



## CalSoft at a glance

CalSoft is an emerging-technology company offering enterprise solutions for a wide range of project and business needs. Our vision is to become a worldwide premier total solutions provider for information technology requirements.

CalSoft specializes in mid to large scale systems implementations & integration. CalSoft specializes in the niche areas of Enterprise Application Integration (EAI), Customer Relationship Management (CRM) and Web Technologies and development of customized tools for various business needs.

## Philosophy

CalSoft is dedicated to achieve clients organizational goals through the most effective use of information technology. Our solutions are the outcome of the synergistic contribution of our most-valued resource Our highly qualified manpower.

A quality-conscious organization, CalSoft is committed to delivering services and solutions of the highest standards. We achieve high quality in each developed solution and exercise quality control at every stage of our proven development methodology.

Our resource management network provides rapid response, getting technical experts wherever they need to be in a matter of days, reducing delays and increasing productivity and control of the project.

CalSoft owes its success to its unchanged guiding principles:

- Provide unparalleled flexibility and responsiveness in customer service
- Offer a superior array of methodologies and execution options
- Recruit and retain the best and broadest pool of consulting talent available
- Quality-conscious organization
- Reliability & cost effectiveness



## Our Commitment

CalSoft's business is based on the principle of providing a rapid, flexible response to our clients needs while also providing the unmatched value. We pride ourselves on our record of success with our clients and we look forward to the opportunity to exceed your expectations



## People

CalSoft's team has expertise in executing prestigious projects successfully. All of CalSoft's senior professionals have a proven track record of leading successful teams that provided solutions for global corporations. The team has strengths in technology, operations and quality and in establishing enduring relationships with global customers.

As a dynamic and fast growing company, this excellence extends beyond technology roles and is equally important to how CalSoft manages and sustains this rapid growth. The spirit of innovation and excellence is most evident in how CalSoft builds and manages its physical, technology or people infrastructure - or in what it does for its financial, marketing and quality practices.

CalSoft's pragmatic personality development program provides qualitative inputs to the professionals to take on greater ownership of ideas and projects, which mean faster and timely solutions for clients.

## Practices

At CalSoft we offer software consulting, development, support, maintenance and training services to general as well as vertical markets such as IT, Finance, Healthcare, Banking, Insurance and Retailing. Our vision is to be the most preferred and significant software led global IT services provider in our chosen markets.

Empowered by our exclusive offshore methodology, we offer our clients the benefits of superior quality, a time-to-market advantage and scalability. Our unique combination of onsite consultancy and offshore development ensures high levels of customer satisfaction with economic and efficient results.

To serve our clients globally with our value-added services and offshore-centric development in emerging technologies, we have various practices and services as:

**Practices:**

- Enterprise Application Integration (EAI)
- Enterprise Portal (EP)
- Enterprise Resource Planning (ERP)
- Customer Relationship Management (CRM)

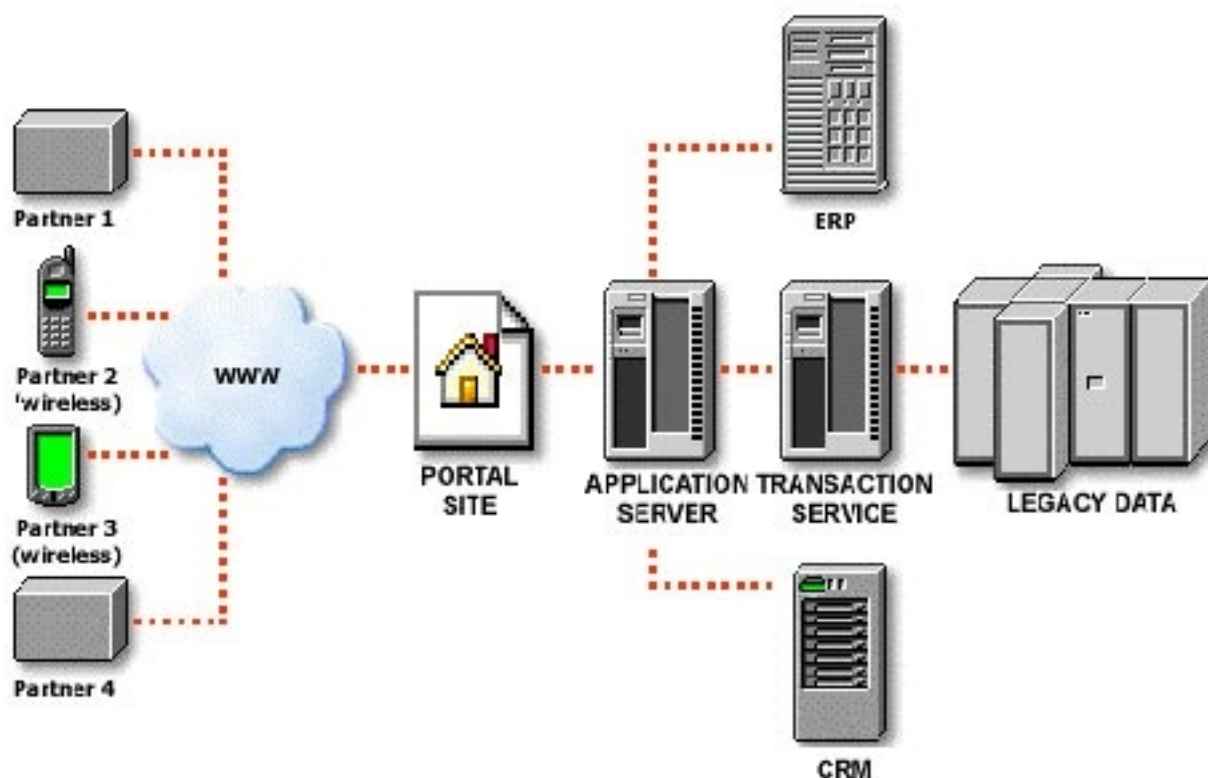
**Services:**

- Business Services
- Implementation Services
- Professional Services
- Offshore Development

**ENTERPRISE APPLICATION INTEGRATION**

CalSoft specializes in transforming companies into fully integrated enterprises, sharing processes, systems and information across functional, geographic, business and organizational boundaries. CalSoft does this by a process of enterprise application integration, or EAI.

A robust and scalable EAI solution is strategically essential for a global company operating in the digital economy. Our EAI Solution Architects provide robust, flexible and scalable solutions, which can encompass the needs of integration, both within a company (across functions, organizations and geographies) and between the company and its suppliers, partners and customers.



For further information on CalSoft's EAI solution, please contact CalSoft at [info@calsoftcorp.com](mailto:info@calsoftcorp.com)

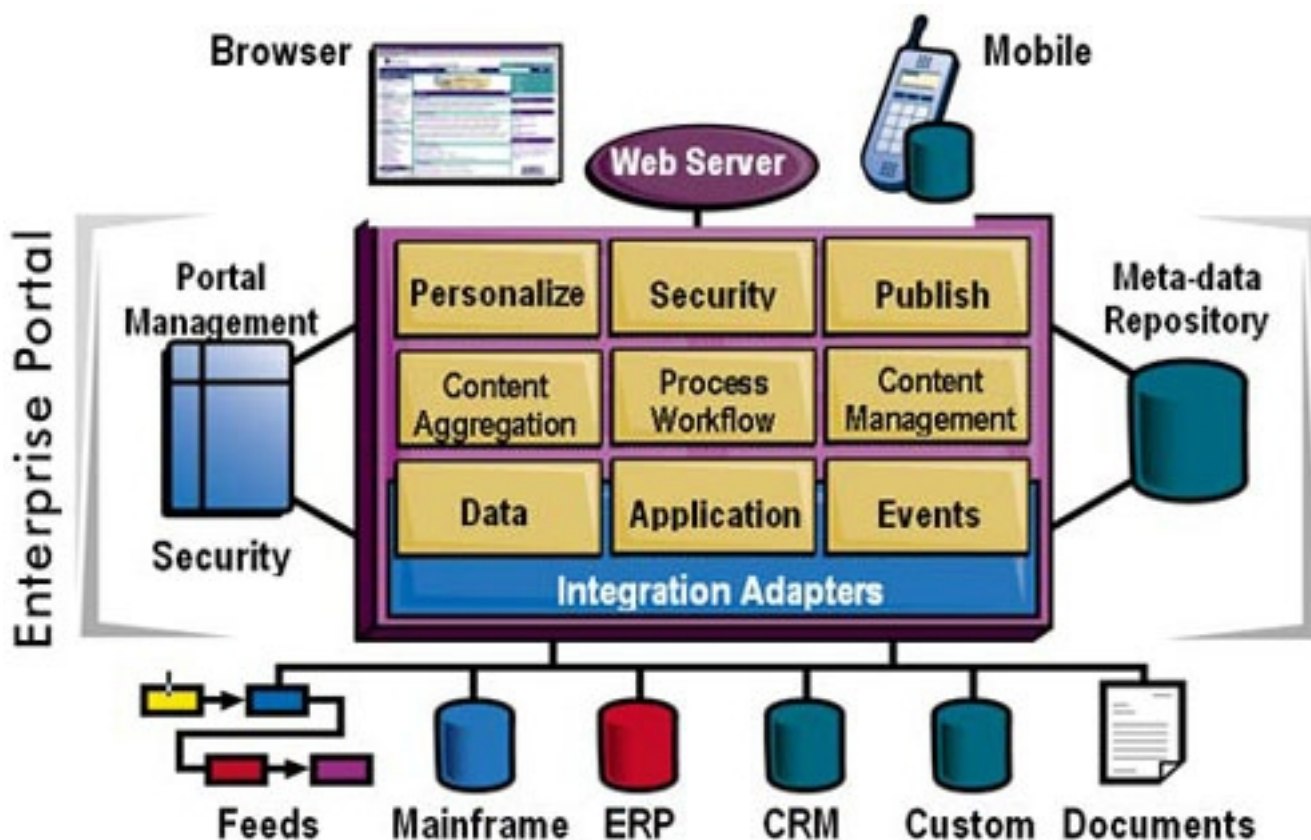
## ENTERPRISE INFORMATION PORTAL

The evolution of the Internet has created a new generation of electronic commerce that no organization can afford to ignore. This is based on the open, inter-networked essence of the Internet. It employs network architecture, builds networks of relationships and develops new networked business models.

These networked businesses face a new challenge - they need to exchange and manage content, business processes and transactional data across multiple components. The solution for the networked business is the portal.

The enterprise information portal (EIP) is a concept for a Portal that serves as a single gateway to a company's information and knowledge base for employees, customers, business partners, and the general public as well. Information is classified as per individual rights and interests and personalized with security built-in.

EIP is made up of these elements: access/search, categorization, collaboration, personalization, expertise and profiling, application integration, and security.



## **EIP Solution Offering at CalSoft**

CalSoft's EIP practice comes with varied experience of various verticals and technologies. CalSoft's expertise in ERP, EAI makes them the ideal partner to carry out EIP Implementation. CalSoft can carry out Business Analysis and help you select the right EIP Product. CalSoft's experienced professionals can architect the whole solution for you and carry out implementation and testing smoothly to help you maximize the benefits of EIP.

CalSoft has partnered with Plumtree and has a successful record of implementing Plumtree Corporate Portal at various clients such as Robertson Stephens, Cross Commerce, Greenlight.com  
For further information on CalSoft's EIP solution, please contact CalSoft at [info@calsoftcorp.com](mailto:info@calsoftcorp.com)

### **ERP:**

For many organizations, ERP systems are the mission-critical backbone through which most, if not all business transactions flow. Besides providing the core transaction processing that large complex enterprises require, ERP systems are often the launch pad for strategic initiatives such as e-business and B2B commerce.

CalSoft's skilled professionals have implemented ERP systems across a wide range of vertical industry sectors. We have developed core competencies with the leading ERP applications, including SAP, PeopleSoft, JD Edwards and Oracle. Furthermore, with our experience in related application areas, ranging from CRM to business intelligence, supply chain management, and e-business, we can help your organization derive maximum value from its ERP projects.

### **CalSoft's ERP services encompass:**

- Gap Analysis and Business Process Re-engineering
- Implementation
- Post-implementation support
- Application value management
- Functional and technical consulting
- Version upgrades
- Integration with legacy applications, other ERP, Extended ERP like CRM, SCM applications
- Business Intelligence
- Web enabling and mobile computing

For further information please contact [info@calsoftcorp.com](mailto:info@calsoftcorp.com)

## CRM:

It all starts with the customer. The value chain, and your company's role in it, exists for the customer. Managing customer relationships and orders in the value chain - a constantly shifting, interdependent network of companies - is daunting, but critical to success. Whereas traditional customer relationship management applications have focused on automating the processes of marketing, sales, and service within a company, executives today are approaching these processes with a view across value chain partners to maximize profits and customer satisfaction.

CalSoft's CRM solutions help customers address a variety of CRM implementation issues in areas like customer retention, account management, campaign management or call center interactions, and devise strategies to increase revenue, productivity and customer satisfaction. These strategies are then brought to life by carefully choosing the right package solution, orchestrating a pinpoint execution, and providing post go-live support and end user training.

CalSoft's technology practices focused on solutions like SAP, Oracle, Siebel and Plumtree enable them to provide best-of-breed application development services for rapid and precise CRM implementation. Combine this with their experience in understanding industry verticals and customer care processes, and you have the ideal partner to deliver the elusive ROI on your CRM investments.



The CRM practice is focused on providing customer-centric application package consultancy and implementation services globally. With a talented resource pool comprising experienced Project Managers, Functional Consultants, Business Analysts and Technical Consultants, the practice has created Centers of Excellence (CoE) in Siebel and PeopleSoft CRM.

CalSoft is focused on bringing the benefits of expertise across a wide range of CRM products to clients, along with the advantages of cost reduction leading to higher ROIs, faster implementation time, reduced time-to-market and improved quality processes.

Our CRM solutions have helped a number of customers such as MCI Worldcom, Robertson Stevens, and Cisco Systems.

For further information, please contact [info@calsoftcorp.com](mailto:info@calsoftcorp.com)

## **Security:**

### **SECURITY SOLUTIONS FOR A COMPLEX WORLD**

Security takes on a mission-critical role in today's information economy, as companies are compelled to open their IT infrastructure and corporate resources to the external world. Where knowledge is wealth, secure access is the key.

### **Security Planning and Policy Development**

Whether you are extending the network to new locations or responding to new business drivers, comprehensive security planning is essential. Our consultants have extensive experience in designing operational policies to complement your security systems. We can help you develop policies and procedures that ensure both the security and the accessibility of your data.

### **Secure Infrastructure Redesign and Migration**

When new capabilities, or new threats, demand a complete rethinking of your infrastructure, we have the proven expertise to create an optimal solution. We put in place exactly what you need to protect your new resources and enable secure access to your users. We can evolve your network toward a more scalable, flexible and manageable architecture, providing full confidence in your security without compromising network performance.

CalSoft Corp has skilled security engineers to meet your escalating security demands. Our Security Practice Division constitutes of extremely skilled professionals with strong domain expertise. Our Security Practice Division consists of following types of engineers:

- Information Security Engineers
- Internet / Web Security Engineers
- Application Security Engineers
- Intrusion Detection Engineers
- Network Security Engineers

All our engineers have large level implementation experience and have exceptional leadership skills to help groom junior members of the team.

OUR ENGINEERS CAN HELP YOUR IT DEPARTMENT WITH SECURE, STABLE INFRASTRUCTURE. PLEASE CALL IF YOU ARE INTERESTED IN CREATING A SECURE, HACK AND INTRUSION FREE INFRASTRUCTURE IN YOUR ORGANIZATION.



## CalSoft Corp - Why us?

We take great pride in our consultants and we understand that a knowledge base is only one of the skills needed to do the job properly. The right attitude and communication skills teamed with determination and project management know-how are all vital components in providing a professional service.

CalSoft recruits only the best. Through extensive interviews, testing, and reference checking, we select only those with exceptional technical and interpersonal skills. All our Technical Recruiters are Technical Professionals.

CalSoft's skilled staff knows how to listen to our clients, and respond quickly to even difficult-to-fill positions.

CalSoft's extraordinary commitment to training enables our consultants to keep abreast of the latest technologies. Our intensive in-house courses are free to our consultants.

CalSoft is a client driven organization where "Customer first attitude" prevails.

For further information please contact [info@calsoftcorp.com](mailto:info@calsoftcorp.com)

## SERVICES

### Business Services:

Business Solutions specializes in end-to-end results. CalSoft provide you with a team of experts who have been selected based on your business requirements. CalSoft undertakes project-based IT initiatives with a special focus on web-enabling business-to-business and business-to-consumer enterprises.

### What We Do

Business Solutions has emerged as a premier concept-to-completion IT consulting division. Once Business requirement have been identified, CalSoft offer one or all of these steps to begin our solution process:

**Review IT** - Review current infrastructure and potential application needs to determine the best fit regarding your business needs.

**Design IT** - Define requirements and solution components.

**Build IT** - Develop cost effective, complete solutions through application development and package integration.

**Integrate IT** - Integrate newly developed applications and legacy systems, create interfaces between existing applications, and migrate data.

**Maintain IT** - Provide renewable maintenance contracts for custom solutions and legacy systems.





## **Implementation Services**

### **CalSoft's IT Implementation Services**

CalSoft provides a complete suite of functional and technical implementations and turnkey solutions in the areas of EAI, ERM, ERP and B2B technologies like Siebel, SAP, Oracle, Ariba, Plumtree etc. CalSoft espouses the cause of best business practices and adopts a right-fit methodology to suit the diverse needs of every business, ensuring success on an on-going basis.



#### **Our Implementation Services:**

- Project scoping and cost information
- Project and work Plan development
- Gap analysis
- Process analysis and design
- Conversion strategies
- Interface design and development
- Customization
- Integration strategies
- System and acceptance testing

## **Professional Services:**

### **Commitment To The Highest Level Of Customer Satisfaction**

To ensure success, CalSoft Professional Services provides a world-class services organization to support our global customers and partners on all aspects of CalSoft solutions. Our mission is to provide unparalleled customer service and support.

Through delivery of a comprehensive mix of technical expertise, industry knowledge and a fundamental commitment to success, CalSoft Professional Services provides rapid implementation of a complete and integrated solution, while maintaining overall satisfaction for our customers and partners. In addition, we focus on providing our customers the information and knowledge they need to efficiently and effectively manage the CalSoft solution for their business.

## Consulting

CalSoft Services provides a wide range of business and technical expertise to support our customers and partners during the implementation of solutions. This team brings deep functional and industry knowledge to bear as well as the technical capabilities to deliver premium CalSoft Corp Services for our customers and partners.

CalSoft Contract Engineering Services provides clients with the most highly qualified IT consultants available in the market for their projects and contracts. They recruit, train, and nurture experienced developers, technical architects, database administrators, technical writers, and quality assurance experts. CalSoft's consultants easily adapt to their new environment, offer value-added strategic insights, and deliver hands-on solutions to daily IT challenges.

In addition to the expertise of their consultants, a significant ongoing investment and commitment to recruiting has always been essential to their rapid growth in partnering with key customers. Today, CalSoft utilizes its extensive network of consulting firms to source the required engineers for clients mission critical projects. They use a rigorous screening process to ensure that each consultant has the required technical expertise and will be the best fit for our clients' environment.

Each CalSoft consultant provides unique talents needed in today's IT environment. These consultants work under the direction of client managers to complement in-house client staff.

CalSoft consultants are versatile. They position individuals in a variety of situations demanding specialized skills across multiple platforms. Working with many different industries and picking up new skills regularly, CalSoft consultants are ready for any challenge. From business analysts to computer programmers, database managers to software engineers, technical writers to project managers, highly trained consultants are available for short term and long-term assignments.

### Offshore Development Services:

CalSoft's mature and proven onsite - offshore outsourcing model guarantees cost savings upto 35%. We have helped various international organizations setup their Offshore Development Centers to realize high returns on their IT investments.



We currently have Offshore Development Center in India with an experience of setting up and managing number of ODCs for clients around the world. With state-of-the-art communication facilities and infrastructure, our offshore center work as a virtual extension of our client's development environment providing 24x7 service. We have provided a multiplicity of communication channels, automated project management tools, and distributed configuration management tools so that the perceived risk of distance and lack of control is reduced.

Offshore development is based on a long-term relationship with a partner. We believe in building deep bonds with our clients and "virtually" become the extended arm of the client's organization.

We take advantage of the time zone differences throughout the world, which, enable multiple shifts to work continuously on a 24/7 basis. Accelerated delivery of mission-critical applications is the biggest benefit of this.

By utilizing lower cost resources, while maintaining onsite coordination, Our managed software solutions division makes it possible to achieve cost savings of 25% to 35%. By lowering software development costs and the high maintenance costs of legacy systems, we give our clients an edge over competition.

We recognize the importance of security and confidentiality of proprietary information. We have built both physical and information processes to ensure the security and integrity of customer data and applications.

At CalSoft, we have developed a robust methodology that allows us to get projects off the floor swiftly and then proceed on a predictable, low risk path for high quality results. This methodology employs our rich portfolio of reusable components and our distributed development model to offer cost and time benefits to our customers.

The distributed development model is based on our tried and tested methodology that follows these steps:

1. Scope Signing
2. Key Personnel Identification
3. Onsite Knowledge Acquisition
4. Offsite Simulation
5. Offsite Infrastructure Setup
6. Project Plan Signoff
7. Offsite Team Formation
8. Offsite Team Training
9. Offsite Project Execution -Pilot
10. Offsite Project Execution-Mainstream



We have used this model with great success for customers from diverse industries. For instance, we developed a global, online order management system for a major retailer. All development, integration, system and acceptance testing and warranty support was carried out Offshore. The project was successfully completed in 6 months.

## Contact Us



### USA

5960 Stoneridge Drive  
Suite#208A  
Pleasanton, CA 94588  
Tel : 925-227-1718  
Fax: 925-227-1719

### India

#503 Chellamall Complex  
17, Thyagaraya Road,  
T. Nagar, Chennai 600 017, India  
Tel : +91-44-2433 1107/2433 1108  
Fax: +91-44-2433 1109

[www.calsoftcorp.com](http://www.calsoftcorp.com)