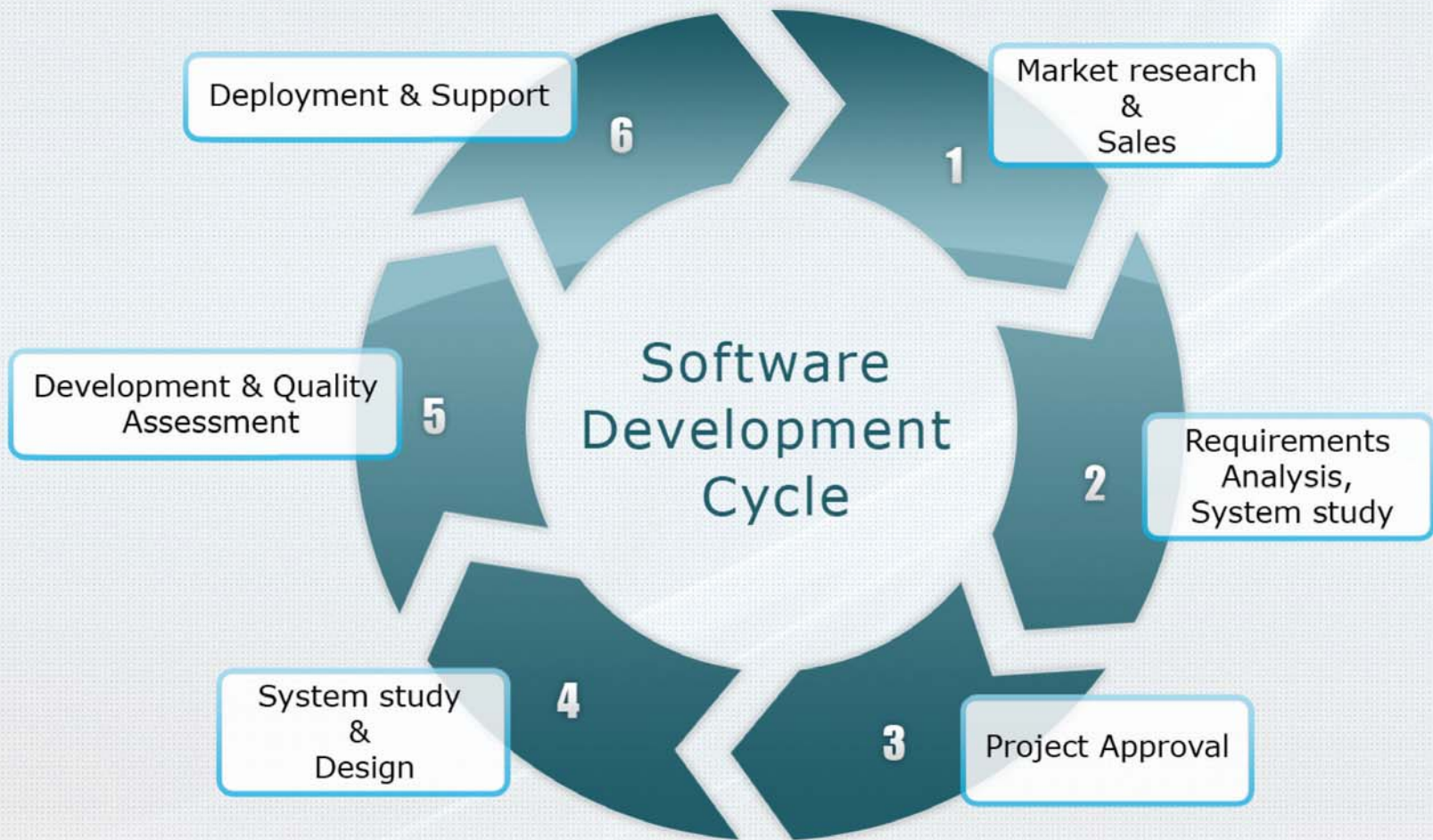


Offshore Software Development Process



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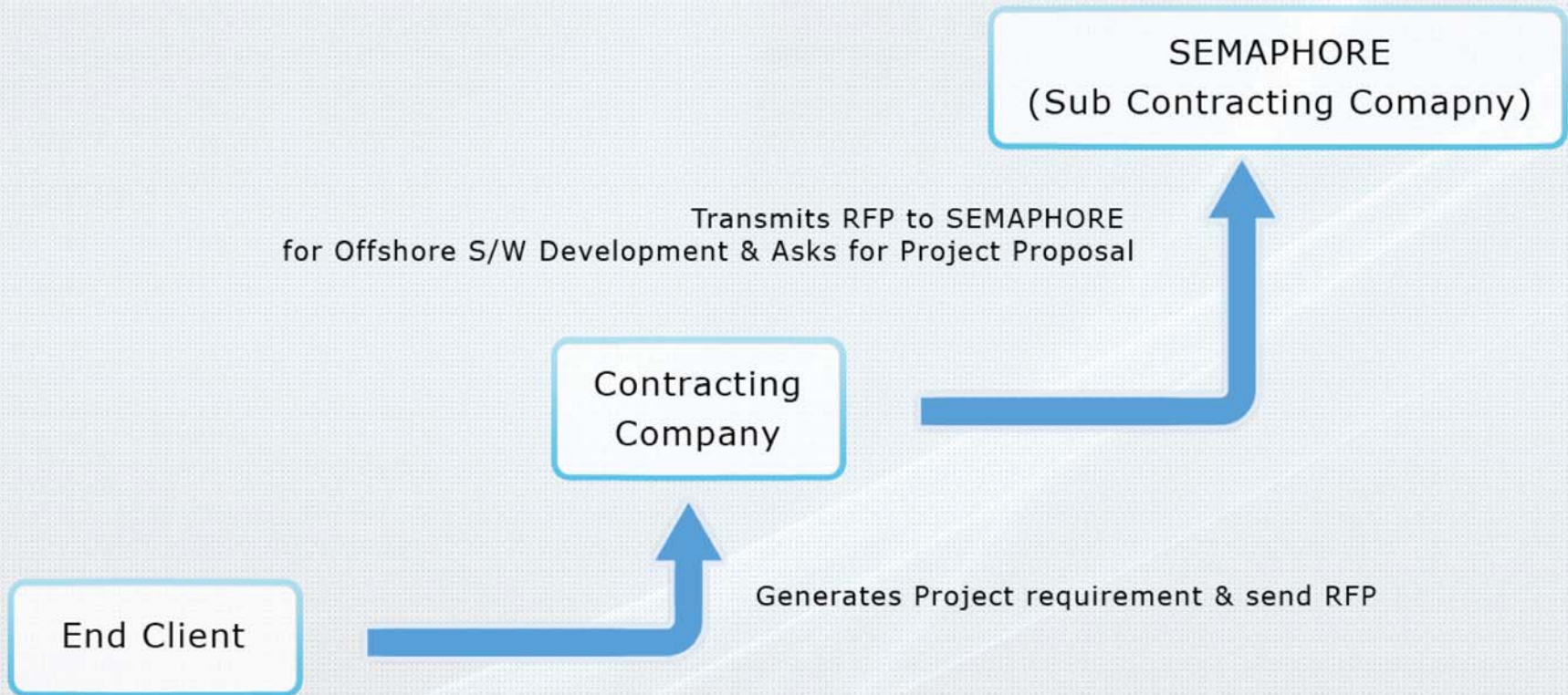
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Presales Process

- Part of IT business development, wherein the presales person will act as a bridge between the organization and its customer
- Presales team will analyze the customer business model and create, propose or find new business opportunities while maintaining the existing business.

Off-Shore Sub-Contracting Process



Off-Shore Software Development Process

- Semaphore caters two types of RFPs (Request For Proposal)
 - RFP received from end client
 - RFP received from contractual company & Semaphore acts as sub contractor.

- RFP from contractual company: Contractual companies receive RFP from their clients and get the software development work done from Semaphore. In this case Semaphore acts as sub contractual company

Sub-Contractual Software Development Process

Onsite

Contracting Company

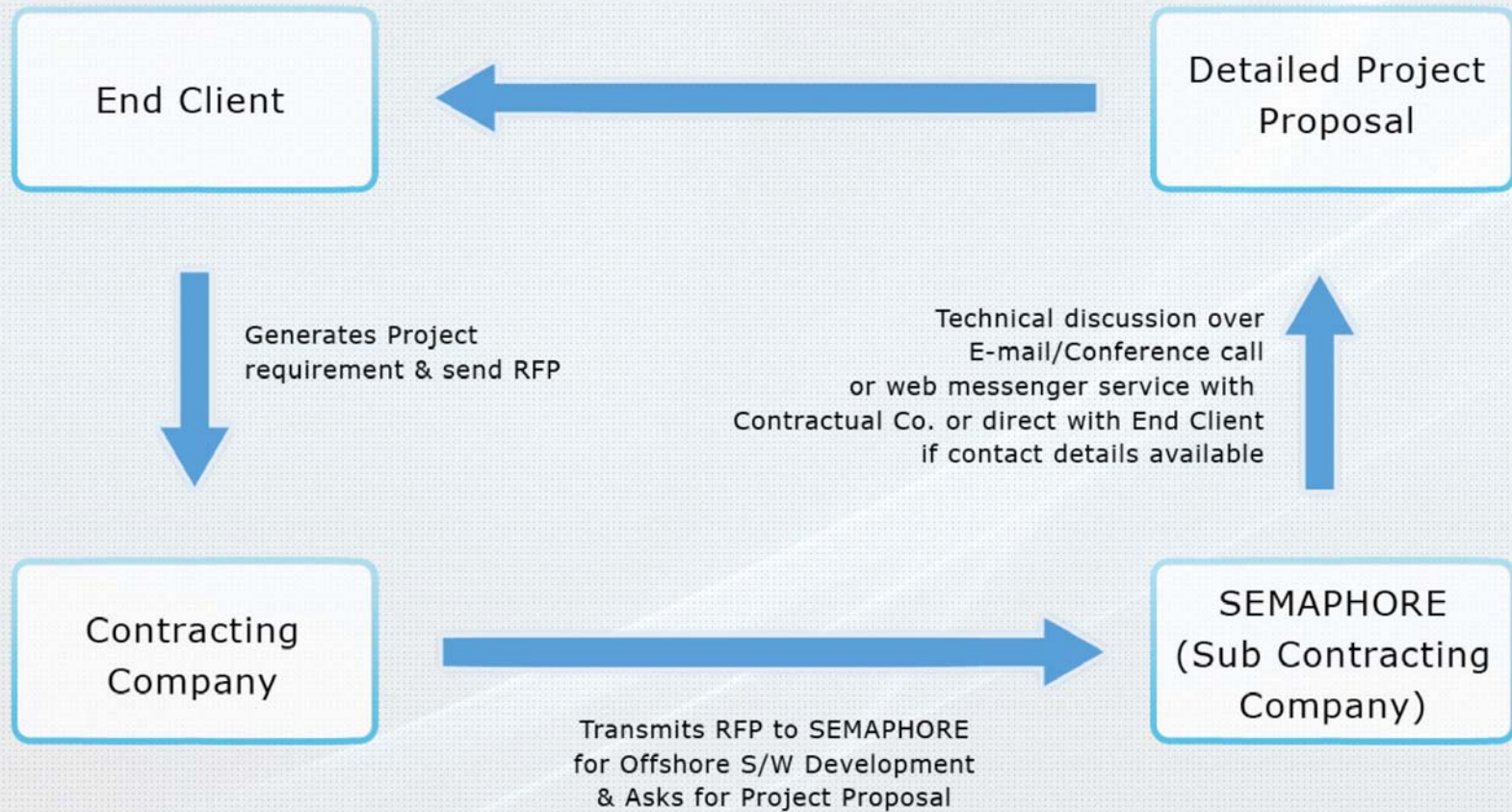
- Receives RFP from the end clients seeking software development.
- Send RFP at Semaphore to acquire a detailed project proposal.

Offshore

SEMAPHORE

- Business Development (BD) team or Business Analysis (BA) team at Semaphore receives RFP from clients.
- If received by BD team then transmitted to the BA team to construct a detailed functional and commercial project proposal.

Requirements Analysis & Proposal

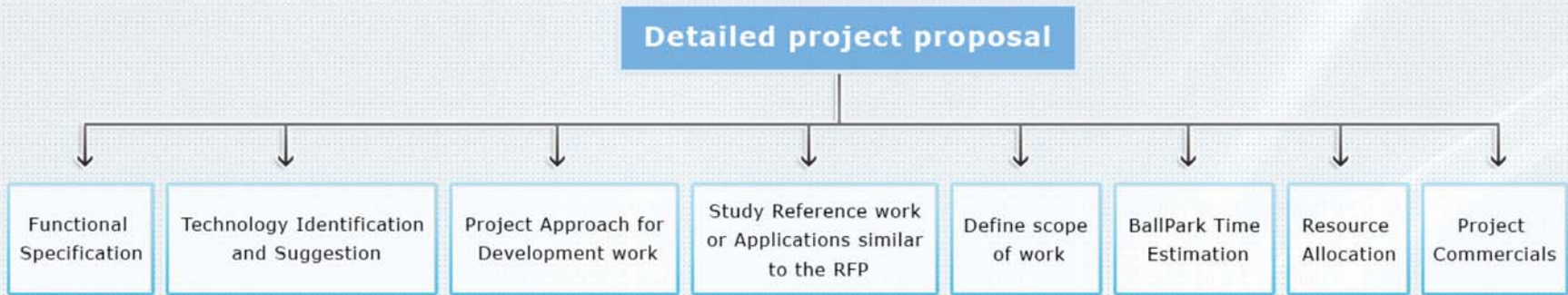


Communication for Proposal

- If BA come across doubts and is not clear on requirements then they contact contactor asking clarifications over conference call, e-mail or web messenger services.
- If contractor is not clear on project requirements then they either communicate it to the end client or provides end client contact details to Semaphore for direct communication. This reduces the contractors efforts, fastens communication process.
- BA at Semaphore gets the clear vision on project requirements from the end client.
- Typical Turnaround time on proposal will be 1 to 3 Business days

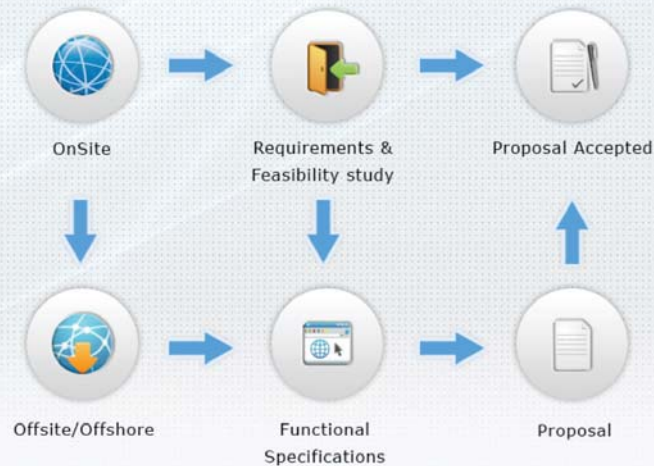
Requirements Analysis & Proposal

- BA then creates Project proposal comprising



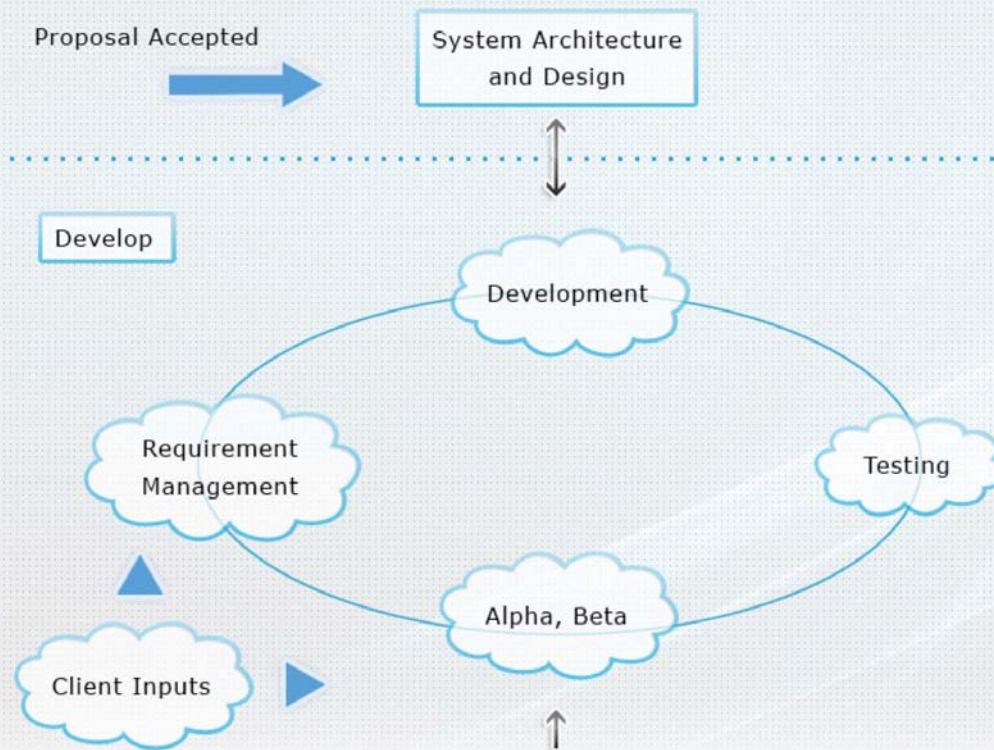
- Semaphore then sends out the detailed proposal to the Contractor as displayed in the Process diagram.
- Contractors will forward the proposal to end client for acceptance.

Offshore / Offsite Software Development Model



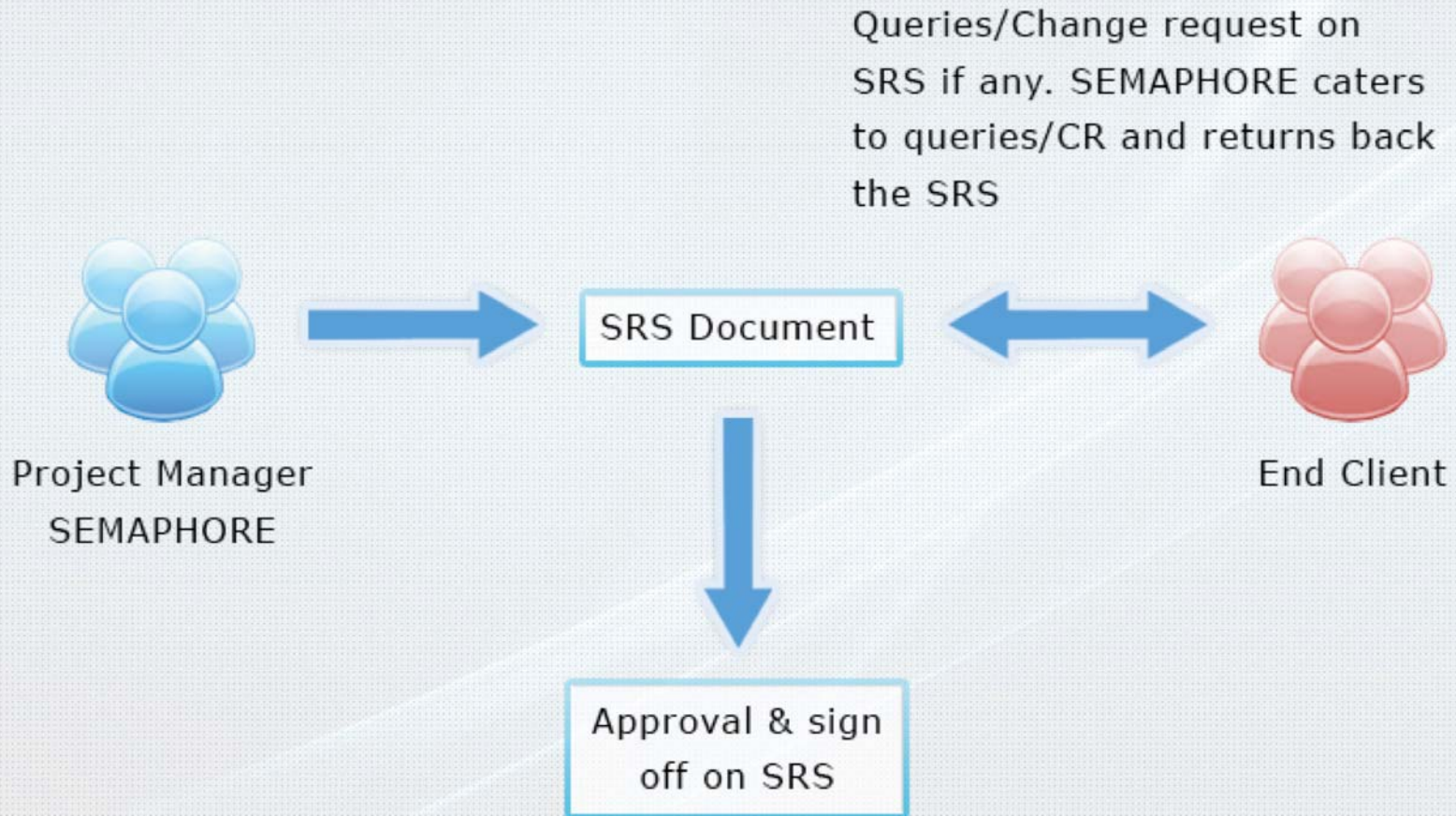
Off-Shore Software Development

- On receiving the proposal end client makes detail study
- Forward their change request if any to the contractor or direct to Semaphore
- Proposal acceptance and contract sign off on **FINAL REQUIREMENTS DOCUMENT**



- Semaphore assigns Project Manager (PM) and technical team for project development
- PM raises **Software requirements specification (SRS)** document, **Project Plan** and **System Architecture and Design (SAD)** documents.
- PM will act as bridge between Client & development team
- Client Inputs and change request will be catered at all the stages of development and quality assessment (Testing & QA)
- Semaphore provides **Weekly Project Status Report** to the end client

Software Requirement Specification (SRS)

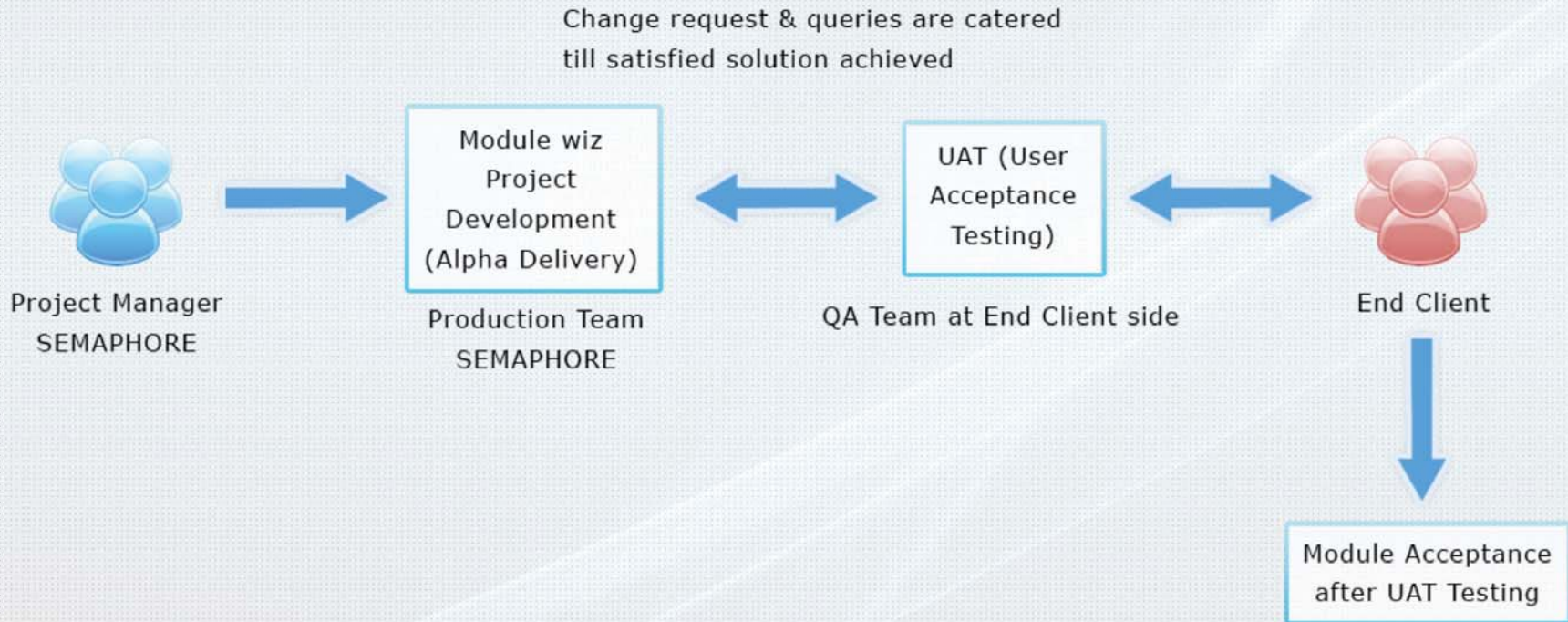


Project Plan

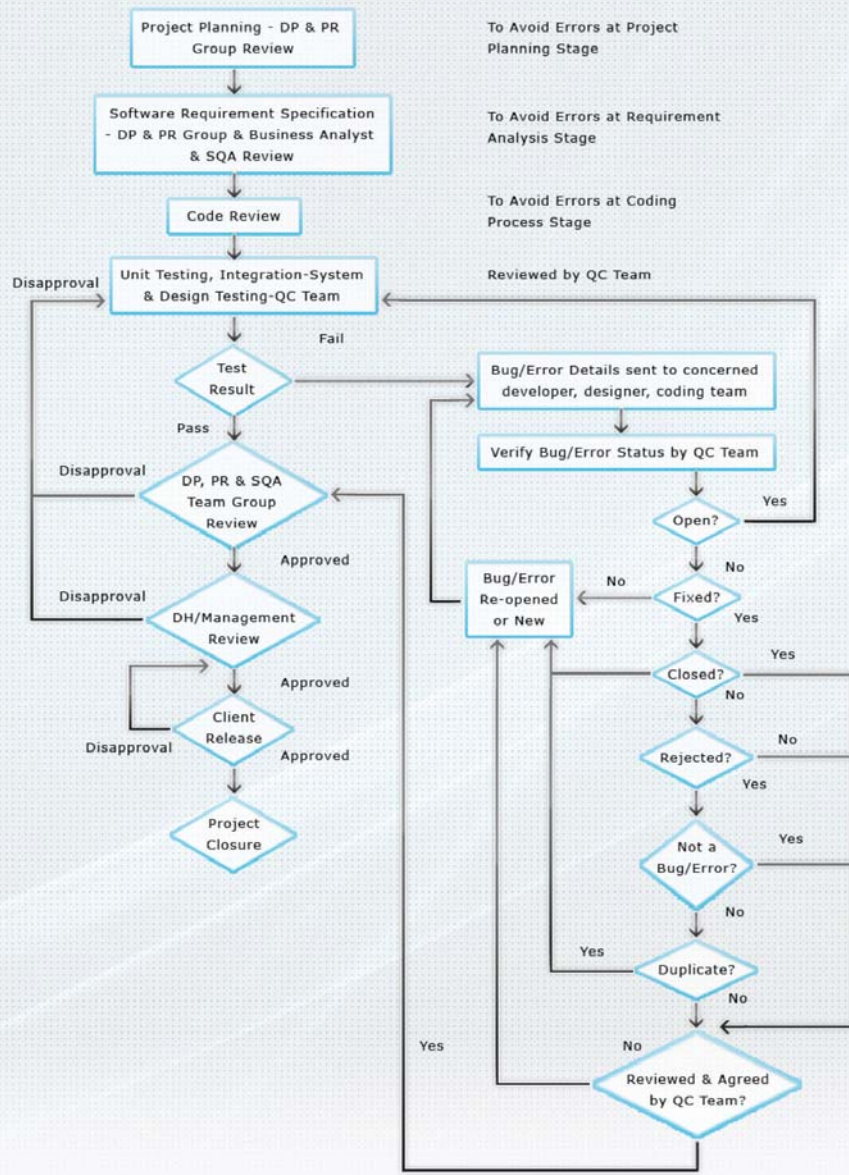
Change request & queries are catered till satisfied solution achieved



UAT Testing and Alpha Deployment



QA Process @ SEMAPHORE



Deployment & Support

- On complete development and testing project is transformed to the deployment stage
- Database migration if current system is available.
- Design & content integration to the program code
- System testing at client side
- Website live server set up (Production stage)
- Technical write up, Help guide or technical guide for the developed system

