access to web-based knowledge management system, including 1000+ documents, training modules, certification courses and product-specific training material
- Faster product development as a result of knowledge transfer and sharing of best practices
- Quicker identification and resolution of issues

"We chose Nagarro because we needed a strategic partner with world-class technical skills to work alongside our growing development team and serve as a model for best practices,"

Jonathan Ross, CEO of CSI Software

Ability to Collaborate Regardless of Location

Our project management suite Projistics puts you in the driver's seat of your projects

Projistics™ is a proprietary project management tool developed by Nagarro to facilitate the company's global delivery model, which is free of cost to our clients. Projistics provides distributed teams an integrated view of all aspects of the project lifecycle, from planning to execution. Projistics is a web-based application that is licensed by organizations worldwide, and as part of Nagarro's service offering, it can be accessed by clients to obtain real time access to live projects.

- Monitor and Track Progress of Projects
- Identify Best Practices
- Check Conformance to Rules
- Optimize Dispersed Resources
- Reduce Overruns



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