

Computaris PDP – Product Development Partnership

Computaris Product Development Partnership is a form of collaboration between Computaris and a business partner, aiming for a shared and strategic approach to a joint development of new services.

Computaris PDP - Product Development Partnership- is the new model for flexible, cost-effective product engineering and enhancement. Computaris PDP is available to ISVs (Independent Software Vendors) and other technology innovators for the development of new real-time telecom products, services and solutions at any point in the product life cycle.

Having a Product Development Partnership with Computaris gives you, as the lead partner, access to a unique software development and competence center operating as a virtual extension of proprietary software development teams.

With Computaris PDP you have an agile team of highly skilled and specialized product experts, solution architects, software developers and test engineers at your disposal offering diverse and complementary skills.

Riding the Telecom Highway

Riding the telecom highway in the ever-changing landscape of telecom technologies requires drivers to be in secure control of their vehicles. The Computaris PDP equips your vehicle with a sophisticated cruise control, enabling you to be in full and safe command by giving you the freedom to focus on multiple relevant and concurrent tasks. Computaris would appreciate the opportunity to become your trusted partner along the telecom highway, assisting you to securely head for and timely meet any of your desired destinations. Take command of your vehicle now. Enjoy the riding experience and let Computaris be your navigation partner.

1 + 1 = 3!

Keyword to the Computaris PDP is collaboration. Adequate communication and knowledge sharing makes a partnership with Computaris greater than the mere sum of its parts.

Computaris expert and skilled telecom staff provides dedicated professional assistance to leverage your product development cycle. Joining forces with Computaris is therefore not just a matter of virtually extending your development teams but a synergetic approach to problem solving and product development resulting in more valuable products and satisfied end customers.



Bridging the gap between IT and Telecoms

Suit your Mission

The Computaris PDP is available to suit all product development needs of ISVs ranging from complete turn-key development solutions all the way to support and consultancy at any stage of the product development cycle.

Focus on Core Business – Getting engaged in a partnership with Computaris enables you to focus on your core business and maximize ROI. Computaris profound telecom expertise can assist you in creating meaningful and strategic differentiations on the telecoms market to take your revenues to the next level.

Access to Expert Resources – Computaris' effective resource management and readily available pool of expert professionals allow you to lower your costs. Computaris, being your partner of choice, can effectively scale your operations supporting you in determining and providing the required number of resources to suit your particular product development.

Leverage Technological Expertise – Computaris can provide you with specific expertise in both legacy systems as well as new technologies becoming the perfect partner for effective migration projects as well as for the development of new future revenue-generating high-tech systems.

Manage Risks – Partnering with Computaris helps you minimize CAPEX while keeping OPEX under control. Fixed price and turn-key solutions assure that capital expenditure is minimized while operational expenditures are only paid according to the level of service usage. To securely deal with temporally high market or technology demands, the Computaris' expert developers can be rapidly deployed to become a virtual extension of your proprietary development teams.

Speed up time-to-market – Strategically deployment of Computaris project teams can also be used to speed up time-to-market of your new products or services. Computaris' well-defined timely deliveries ensure that new solutions can enter the market in time-frames initially agreed. Moreover, the Computaris resources can be exploited to effectively serve multiple customers, providing you with a strategic link for future expansion.

Life Cycle Planning – Strategic life cycle planning is a key asset in order to safeguard future revenues and to be prepared for any unforeseen market developments that require adequate decisions and measures to be taken. Partnering with Computaris provides you with up-to-date know how and skills to guide your life cycle planning.

Bridging the gap between IT and Telecoms



Integrated Partnership

The Computaris Development Partnership can be established either on-site or off-site at any moment in the lifecycle of your product development. The agility and availability of the Computaris teams allows you to cope with peak demands and deal with time pressure without the need to invest extra costs for enlarging your proprietary development teams.

Computaris well-established ISO 9001-certified quality and development processes ensure a smooth integration of the Computaris development teams into your existing engineering processes. Having a dedicated PDP with Computaris you are engaged in an intimate and confidential collaboration allowing you to benefit from Computaris' active involvement throughout the complete product lifecycle from conception and architectural design to future enhancements and support.

As part of the integrated PDP with Computaris, the customer always retains full IPR. Computaris will never claim any intellectual property rights on any products, services and solutions that result from a partnership with Computaris. As a customer you will obtain full ownership.

Fixed Price and Risk Sharing

The Computaris PDP goes beyond outsourcing by offering fixed-price project support in addition to a unique risk-sharing model creating a fully integrated partnership. To accommodate customers Computaris sells all projects with all costs fixed in advance.

To be able to make guarantees and take the risk of fixed pricing Computaris relies on the quality of its processes and expertise in sharing responsibilities in the development of new projects; its ISO 9001 certifications obtained in 2004 never had non-conformities in annual audits.

Leveraging our long term experience in the telecoms industry combined with our high quality standards we are capable to safeguard estimates of time frames and budgets from the very start of each project.

Computaris' fixed price model ensures that risks are shared with the development partner; being fully engaged Computaris bears any costs that overrun the initially agreed fixed price.



Computaris Partnership References

In 18 years of contribution to significant milestones in the development of telecommunication products and solutions Computaris has build up a distinctive list of references. All Computaris' partnerships are dedicated to a long term commitment; they span a variety of telecom technologies, solutions and global geographical regions.

- ✓ **Acision** – teamed up with Computaris in developing and deploying location-based-services in East Asia.
- ✓ **Digital Route** – involved Computaris for integration of a real-time in-memory router in Australia.
- ✓ **Highdeal** – products are delivered by Computaris in Central and Eastern Europe and South East Asia. Highdeal has been acquired by SAP in June 2009.
- ✓ **LHS** – involved Computaris in development of certain BSCS components such as the Customer Care components.
- ✓ **Orga Systems** – used Computaris in the first deployment of their convergent billing system in Eastern Europe as well as other projects in Europe and South America.
- ✓ **Swisscom / Sicap** – involved Computaris with teams ranging from 15 up to 30 consultants performing activities including specification, design, development, testing, deployment, training and documentation for projects like prepaid billing deployment, roaming call back, USSD Gateways, migrations and integrations with various IN and other vendors' systems.
- ✓ **Teligent** – used Computaris support to develop and deploy a prepaid calling card system in Africa and handle support in Middle East and North Africa.
- ✓ **XoX** – the full-service MVNO in Malaysia has chosen Computaris as prime system integrator for their convergent charging system.

Key features of a PDP

Partnership with Computaris:

- ✓ Fully integrated partnership
- ✓ Real-time telecom domain expertise
- ✓ Life cycle planning
- ✓ Lifetime support
- ✓ Full quality assurance
- ✓ Customer facing
- ✓ Trusted by leading vendors
- ✓ Retain full IPR
- ✓ Shared risk
- ✓ Cost fixed in advance
- ✓ Agile and responsive

Real-time Telecoms and VAS Expertise:

- ✓ Prepaid, postpaid and convergent billing
- ✓ Session / event charging
- ✓ Mediation
- ✓ Voucher / prepaid calling cards
- ✓ Messaging
- ✓ USSD, SMS, SDP, MAP applications
- ✓ Customer care / self care
- ✓ Service Management

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