



**TechCusp**  
SOFTWARE • SERVICES

## *Initial Value Proposition (IVP)*







- Global, full-service IT Services & Software Development company
  - Founded in 2006
  - Techcusp.com is a privately held end-to-end IT services company
  - Corporate HQ in Jersey City, NJ. USA
  - Offshore Development Center & COE in Hyderabad, Kolkata & Mumbai. India
  - Sweet Spots – Healthcare, Insurance (P&C, Life & Annuity Insurance), Banking and Govt. IT Space
  - Software Development competencies in Microsoft, Java, IBM and Open Source Technologies
  - Strong Software Testing & QA expertise in both Manual and Automation Testing
  - Capabilities in Mobile Apps, Business Intelligence, Business Process Mgt., Document Mgt., Analytics & Data Warehousing

## Our Alliance / Delivery Partners include:





Technology Agnostic but Experts of...



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#### Microsoft Technologies

VB.NET, ASP.NET, C#.NET, Sharepoint, MVC, BizTalk, RAD Controls (Infragistics), DevXpress

MS SQL Server, SSRS, SSIS



#### Java / J2EE

Core Java, JDK, Spring IOC Servlets, JSP, Web Services, Tomcat, EJB, Hibernate, Struts



#### Database Technologies

Oracle, Sybase, MySQL, Telerik



#### Mobile Application Development

iOS, Android, Windows Phone, Blackberry

Native & Hybrid with Frameworks (PhoneGap, Kendo UI)



#### Cold Fusion

Middleware, App Server & Programming Platform



#### Business Process Management

Pega SmartBPM, Lombardi (IBM BPM), Appian, iLog BRMS



#### Open Source Technologies

PHP, WordPress, Drupal, DotNet-Nuke CMS



#### Software Testing & Quality Assurance

Selenium, SILK, QTP, MTM, Bugzilla, JIRA

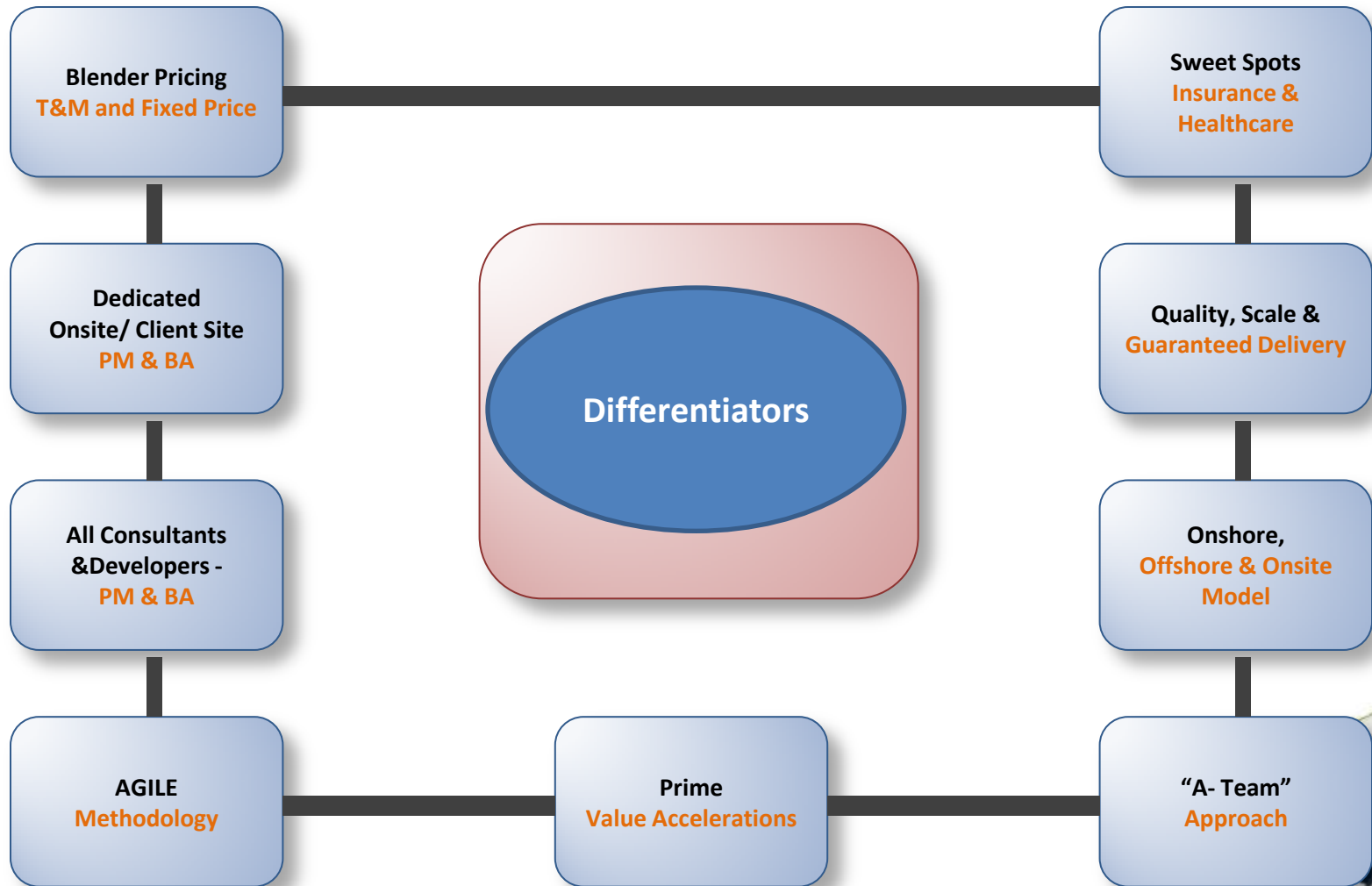




# Value Proposition & Differentiators



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# Sweet Spots – Our Strengths in Industry Verticals

## Banking & FS

- Capital Markets
- Card, Payments & Cash Mgt.
- Commercial Banking
- Governance, Risk & Compliance (GRC)
- Hedge Funds
- Investment Banking
- Mortgage
- Private Equity / VCs
- Retail Banking
- Wealth Management

## Healthcare

- Claims Processing
- Healthcare EMR/EHR
- Claim Adjudication
- Pharmacy Solutions
- Prescription Benefits
- Healthcare ERP System
- Health Exchanges (EIX / EHX)
- Healthcare Data Warehousing
- Custom Healthcare Applications

## Insurance

- Claims Processing
- Agent/Broker Portals
- Policy Administration
- Workflow Management
- Legacy Modernization
- Mobility
- Insurance Data Warehouse
- Custom Insurance Applications
- Quality Assurance

## ISVs

- IT & BI Consulting
- Support
- CDISC Conversion
- System Migration & Modernization
- Co- Product Development
- Mobile Applications
- Big Data & Data Warehousing
- Custom Applications
- Apps

## IT Services

Apps Development (ADM)

Big Data (BI, DI, DW)

Cloud Services (Hosting)

Consulting Services (PM, BA)

Portal (B2B & B2C)

Migration (Data & Legacy)

Mobility (Tablets & Web)

Quality Assurance (Testing)

Systems Integration (Platform)

Trading Solutions (Front-end)





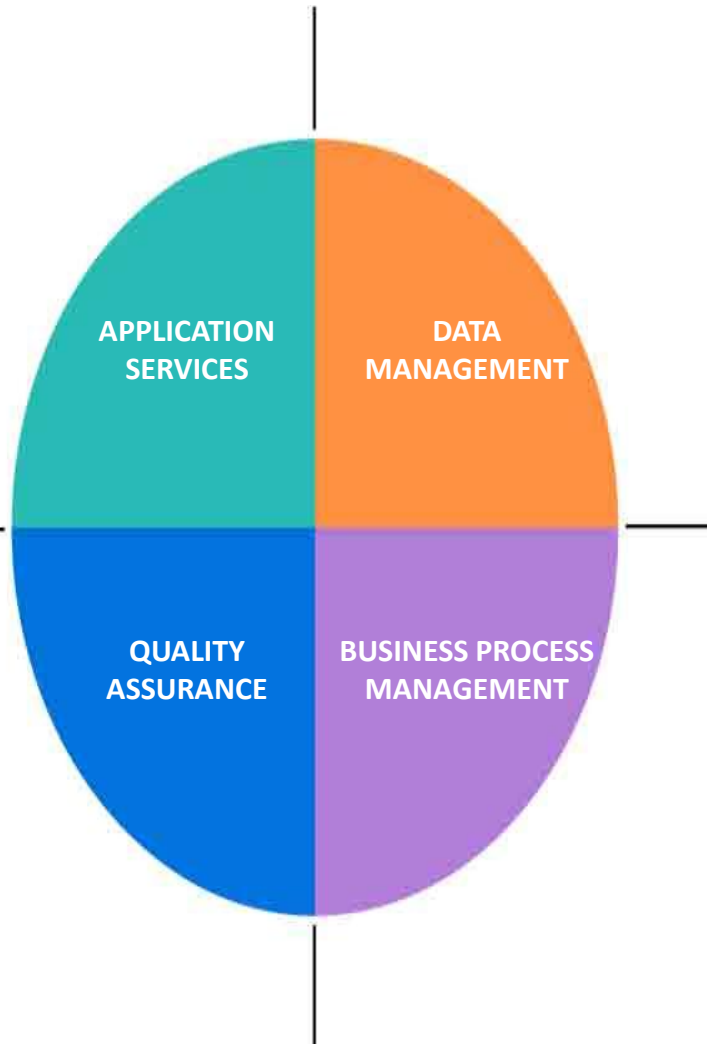
# Core Competencies – IT Services & IT Products



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- Software Development
- Mobile Application Development
- Application Integration
- Legacy Modernization

- Functional / Manual Testing
- Automated Testing



- Business Intelligence
- Data Warehousing
- Business Analytics
- Business Performance Management

- Process Automation
- Workflow
- Rules Engines





- Cross platform mobile apps development
  - Android
  - iOS
  - Windows
- Web to mobile migration
- Mobile application support & management
- Embedded Visual Studio
- Wireless Application Protocol (WAP)
- J2ME
- JAVA
- WML / WML Script
- Cocoa Framework
- Objective – C
- HTML5, CSS, JQuery, Oauth
- Mobile T Application Testing



## 3rd Party Frameworks

CMU Sphinx  
Open Source Toolkit For Speech Recognition

LIVEPERSON

unity

FLURRY

New Relic



## Cross Platform Technologies





- Industry standard Certifications in Quality Assurance & Software Testing
  - **ISTQB, CSQA, QTP, SCM, SEI**
- Extensive experience in QA methodologies
- Industry best practice Software Testing techniques including:
  - Manual Functional Testing (System, System Integration & End to End )
  - Regression Testing
  - Penetration / Security Testing
  - Mobile Testing
- Software Test Automation
- Test Process Assessments
  - Process improvements
  - Engagement definition





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- Operational Walkthrough
- Inception
- Elaboration  
Construction
- Transition
- Go-Live
- Integrated Tools
- Expert Service Offerings
- Alert Logging
- Directly Capturing Objectives
- Governance
- Quality Checks
- Next Sliver





### Database Systems

- Microsoft SQL Server
- Microsoft Access
- Oracle 8,9, 10
- MySQL
- IBM DB2
- Sybase

### Business Intelligence (BI) Tools & Platforms

- Microsoft Business Intelligence Studio (SSAS, SSRS, SSIS)
- Excel Power Pivot
- SAS
- IBM COGNOS
- IBM SPSS
- Kendo UI
- Expression Blend
- Telerik (for ASP.NET & SilverLight)
- Hadoop





# IT Services - Consulting & Rare Skills Resourcing



## Full Time USA (Onsite / Onshore) Technical Resources

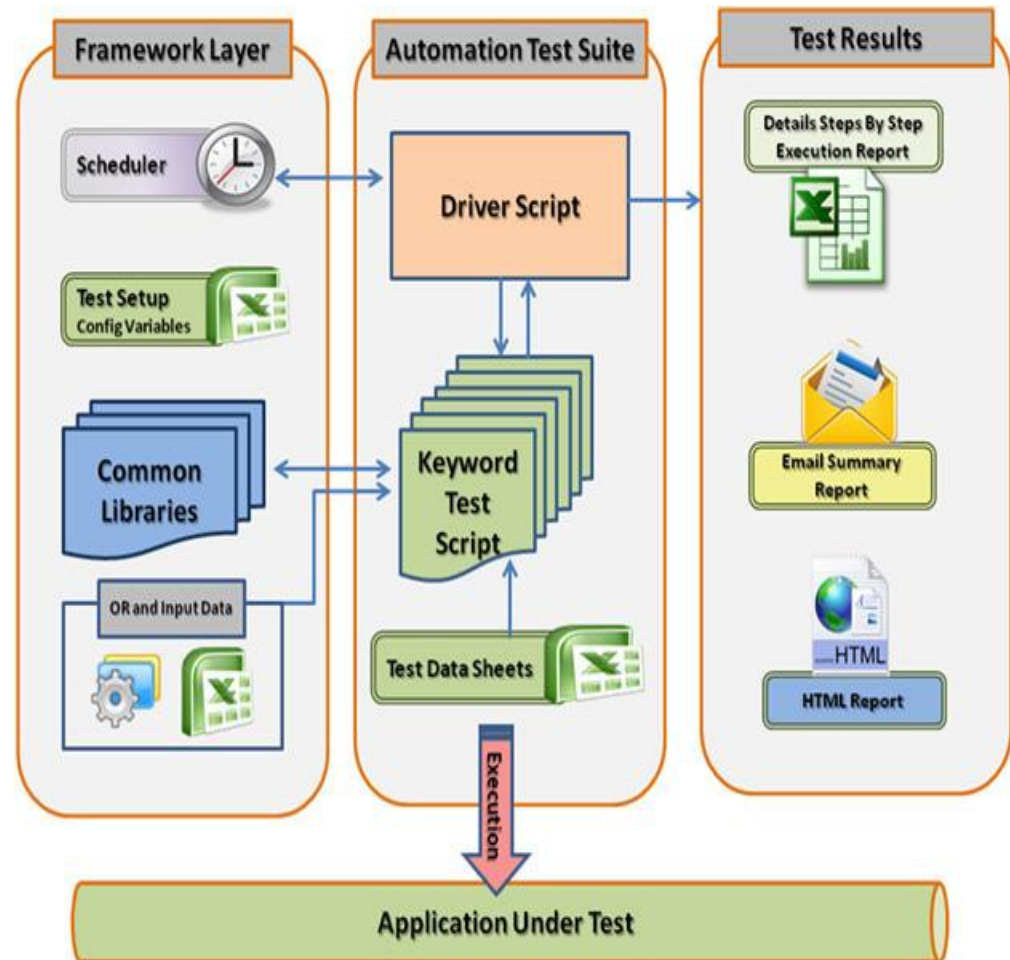
- **Program Managers / PMOs**
- **Project Managers (PMs)**
- **Business Analysts (BAs)**
- **Solution Architects (SAs)**
- **Programmers / Developers**
- **Quality Assurance (QA)**
- **Database Administrators (DBAs)**
- **Subject Matter Experts (SMEs)**

Our skilled consultants understand your business. Guaranteed Delivery.





- **Selenium Webdrive**
  - Open source tool for web application testing
  - Tests runs on multiple browsers and operating systems
    - Browsers: IE, Firefox, Chrome & Safari
    - OS: Windows, Linux and IOS
- **Implementation Activities**
  - Build Test Automation Framework
    - Switching Environments
    - Common Libraries
    - Integrating other Tools
  - Script Generation
  - Script Execution
  - Results Report Generation







## Contemporary Technologies:

- HTML5
- CSS3
- JavaScript



- Mobile Web Aps
- Hybrid Apps
- Native Apps



Compatible with prominent HTML5 libraries and tools:



## IBM Worklight Component Overview

### Worklight Studio

- The most complete, extensible development environment with maximum code reuse and per-device optimization

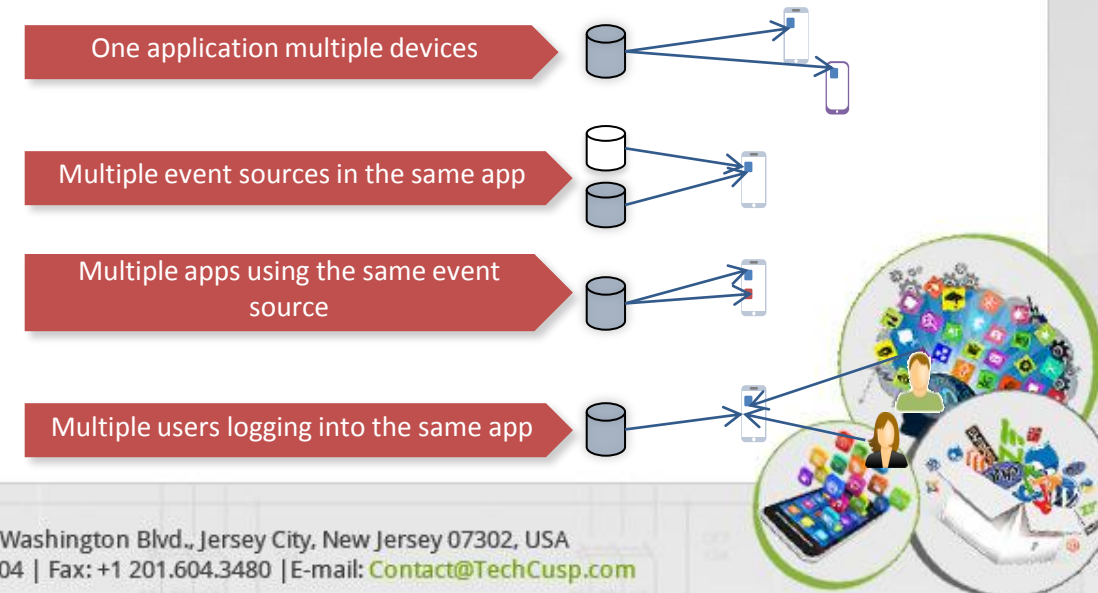
### Worklight Server

- Mobile middleware offering unified push notifications, version management, security and integration

### Worklight Runtime Components

- Extensive libraries and client APIs that expose and interface with native device functionality and the Worklight Server

## Flexible Push Notification Framework





# Why partner with TechCusp?



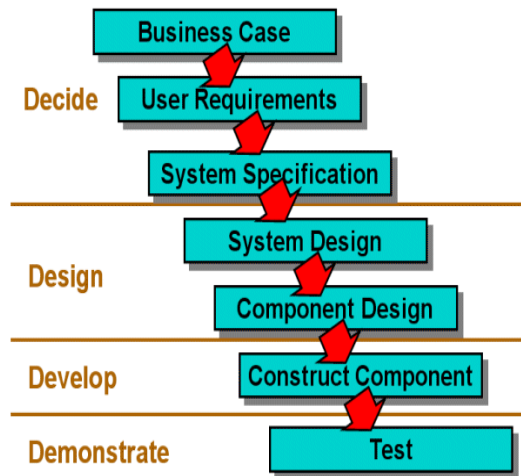
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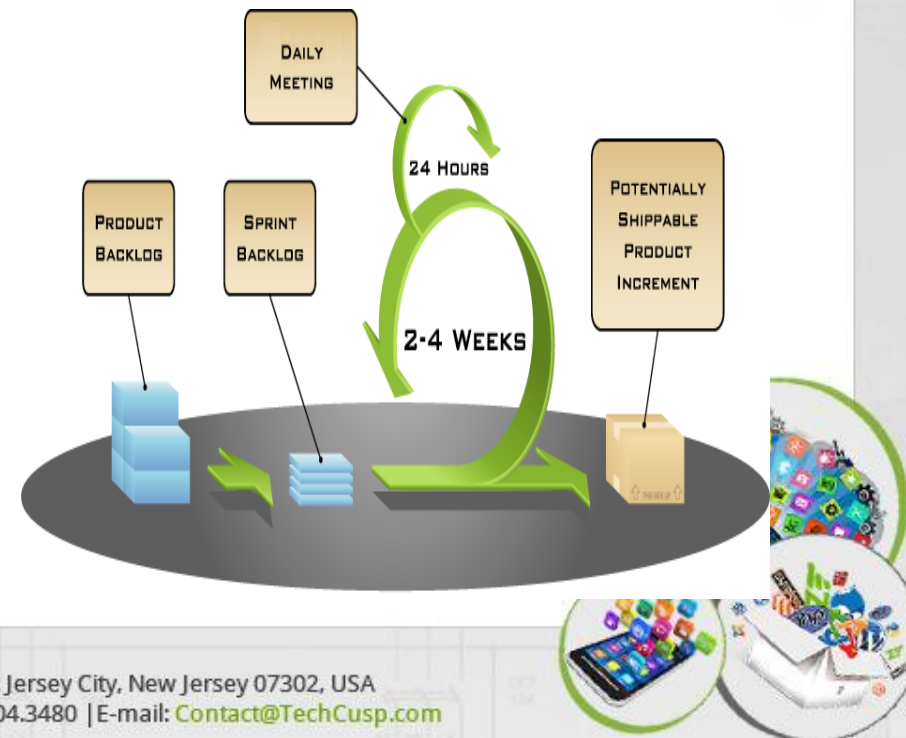
- Waterfall
  - Sequential Steps
  - Rigid
  - Requirements Defined Upfront

## Waterfall Model



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- Agile - **Preferred**
  - Iterative
  - Adaptable
  - Visible Progress







- **Managed Services**

- **Team Composition**

- US Leadership
    - India Tech Team

- **Approach**

- Client Partnering
    - Rotation as Needed

- **Delivery**

- Collaborative Planning
    - Collaborative Execution

- **Pricing**

- Fixed Monthly Rate
    - T&M

- **Project Services**

- **Team Composition**

- US PM/BA
    - India Tech Team

- **Approach**

- Full Project Team
    - Blended Team w/Client Resources

- **Delivery**

- Requirements Discovery
    - Project Execution

- **Pricing**

- Fixed Price
    - T&M

**Staff Augmentation / Rare Skill Resourcing**  
**Full Time PMs /BAs/DBAs @ the Client Site**





## Next Steps - Q&A and Discovery Discussions



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