



SAPIO SOLUTIONS PVT. LTD. specializes in creating high-quality Windows and Web applications. By utilizing software and quality assurance engineers in teams with experience working together, SAPIO SOLUTIONS is able to produce software on very aggressive schedules that exceed the feature and quality expectations of its customers.



SAPIO SOLUTIONS is a fast-growing, privately-held, India based software company that is dedicated to delivering high quality software solutions that allow people to integrate their needs completely into their automated solutions.

HISTORY

Founded in 2005 by young technocrats, SAPIO SOLUTIONS began as a consulting firm that provided Windows programming Web Application expertise to Mid/large stage information driven enterprise companies. The company then developed into a self dependent Software Development Company which is the core of its Info Share product line.

Sapio Solutions is currently establishing itself as one of the leading IT Solutions Company in the Software Engineering Industry. We don't see ourselves as simply providing cost cutting software development services but also a quality output world class software application. Sapio Solutions has proven expertise and a deep domain understanding of technology to deliver product engineering services in the Development, Platform Migration, Testing Services, and custom application solutions, to enterprises spread across the globe with 100% reference-ability commitment.

CONSULTING SERVICES

SAPIO SOLUTIONS Pvt. Ltd. specializes in creating high-quality Windows and Web applications. By utilizing software and quality assurance engineers in teams with experience working together, SAPIO SOLUTIONS is able to produce software on very aggressive schedules that exceed the feature and quality expectations of its customers.

OUR PHILOSOPHY

SAPIO SOLUTIONS believes strongly in the value of quality assurance being an integral part of its software development projects. Whereas other consulting firms neglect upfront quality then stretch the contract with endless bug fixing, SAPIO SOLUTIONS focuses on "doing it right" the first time and delivering high quality software every time.

In addition, SAPIO SOLUTIONS puts a premium on understanding project requirements before it begins creating the solution. By talking to the users of the system, discussing system-level requirements with the IT personnel, and understanding the business objectives of the project before any design and coding is done, SAPIO SOLUTIONS is able to accomplish uncommon levels of predictably and speed of deliveries.

Although SAPIO SOLUTIONS does provide individual consultants for small contracts, it specializes in larger projects where its teams of engineers work together efficiently to deliver complex solutions efficiently. As part of that team effort, SAPIO SOLUTIONS has created a productive and creative environment in its own office space where its teams collaborate and leverage the strengths of all team members. By performing work in its own spaces, using its own equipment, SAPIO SOLUTIONS reduces the project overhead and cost for its customers resulting in lower-priced contracts and faster deliveries.



EXPERIENCE

The principals of SAPIO SOLUTIONS, who also serve as the senior architects and developers, have an average of 12 years experience in the software development industry in positions ranging from software engineer to Vice President in prestigious software development companies. They have successfully produced software in the shrink-wrapped, enterprise, government, and consulting industries. In addition, they have successfully delivered products utilizing offshore development teams. That experience and the offshore contacts SAPIO SOLUTIONS maintains allows it to quickly expand its development team in a cost-effective manner.

EXECUTIVES PROFILES

M. Surya

Managing Director

Mr. Surya M, Managing Director in Sapio Solutions. He has Masters Degree from Osmania University and also he has a Diploma in Personnel Management from Annamalai University. Mr. M. Surya has over 4 years of rich experience, at various management levels, with various organizations before entering into SAPIO SOLUTIONS.

M. Kiran Kumar

Business Development Operations

M. Kiran Kumar, Operation Manager, SAPIO SOLUTIONS.. He has Masters Degree in Computer Sciences from Osmania University also has specialization in Software Quality. Mr. Kiran Kumar has over 7 years of experience in handling various operations in Software Companies and also plays a significant role in guiding the technical Department of SAPIO SOLUTIONS.

A. Jaipal Reddy

Director HR

Mr. Jaipal Reddy A. heads the Human Resource Department in Sapio Solutions. He is also one of the Board of Directors of the company. He has Bachelors Degree in Technology from Bangalore University and also he has a Diploma in Personnel Management from Annamalai University. Mr. A. Jaipal Reddy has over 6 years of rich experience, at various management levels, with various organizations before entering into SAPIO SOLUTIONS.

S. Sridhar Reddy

Technical Director

Sridhar Reddy. has a Bachelors Degree in Sciences and AMIE in Electronics and Communications. Mr Sridhar Reddy has co-authored a number of concepts relations to his Software Development work in Government Organizations and Private Organization besides his experience in Singapore as IT Manager. Sridhar Reddy has over 14 Years of leadership and hands on experience in the software industry. He has held senior level management position in research and development, technical support, quality assurance, training and consulting disciplines. Presently he is concentrating in ICT Project shortly to be launched in Andhra Pradesh.

TECHNOLOGICAL INFRASTRUCTURE

■ Internet Connectivity

- Dedicated Internet Access and backup broadband connectivity, providing for multiple redundancies
- Firewall Protection for the entire network ensuring complete data, information, and site security
- IBM Server for Authentications and Data backups to ensure data security and store huge databases.
- Latest Virus protection and intrusion detection software, safeguarding data and Workstations
- Powerful LAN Backup and Business Continuity Procedures ensure quick and effective data recovery
- UPS systems which ensure that no data loss occurs due to power failures
- 24 hour security in the building
- The SAPIO SOLUTIONS Team - A skilled, tech-savvy development team that can make Your eSuccess a Reality

■ IT Professionals

SAPIO SOLUTIONS PVT. LTD. has a dynamic team of IT professionals spanning diverse academic backgrounds, experience and skill levels. The tremendous capability of our team is evident in the projects executed for our clients throughout the world.

■ Project Management Capabilities

- Resource acquisition and allocation based on functional expertise and client requirements
- Critical Path Analysis of the overall project
- Performance monitoring and effectiveness analysis
- Weekly/monthly review of project status by executive management
- Risk management over the life of the project
- Information extraction and integration
- Product quality stabilization
- Rapid application delivery

OUR ONSHORE-OFFSHORE SOLUTIONS EXPERTISE AND TECHNICAL SKILLS SET

Our Solutions Expertise:

- B2B and B2C ECommerce Solutions
- Supply Chain Management, Inventory and Product Catalog Management System
- Customer Relationship Management System
- Web Analytics & ROI Tracking
- Event Management and Reporting System
- Content Management and Information Portal Solutions
- Application Integration
- Sales Force Automation
- Wireless Applications & Mobile Internet Toolkits
- Human Resource Management System
- Performance Evaluation & Appraisal System
- Office Automation Software
- Project Management Tools

SAPIO SOLUTIONS TECHNICAL SKILLS SET:

Programming Languages	
<ul style="list-style-type: none"> • ASP, ASP.NET, ADO.NET • Visual Basic, VB.NET • Microsoft Visual C++ / MFC / ATL / STL, Borland C++ / OWL • Java • JSP & Java Servlet • Microsoft Visual J++ 	<ul style="list-style-type: none"> • Java Script, VB Script • HTML, DHTML, XML • PHP • CGI • SQL (SQL92, SQL extensions for various RDBMS)
Technologies	
<ul style="list-style-type: none"> • Windows DNA / .Net • Win32 API • COM/DCOM, ActiveX, OLE, MTS, MSMQ • ODBC, DAO, OLE DB • J2SE (JDK 1.2) ,J2EE EJB (Enterprise Java Beans) RMI / CORBA 	<ul style="list-style-type: none"> • XML/XSL, XSLT • SAX, SOAP, Web Services • WML, WMLT • Crystal Reports • TCP/IP, sockets • WAP
Databases / RDBMS	
<ul style="list-style-type: none"> • MS SQL Server • Microsoft Access • Oracle (PL/SQL, OCI) • Microsoft Visual FoxPro 	<ul style="list-style-type: none"> • IBM DB2 • IMS • XML SQL • MySQL
Operating Systems / Platforms	
<ul style="list-style-type: none"> • MS Windows NT / 95 / 98 / 2000 / XP • UNIX 	<ul style="list-style-type: none"> • Linux • SUN Solaris
Application / Web Servers	
<ul style="list-style-type: none"> • Microsoft IIS • Microsoft Commerce Server 2000 • Microsoft Terminal Server • Microsoft Transaction Server • Microsoft SharePoint Server • MS Exchange Server 2000 	<ul style="list-style-type: none"> • BEA WebLogic • Oracle 9i AS • IBM Web Sphere • Netscape Enterprise Server • Netscape Application Server (NAS) • Apache Tomcat
Software Engineering Tools	
<ul style="list-style-type: none"> • Microsoft Visual Interdev • Microsoft Visual Studio.NET • Microsoft .NET Mobile Web SDK • Microsoft Visual SourceSafe • Microsoft Project • Rational Clear Case • Enterprise Architect 	<ul style="list-style-type: none"> • Norton Ghost • Developer/Designer 2000 • Install Shield • Symantec Visual Cafe • IBM Visual Age • J Builder

WHY SAPIO SOLUTIONS?

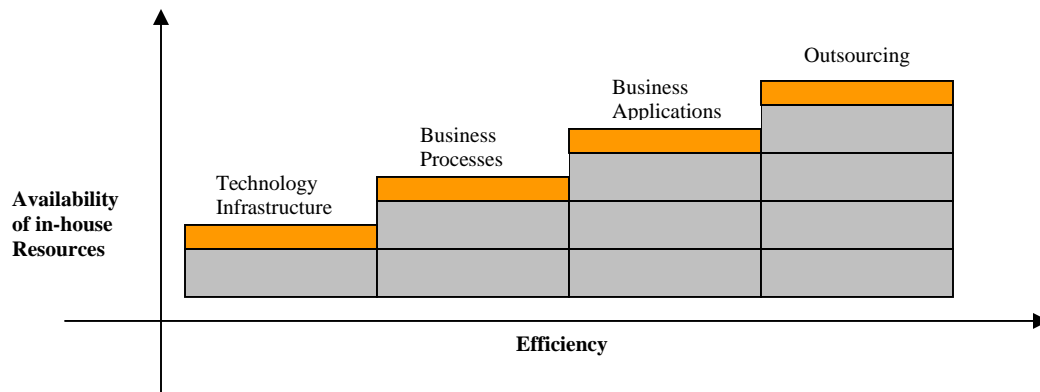
SAPIO SOLUTIONS specializes in:

- eCommerce Solutions and eBusiness Consulting
- Custom Web Application Development
- Application Integration
- Customer Relationship Management
- Supply Chain Management
- Outbound Call centre Services

SAPIO SOLUTIONS Solutions are:

- Built on the State of Art Technology and latest Application Architecture
- Comprehensive and Progressive
- Timely delivered and Cost Effective

Our innovative solutions and aggressive use of the latest technologies help clients address challenging business decisions and improve their bottom line through positive returns on their IT investments.



SAPIO SOLUTIONS Service:

- 24/7 service
- 24/7 tech support
- Robust solutions
- Flexible applications
- Competitive prices
- Skilled developers
- Innovative software

Client's Benefits:

- Cut time to market
- Gain peace of mind
- Be ahead of competition
- Get more features for the same price
- Cut IT costs
- Take advantage of leading technology
- Competitive Advantage



E-COMMERCE SOLUTIONS

Whether you already sell products online or are about to start doing so, SAPIO SOLUTIONS can help you assess your needs and plan the necessary steps to transform your web site into an e-Success story. Dozens of clients have come to trust our ecommerce solutions and achieved unprecedented growth and returns. SAPIO SOLUTIONS understands that your web site needs to be seen and your voice needs to be heard on the Internet.

We offer:

- Site Design and Development -Your Web site is your corporate face on the fastest information highway. Check our Featured users to see how our ecommerce website development expertise has helped our customers develop a unique and memorable identity.
- Content Management - You need to send the right message to your customers, suppliers, and employees! Our content management experts will work one-on-one with you to devise the message that will exert the right impact. Call us toll free 866-486-8876
- Backend Integration -Your web site and storefront are just the tip of the iceberg. The real potential of the Internet, however, lies in the backend integration of various applications that can streamline your business processes. Cut time to market and operating costs now with our ecommerce solutions development expertise!
- Analytics (Measure, Analyze, Optimize) -You want to boost your ROI? Track ->Analyze -> Optimize. We can help you analyze how visitors utilize your shopping cart and how they move through the entire sales cycle. With such Analytics, you can quickly adjust to serve your customers' needs better than your competitors.
- Online Marketing (MachMail, SEO, PPC) -You can increase your reach overnight! You can target your reach! You can sell more, a lot more! We can help you get the highest value for your advertising dollars.
- Operations Management (Customer Service, Tech Support)
- Programming -Whether you just need a number of features to be custom programmed in your existing application or an entirely new custom application, you can trust our experienced programmers to develop a state-of-the-art application targeted to your unique needs. We work around your budget and time schedule to achieve 100% customer satisfaction. Highest Quality! Fast! Cost-effective!



QUALITY ASSURANCE

SAPIO SOLUTIONS is committed to delivering quality software products and services that fulfill all the needs and expectations of our customers.

SAPIO SOLUTIONS is an offshore programming company that:

- Strives for excellence in all areas of its business
- Guarantees the quality of its software products at all stages of development
- Builds in the highest quality in all its applications

Quality is no longer an oral guarantee given over a handshake, but a well-defined set of criteria applied to the entire development process. At Sapio Solutions, we guarantee the utmost level of quality in our operations by rigorously applying the following methodologies:

- Implementing the ETVX model developed by IBM Corporation
- Holding periodic Quality Training programs to enhance the performance of all employees
- Organizing International training exchange between our development centers in U.S. and India
- Inspecting the quality of the applications at all levels of development
- Implementing Extensive Testing methodologies by our in-house Testing team
- Developing effective internal testing mechanisms

Our experienced project managers utilize high-quality techniques and procedures to assure quality at all stages of software development such as:

- Planning
- Tracking
- Control
- Transition Management
- Issues Management
- Implementation
- Documentation
- Communication
- Review

APPLICATION INTEGRATION

In the current competitive environment companies need integrated E-business systems to anticipate and react to customer's requirements, collaborate with suppliers and partners and identify and exploit new opportunities quickly and effectively.

SAPIO SOLUTIONS's Application Integration services feature integration solutions that provide faster time-to-market and a massive ROI advantage for E-business Infrastructure leaving you to focus on strategic issues. Our industry knowledge, and pool of technically trained staff help us to offer reliable Application Integration services consistently. We deliver cost effective solutions without compromise in quality and on time.

By Integrating Your Systems, SAPIO SOLUTIONS helps You:

- Improve your ROI
- Decrease overhead costs
- Shorten transaction time
- Enhance your customer satisfaction
- Increase inventory turnover

SCOPE OF E-BUSINESS APPLICATION INTEGRATION

- Integrate with your suppliers
- Internal applications (accounting software like Quick Books, ERP systems, CRM applications)
- Online Payment gateways like Authorize.net, Verisign Payflow, Payfuse, LinkPoint, Paypal, Protx, and many more
- Shipping Carrier - Integration with UPS Online Tools, UPS WorldShip, FedEx, DHL, Canada Post, USPS

SAPIO SOLUTIONS has completed numerous integration projects such as the impressive Costume Zone system, and has the expertise to interconnect your various applications in ways you never thought possible:

Step 1: Placing an order on your website

- Shipping cost is determined in real time and added to the total of the transaction
- The system automatically places an order with your supplier
- Customer's address and credit card number are matched in real time and a score is assigned to the transaction

Step 2: Placing the order with your supplier

- You confirm the purchase order over the phone's web browser
- Your system directly interacts with the suppliers via XML
- In case, an order can be accepted only by fax, the vendor is automatically sent a fax requesting more stock

Step 3: Shipping the order

- The warehouse closest to the customers receives a notification about the new order. The tracking number is recorded and printed on the shipping label
- The customer immediately receives an email confirming the shipment with a link that allows him/her to track the package

Step 4: Tracking the package

- The package can be tracked by your software
- The order is automatically marked as complete upon delivery
- Your accounting software receives the transaction details along with the actual shipping cost, and automatically balances the account of the customer



CUSTOM APPLICATIONS DEVELOPMENT

Enter the world of web applications! Ranging in scope from supply chain and customer relationship management to human resource management, this new breed of web-based systems can be accessed from any Internet browser on any platform.

SAPIO SOLUTIONS has a long track record of developing fully integrated web-based applications, such as supply chain management systems designed specifically for small businesses.

What our application can do for you:

- Reduce infrastructure costs
- Eliminate travel expenses
- Improve time to market
- Provide you with reliable and secure communications
- Flexibility of operations

CUSTOMER RELATIONSHIP MANAGEMENT (CRM)

SAPIO SOLUTIONS designs solutions to improve communication between you and your customer. SAPIO SOLUTIONS helps you increase business productivity and reduce cost. Our solutions are designed and developed using cutting-edge technology by our expert CRM team of developers. SAPIO SOLUTIONS solutions enhance your current CRM strategy by providing efficient and easy to use methods of communicating with your customers.

We understand that technology alone is not the only way to success, and that's why we combine our technical expertise with your business objectives in order to serve you better. We integrate several integrated applications to form a CRM system, which can help you maximize profitability and customer satisfaction. Our solutions can help you integrate a multi-channel CRM strategy effectively and efficiently. We give our best to maximize returns on your customer database. Our solutions are available as an integrated enterprise suite of applications or as stand-alone applications.

Soft Manage is one of our CRM offerings. It is a high performance web-based email management system that enables your company to route, track and respond to high volumes of customer emails and web form submissions.

The features list of Soft Manage includes, but is not limited to:

- Multiple Users and Message locking
- Configurable Security Roles
- Pre-Response Templates
- Threaded Conversation Technology
- Flexible Routing Rules
- Comprehensive Reporting Tools
- Web-based hosted solution

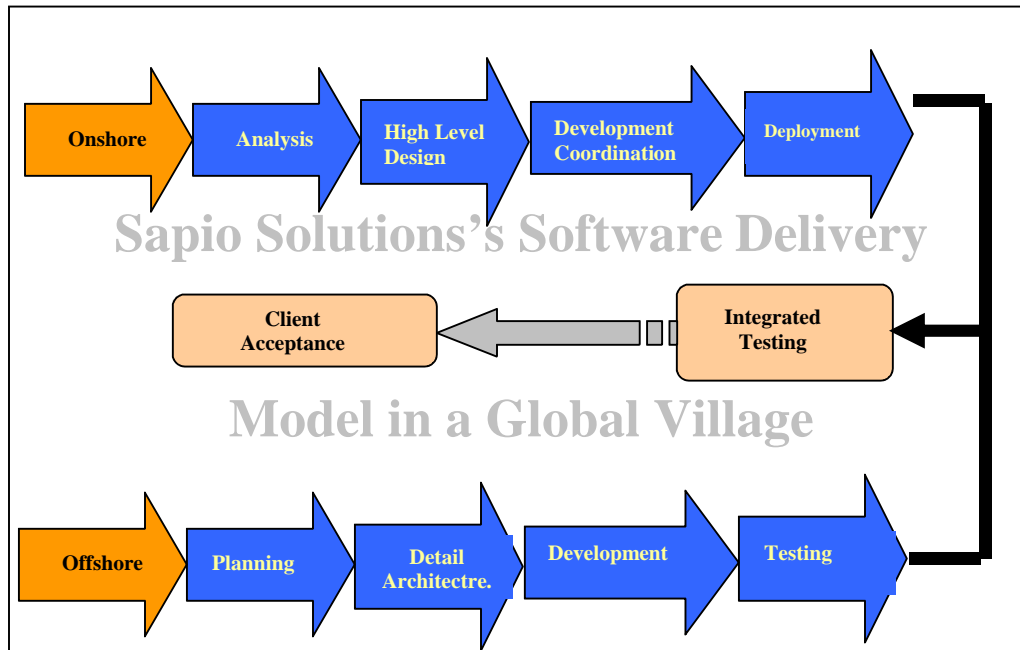
Soft Manage gives your company best-of-breed functionalities for every aspect of online service, sales and marketing operations, from workflow and routing, to agent productivity to management and administration.

SAPIO SOLUTIONS'S OFFSHORE OUTSOURCING MODEL

(Minimum Risk - Maximum Success)

SAPIO SOLUTIONS is a global Information Technology (IT) consultant and services provider. We help businesses succeed and gain competitive advantage through effective use of information technology.

"Companies outsourcing IT requirements outperform the S&P and NASDAQ during recessions"
Morgan Stanley Dean Witter, Feb 2001



■ WHY OUTSOURCE TO SAPIO SOLUTIONS?

Offshore Outsourcing with SAPIO SOLUTIONS accomplishes more than just cost savings. Offshore Outsourcing can help your organization meet strategic business objectives bringing about a fundamental positive shift in the business process.

Our Global Software Delivery Model helps to step up cost savings and deal with the ever-increasing demand for your business to advance the speed and proficiency of your IT services, with the following benefits:

- Considerable Cost Advantage - Our Offshore Software Development cuts your operational cost up to 50% compared to the cost for the same or similar service in your geographical area.
- Faster Lead Times - SAPIO SOLUTIONS clients can utilize our state-of-the-art infrastructure at our offshore development center to instantly mobilize the man-power to start any new project. Offshore teams can be swiftly assigned tasks, shortening the lead time for the project start-up.
- World Class Quality Service Offerings- The quality of Sapio Solutions are second to none. We develop long-term mutually beneficial relationships with our clients in the field of Offshore IT Outsourcing and maintain those relationships forever.



- Enhance Company Focus – Sapio Solutions appreciates a company's need to focus on their core objectives. By utilizing Sapio Solutions Offshore Outsourcing Services, companies can more effectively and efficiently free themselves from non-core or less critical business functions. This means that instead of assigning resources to areas, which are not in your proficiency, you can concentrate your resources on meeting your customers' needs.
- Generate Revenues with New Service Offerings - SAPIO SOLUTIONS offers you the flexibility of reselling our capabilities in addition to concentrating on your core competence. With our specialization in eCommerce solutions, we enable you to offer complete business solutions, bringing in additional revenues and ultimately strengthening your competitive market position.
- Access to State-Of-The-Art Support Facilities - Harness our 24-hour service model based on different time zones in different parts of the world! We ensure quality investments in offshore technology and various offshore methodologies to serve you better. Our specialization and expertise gives you a competitive advantage, avoiding the cost of chasing technology and training.
- Faster Time to Market - By supplementing your organization with discriminatory talent in remote locations, technology solutions are executed faster. You realize your payback faster.
- Risk Mitigation – Sapio Solutions's Global Software Delivery Model is a structure for risk diminution in an offshore environment. We use distinct, agreed-upon and assessable performance metrics. Every Offshore Outsourcing relationship has issues and experiments based on changing requirements. We can respond to the possible changes and at times address them in early stages to make our relationship more valuable.
- Leverage Our Expertise - Personnel is typically an organization's largest expense. Replacing your investment in personnel with Offshore Outsourcing Services is a major cost effective strategy. Our Global Software Delivery Model allows you to dramatically cut your IT costs without any decrement in quality or service levels.



Quality Assurance

SAPIO SOLUTIONS uses cutting edge quality procedures and models to ensure the excellence of its applications at all stages of development.

RELATIONSHIP AND PRICING MODELS

In an unpredictable economy, businesses need to counteract market changes with flexible innovative business strategies. The right partners will be the ones who stand by you in executing the response to these market changes. SAPIO SOLUTIONS offers you the following business models to ensure your competitive advantage in a changing marketplace. You have the option to combine one or more available models as part of your business strategy.

1) Time & Materials

Through the Time & Material Business Model, SAPIO SOLUTIONS offers its clients the flexibility to alter specifications based on upcoming market trends. This model is suitable for projects, which, are in their initial stage of development where specifications have not yet been clearly defined. The client pays an hourly development fee; which is a fee agreed mutually at the time of contract signing. Hence, the cost is determined by the amount of time and resources expended. The client may revise the size of the SAPIO SOLUTIONS team, and at the same time, optimize the cost and duration of the project.

2) Fixed Price

SAPIO SOLUTIONS follows a Fixed Price Business Model for projects that are specifically defined in terms of their requirements, schedules and project path. Under this business model, we work with our clients to define their expected deliverable outcomes to determine a mutually agreed fixed price. We leverage this model in areas where we have domain expertise and accurately defined evaluation processes to set up the resource devotion. Sapio Solutions's focus is to deliver consistency and excellence in executing projects in a timely and, cost efficient fashion.

3) Offshore Development Center (ODC) Model

SAPIO SOLUTIONS has a state-of-the-art development center in India, which enables its clients to leverage the technical expertise of India and the business agility of the U.S. Through this model we serve our clients with highly experienced professionals with varied skill sets, resources, flexibility and time-to-market advantages allowing them to enjoy the long term gains of offshore outsourcing. In other words, our offshore development center operates as an extension to clients' existing software engineering business. We strictly adhere to clients' business critical objectives while mutually considering the ideas, design validations, development processes, test plans and schedules for implementing the project under consideration.

4) ODC - Transfer model

Along with the Offshore Development Center Model, SAPIO SOLUTIONS offers its clients the flexibility of assigning dedicated personnel to the client, if required and proposed. On proposal and equally affordable terms, concerned personnel can be transferred to the client site for a specified project's duration.

5) Intellectual Property Licensing

At SAPIO SOLUTIONS, Intellectual Property is viewed as a profit center, which involves legal, technical as well as business considerations. Working as the clients' software developer and supplier, SAPIO SOLUTIONS does not own the intellectual property of the work done for its clients. The client owns the intellectual property, until unless specified and agreed mutually. However, SAPIO SOLUTIONS also develops software products and components completely at its own cost, which are clearly identifiable in a project assigned to and developed by SAPIO SOLUTIONS. SAPIO SOLUTIONS can provide these products and components at incremental costs to its clients, when required and proposed by the client.



SUPPLY CHAIN MANAGEMENT (SCM)

SAPIO SOLUTIONS offers SCM solutions that allow you to quickly react to events as they occur. Our SCM applications bring together optimization capabilities and execution functionalities. Our SCM expert development team develops solutions, which are easy to use and customizable for both manufacturers and their suppliers. These solutions are developed using technologies to help cut costs and increase responsiveness by sharing business-critical information in real-time.

SAPIO SOLUTIONS designs solutions keeping in mind the unique challenges that businesses face today. Our SCM solutions will let you manage your business effectively whether you are operating traditional distribution centers or a totally web-based distribution company. We integrate and automate your business-critical functions. Across your supply chain, starting from inventory management, to financial reporting, SAPIO SOLUTIONS solutions take expert care of the supplier and customer interactions.

■ ■ SAPIO SOLUTIONS CLIENTS

SAPIO SOLUTIONS personnel have successfully performed contracts for many companies including:

- » Sai Media Labs- Gramadootha, India
- » Lakshmi Children Hospitals
- » Jeferson Yachts, Jeffersonville, IN 47131-0790, 700 E. Market Street, Jeffersonville, IN 47130
- » M.R.Ts Trophies, NJ, USA
- » Botanica Obatala, NJ, USA
- » Dial a Job., India



Rates

SAPIO SOLUTIONS offers competitive rates and can provide both fixed price and T&M contracts.

Contact Us

To request a proposal or to get more information about SAPIO SOLUTIONS and its services, contact us at

India Office:

<p>SAPIO SOLUTIONS Pvt. Ltd.</p> <p>#P8, Charmy's Ganesh Nilayam, Vittal Rao Nagar, Madhapur, Hyderabad, Andhra Pradesh, INDIA.</p>	<p>SAPIO SOLUTIONS Pvt. Ltd.</p> <p>#4th Floor, Challa Chambers, Beside Yashoda Hospital, Somajiguda, Hyderabad, Andhra Pradesh, INDIA.</p>
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