

Virinchi



e-Business

for

Solutions

Private Exchanges
Net Markets
Supply Chains

Client:

e-Biz, XML, J2EE

Web Services

Digital Signatures

e-Security, Payment gateway

Public Key infrastructure,.....

What are these?

Jargon I don't care, Tell me how exactly **do I save money???** How do I win among peers and competitors, in this dynamic environment?

The Internet changes everything

Is there any one who can understand my business as much as i do and suggest what to do in the digital economy?

Change management has been very costly earlier, I want it if and only if, there is at least 100% ROI on the e-investment in the very first year.

I **know how** to use **browser** and my **mobile** phone and at best my PDA. That's all I want to know ever.

I already have lot of data in my ERP. Let the so-called "Internet technology" retrieve "Intelligence" from my database and broadcast on the Internet. But I will send how I can send. **No entry into my database...**

I need proof that with more and more **load on the system**, thins still work, and work as fast and give similar or better results and at no additional cost.

Who sells the **best hardware** as per my needs? If I throw my server on the Internet, my **data** may get **hacked**. What security do I need? Who gives? How sure is that? Where is the proof?

Who will **train** my **people to practice digital commerce**? Where to host? How to host? Who will maintain the system on the Internet? **Disaster management? Data back up?**

AND, AND only **one agency** please...

AND, AND if yes, **in 30 days** flat...

AND , AND at **no big entry cost...**

AND , AND **Did I forget any thing?**

Client Interviews

Industry Analysis

Evolution of Business

Strategy

Translation of Business

Strategy to Digital Strategy requirements

Technology mapping and gap evaluation

Technology Selection

Security Architecture Design

Cost benefit analysis and ROI

Business Requirements Documents

Vendor Selection

Functional Spec Generation

Architecture and Design

Development and Customization

Quality Assurance

Solutions Delivery

Hosting

End User Documentation Training

Maintenance

The Company

Virinchi in mythology connotes "The Creator". Virinchi is a 16 year-old IT products and services company specializing in providing e-business solutions with offshore Development Centers of 250 people capacity, based in India. Virinchi's current clients are spread over United States of America, Europe, South East Asia, Middle East and India. Virinchi is offering solutions to large global corporations in an onsite-offshore model that provides them with an attractive Total Cost of Ownership for deploying software solutions.

Virinchi is ISO 9001:2000 certified for its Production, Delivery and Quality processes and is currently being assessed for CMMi Level 4. Virinchi is also certified for product development adopting Clean Room Methodology.

Virinchi has always been looking at ways to move up the Value Chain as well as adopt and adapt to the changing demands of the market. The company has always believed that innovation and quality combined with speed and accuracy, would distinguish itself from competition.

Infrastructure

Virinchi has built facilities infrastructure to accommodate the growing needs of its clients. Virinchi has two Development Centers (DC's), one in Vikrampuri, Secunderabad and the other in West Marredpally, Secunderabad.



The DC at Vikrampuri, currently operated at full capacity, is also the corporate office of Virinchi, with the Management Team, Product development teams and Maintenance & Support teams.

Further, the DC at Marredpally, Secunderabad is a Development Center with a total seating capacity of 150 personnel complete with workstations (computers) & networking and all other physical infrastructure to facilitate application development. The DC accommodates the administrative staff,



product development & custom application development teams in Virinchi.

Both the Development Centers are connected with optic fiber cable & media converters. Both the DC's mentioned above have complete support infrastructure including, air-conditioning, backup generator uninterrupted power supply and all other

amenities required to handle projects of any size.

The total office space for the above mentioned facilities aggregates to 20,000 sq.ft, with state of the art infrastructure encompassing:

1. Pentium-IV work stations
2. 256 kbps dedicated leased line
3. Sun servers
4. Conference, Meeting and Training rooms

Virinchi Quality Credential

Virinchi has been ISO 9001:2000 quality certified for development of e-business solutions for the past three years. Virinchi has this quality accreditation for USA, UK, Germany and Japan. Virinchi adopts CMMi processes.

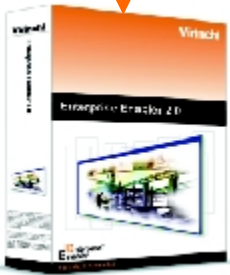
This is in tune with Virinchi's philosophy of delivering world class products and solutions by following best of the practices.

The achievement is expected to further strengthen the capability of Virinchi to architect end-to-end, process-driven business solutions to all it's customers. Also the implementation of CMMi is expected to reduce defect rate, increase productivity rates and delivery predictability leading to customer satisfaction.

Using cleanroom methodology, software products are developed in a series of functional increments that sum up to the final deliverable product. These increments represent operational user functions. The most stable requirements are implemented first, with further steps of requirements resolution performed with each successive increment. The integration of these increments is done top down. This approach allows early assessment of the product quality and gives continuous feedback to Virinchi's management as to the progress of development. When the final increment is integrated, the system is complete.

VIRINCHI PRODUCTS

| Enterprise Applications | Financial applications | Project life Cycle Management | Health |
|--|---|-------------------------------|------------------------|
| Virinchi Enterprise Enabler Manufacturing TPIA (Turnkey Project Implementation Application) iAcquisto | FAME Financial & Accounts management for Enterprises | Virinchi Capture | Virinchi Health |
| RFQ | General Ledger | Project Planning | Front Office |
| Catalog | Payroll Processing | Project Execution | Patient Care |
| Auction | Accounts Payable | Human Resources | Clinical Support |
| e-Tender | Revenue Management | Effective Project Control | Inventory |
| e-Logistics | Inventory Management | File Manager | Support Functionality |



AND SERVICE BOUQUET

Custom Applications Development

Datawarehousing

24X7 Production (Support & Maintenance)

Enterprise Application Integration

Offshore-Onsite Delivery Model

J2EE

.NET

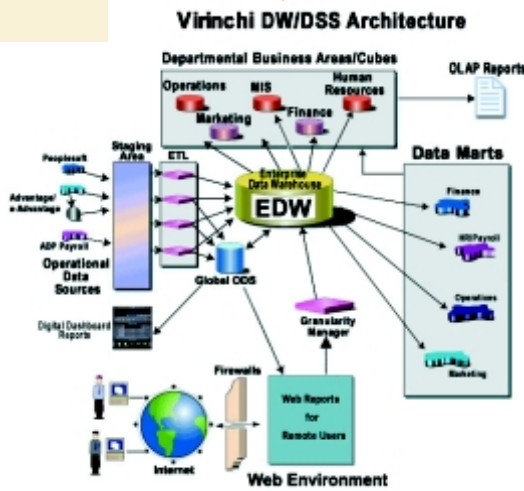
Mobile Applications

Mapper

Adapters

Webservices

XML



Value Cube of Virinchi's Production Support & Maintenance Service

| | | |
|---|--|---|
| <p>Technology Dimension</p> <ul style="list-style-type: none"> Address Technology Changes Code Optimization Archiving / Back Up | <p>Monitoring and Support Design</p> <ul style="list-style-type: none"> Monitoring & Reporting (Daily/Weekly/Monthly) 24 x 7 Monitoring Auto Monitoring Emergency Release | <p>Change Management Dimension</p> <ul style="list-style-type: none"> Execution of Changes (Maintenance Requests) |
|---|--|---|

Contractual Guarantees

Service Level Agreements Corporate Guarantees Liquidated Damages

Cost Effective & High Value Maintenance Offer by Virinchi

Web Services offered by Virinchi

| | | |
|--|---------------|--|
| Industry specific data exchange formats | HL 7 | Health Care |
| | Rosetta Net | High - Tech Manufacturing |
| | ACORD | Insurance |
| | FPML | Financial Services |
| Proposed services interaction standards | BTP | Business transaction Protocol |
| | SAML | Security Assertion Markup Language |
| | WSFL | Web services Flow Language |
| | XAML | Transaction Authority Markup Language |
| | WSCM | Web Services Components Model |
| | WS-Inspection | Service discovery protocol |
| Core web services communication Protocol | UDDI | Universal Description, Discovery and Integration |
| | WSDL | Web Services Description Language |
| | SOAP | Simple Object Access Protocol |
| | XML-RPC | Simplified Variant of SOAP |
| Foundation Internet Standards | HTTP | Ubiquitous Internet Protocol |
| | TCP/IP | Basic Internet wire Protocol |
| | XML | Structured data markup language |

Virinchi Product Suite

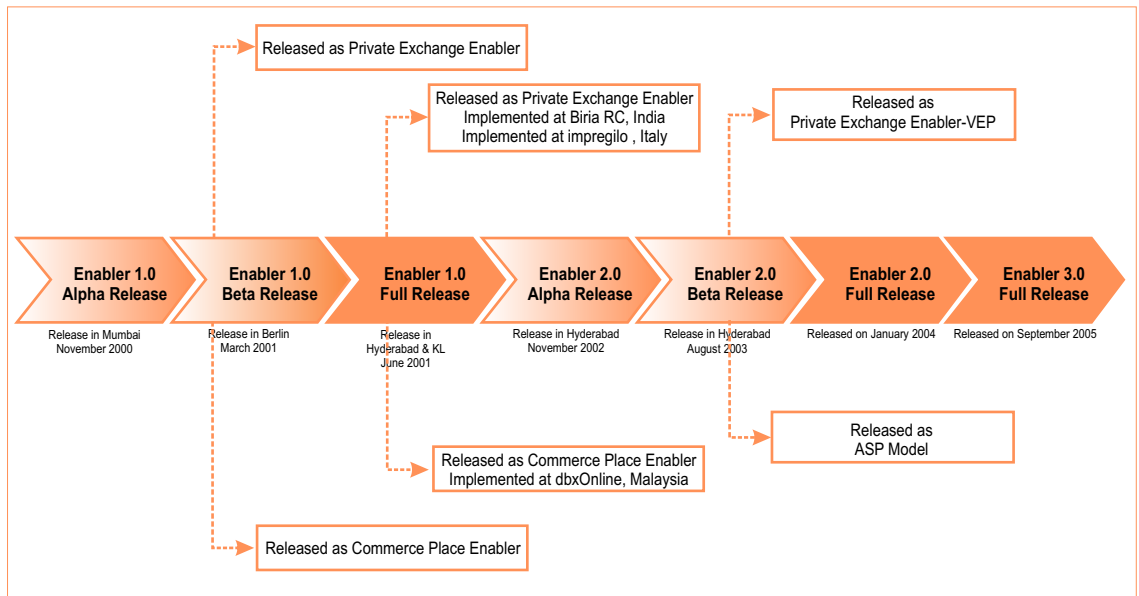
Virinchi's Products include:

-  **Virinchi Enterprise Enabler**
-  **Virinchi FAME**
-  **Virinchi Caputer**
-  **Virinchi Health Management System**
-  **CaseTrail**

Virinchi Enterprise Enabler

Virinchi's Enterprise Enabler is a comprehensive e-procurement solution that enables multi-modal procurement. The solution encompasses the Buy-Side functionality, Sell-Side functionality and also provides for fulfillment cycle with an interface to the logistics providers. The solution comprises of four base engines of procurement viz. Catalog, RFQ, Auction and Bid and this supported by various modules that provide functionality for Supplier Relationship Management, Project Collaboration, Community Collaborator, Document Management, Content Management, Security Suite and Portal/Company Administration. The application has an integrated workflow engine built for enabling pre-configured rule-based routing of the documents.

Virinchi's Enterprise Enabler Evolution



The Enterprise Enabler solution is built on Virinchi's WiWo™ (Enterprise With-in With-out) concept by providing for an external interface for Inter-Enterprise Transactions (Enterprise with-out functionality) and leverages on an organizations existing applications (ERPs / Legacy Systems) which address the Intra-Enterprise (Enterprise With-in) functionality. This concept conceives an extended enterprise where the Suppliers/Vendors, Customers, Third-Party Service Providers and other Value Added Service providers form an integrated network. Virinchi's solution has the functionality to establish one-to-many as well as many-to-many relations between buyers and sellers, specific to chosen products and services and is available in two different versions viz. Private Exchange Enabler and Commerce Place Enabler. This solution is available in customized versions for various industry verticals and has a multi-lingual interface.

In the present dynamic business environment organizations consistently face pressures on their costs structures and need to frequently streamline their procurement processes and the supply chain. Virinchi Enterprise Enabler solution is the ready-answer for any such process optimization.

The solution provides planned purchasing via Procurement Plan that enables spend control and eliminates maverick buying. Virinchi's solution also has a mechanism for capturing the ad-hoc requests via Purchase Requisitions, but even in such cases an optimized procurement is enabled via Demand Aggregation functionality. The Demand Aggregation functionality enables consolidating the ad-hoc requests from across the organization and the negotiated route of procurement brings in the much required cost advantages. The fulfillment module of the solution facilitates for centralized procurement and distributed delivery.

Virinchi Private Exchange Enabler

Virinchi's Enterprise Enabler has the extended functionality to establish one-to-one as well as many-to-many relations between buyers and sellers, specific to chosen products and services. Establishing trading partner relations online, allows a full-fledged transaction system that automatically manages the transaction routing, based on the relations. Additionally, the seller can selectively deal with the preferred suppliers by configuring targeted catalogs to the preferred customers, which can be used for differential pricing. The feature is unique and has an unmatched capability to web enable the realistic brick-and-mortar commerce systems.



The product allows for messaging based integration with their Enterprise applications as well as that of their trading partners. This suite of applications allows for RFQ & Catalog-based purchase, Commerce Relationship Management, Order Tracking, Online Payment, Business Development, Catalog Search & Management, Requisition Rule Setting & Management, Negotiated deals, Electronic Bill Presentation & Payment, Shipping & Tracking, Vendor & Customer Development, Organization Workflow Mapping etc.

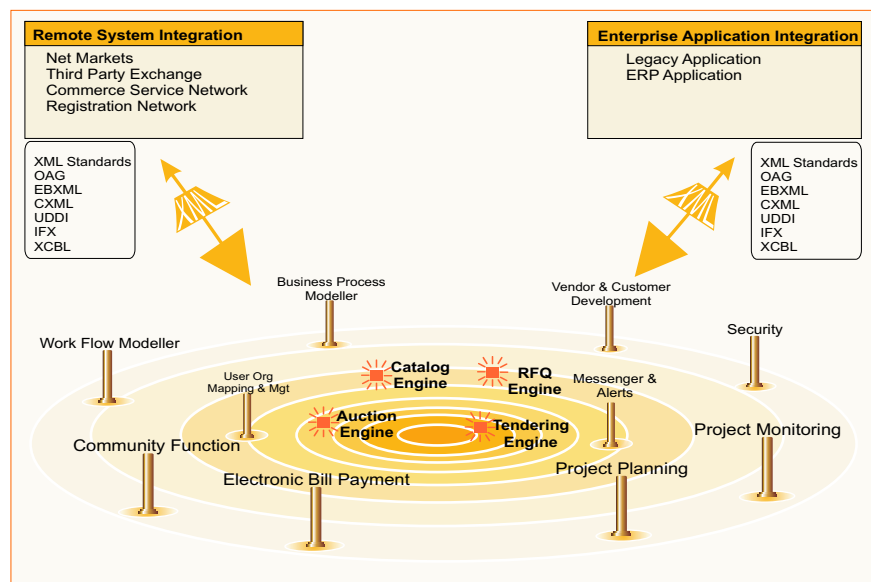
The EE is shipped with as two versions

1. Virinchi PTX - Enterprise Edition (Private Exchange)
2. Virinchi CPE - Exchange Edition (Commerce Place)

Core Functionalities

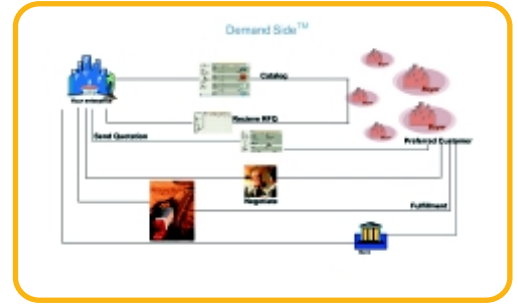
The business solution consists of 4 core engines enclosed by 21 supporting business modules. The modularity allows implementation of select engines and modules depending on the customer requirement. The application then integrates or interfaces to the existing Enterprise IT solution using XML based architecture.

Core Functionalities



E-Procurement Engine (RFQ Engine)

The E-procurement engine allows buyers to enable direct and indirect procurement via, RFQ or Catalog or Auction. The engine captures all product details as well as supplier and preferred vendor/supplier details from the relevant modules facilitating the process of creating and publishing the RFQs. The engine allows buyers and suppliers to negotiate also to keep log of all negotiations till closure.



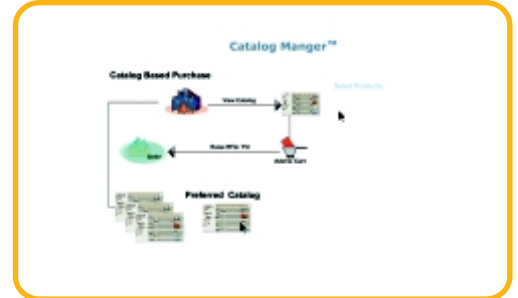
E-Sales (RFQ Engine)

The E-Sales module allows the suppliers to view the RFQs raised sent to them from their customers and those raised as Public RFQs. The suppliers are able to give detailed Quotations for the RFQs that they receive. The suppliers can negotiate the Quotations with their customers and keep track of the negotiation process. Once the customer accepts the quotation, the suppliers can raise invoice to the customer and also decide on the dispatch schedules.



Catalog Manager

The Catalog Engine allows meta catalog management, across product categories and suppliers. The Catalog Engine allows suppliers's to host catalogs with infinite products with up to 150 attributes per product including images, specifications, design documents specification sheets etc. The supplier can easily host, manage and customize catalogs at attribute level for each customer. The catalog manager supports n-tier classification. A keyword and parametric search engine is also provided. Buyers can shop, compare across suppliers and thus, either downright purchase products or raise RFQs or even put that item for a reverse auction.



Auction Engine

The Auction offers both the reverse and forward modes of auction supporting multiple auction variations that include:.

- 📄 English
- 📄 Dutch
- 📄 Yankee

The Auction Engine also supports proxy bidding, increments, and highest price, along with volumes. Also the engine provides features that comprise:

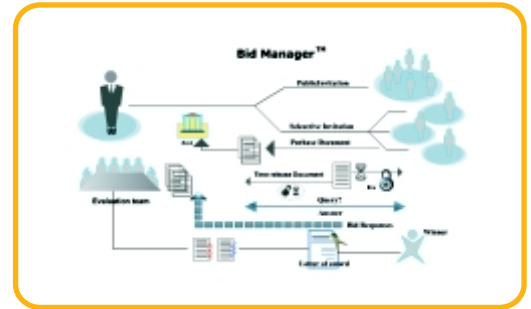
- 📄 Public (all bidders invited) and
- 📄 Private (select set of bidders)

All the above auction modes allow reverse auction, which works with single buyer and a multiple sellers. The process helps in maximizing & optimising the value related to the transaction both from the buyer and seller point of view.

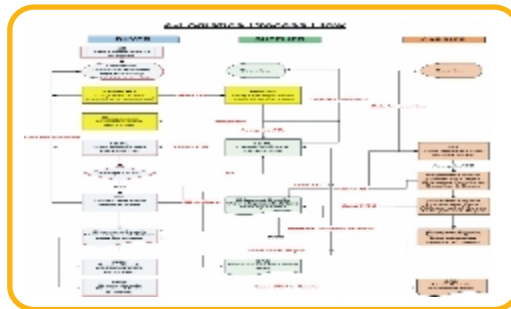


Bids Manager/Engine

This provides a comprehensive bidding environment for various companies. From building and managing the tender documents through distribution and bid submission process, this effectively establishes a collaborative environment that saves time and costs. The engine provides for negotiation and comparison of various documents and bids.



E-Logistics



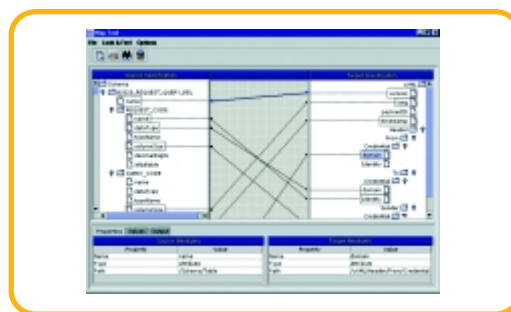
The applications is largely targeted at industry user community comprising the buyers; the suppliers and most importantly the intermediaries/carriers engaged in the transportation services.

In the Logistics (Buyer Side), users can view Purchase requisitions raised by them. This would enable the users of the Logistics system to have a tentative plan for the logistics requirement of a company. It provides for the creation and storage

of Freight Contracts in the database for future reference at the project sites and the company.

In the Logistics (Supplier Side) module, users can view Purchase Orders accepted by them. This enables the users of the system to start the logistics process by creating a Packing List based on the PO details, which are sent to the buyer for approval. The supplier can send partial details in a Packing List and after negotiation can send the final Packing List for approval by the buyer.

Virinchi Mapper - (Tool for Mapping Databases & Document Schema)



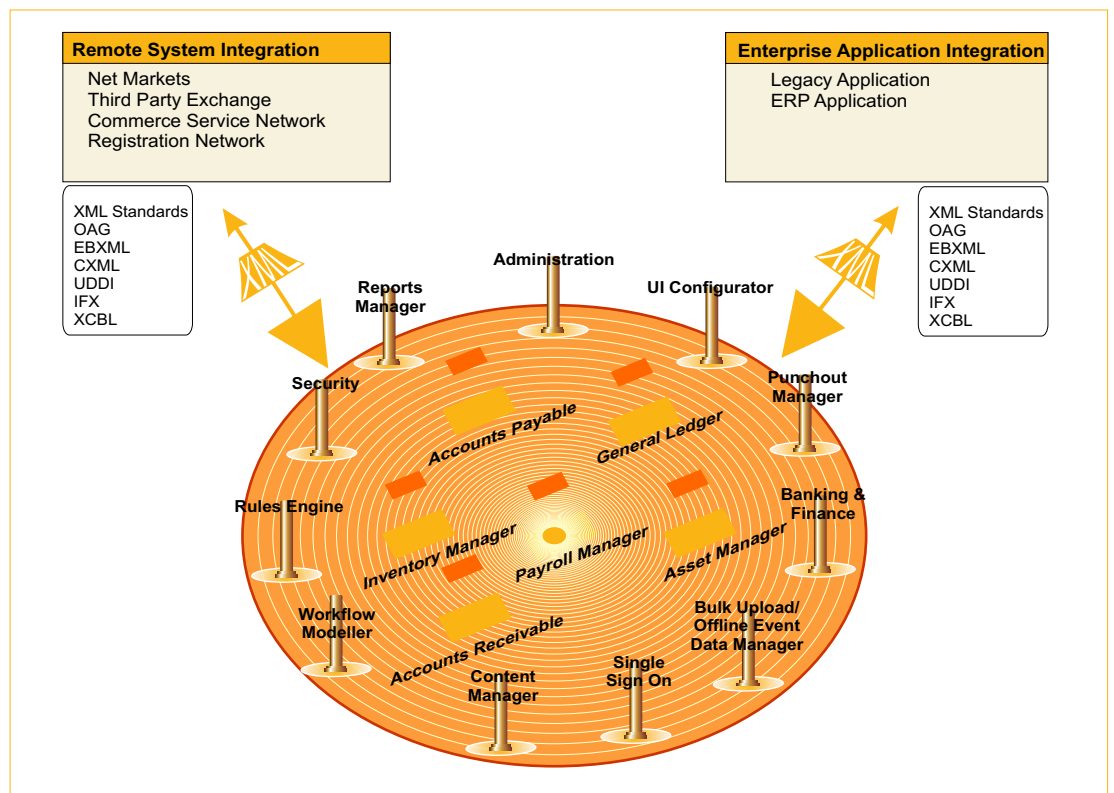
The Virinchi Mapper allows mapping the data fields among databases as well as attributes of one XML-based Business document with another, by generating the mapping documents. The generated mapping documents are used by the business entities to serve multiple business standards. Currently, cXML, XCBL, OAG and IFX are the business Document Standards supported by the Mapper.

Virinchi FAME - Financial & Accounts Management for Enterprises

Virinchi FAME is a comprehensive solution for the Financial and Accounts Management requirements both for Government and Corporate entities.

FAME has been developed keeping in mind the current financial and accounting requirements of both Governmental and Non-Governmental bodies providing for an end-to-end financial solution. The solution captures every transaction right from posting journal entries to user-defined reports, which can be generated at the click of a mouse in a real time environment. This provides for a highly robust and transparent application enabling integration with existing and third party/legacy systems.

Core Functionalities



Key capabilities include:

- **General Ledger**

The focal point of an organization's financial management mechanism provides to establish the centralized management of the financial operations. General Ledger enables global data management; it is a comprehensive financial management solution that dramatically enhances financial controls, data collection, information access, and financial reporting throughout the enterprise.

- **Payroll Processing**

The system is capable of accepting data related to payroll computations or payroll processing on-line and provides tools to calculate earnings, taxes, and deductions efficiently; maintain balances; and report payroll data while minimizing the burden on IT managers and payroll staff. This also provides for multi-organizational processing, including a common paymaster.

Accounts Payable

The system processes incoming invoices, in the form of payment vouchers, within agreed terms or credit, ensuring availability of funds and proper authorizations, and generation of checks, electronic payments, produces "advice to payee" details. Streamlining accounts payable transactions dramatically reduces procurement cycle times and lowers administrative costs

Revenue Management

The module supports the processing of all revenue, receipt issue and posting of revenue transactions to the General Ledger. Streamlining accounts receivables activities, such as invoicing, tax calculation, receipt issue, collections, and revenue recognition, dramatically reduces settlement cycle times and lowers administrative costs.

Inventory Management

The application provides for the control systems that monitor the ins and outs of material from the warehouses as per the rules defined by the organization concerning inventory and its control.

Asset Management

The system is capable of recording in a register an asset acquired using budgeted funds, and allow for changes in the asset value and location over time, to the point of being retired from service either by disposal or write-off.

Budget Preparation

Budget Preparation module is a comprehensive, dedicated and integrated web-based solution that empowers organizations to meet the full range of budget planning and execution requirements - seamlessly, efficiently, and cost-effectively. Supporting operational budget planning and strategic planning processes that demand complex and critical decision-making, the Budget Preparation system delivers, information in formats tailored to meet user specific needs, using popular programs such as Microsoft Excel. The solution is robust enabling top-down and bottom-up budgeting with facilities for projections to multiple years.

e-Procurement

The system allows control of the procurement of common use items through a centralized vendor database, linked to the Commitment and Accounts Payable systems. The system enables procurement via Catalog, RFQ, Auction, and Bids (Tender). The system also retains the data relating to any common item contracts that have been established through the tendering process

Administration

The Administration module provides for the maintenance and administration activities for the enterprise. The Administration is at the organizational (entity) level enabling features like creation of users, definition of access rights, definition of Chart of Accounts (Multiple) on the one hand and at the application (Portal) level with capabilities like Database Administration (Look-up Manager, Query Manager, Table Manager). On the other hand this provides for ensuring a completely fool - proof and robust system

Reporting

The application features comprehensive reporting capabilities - Pre-defined and Custom reports. The system generates all the standard reports like Trial Balance, Balance Sheet, Summary/Analysis of Expenditure, Credit Aging.

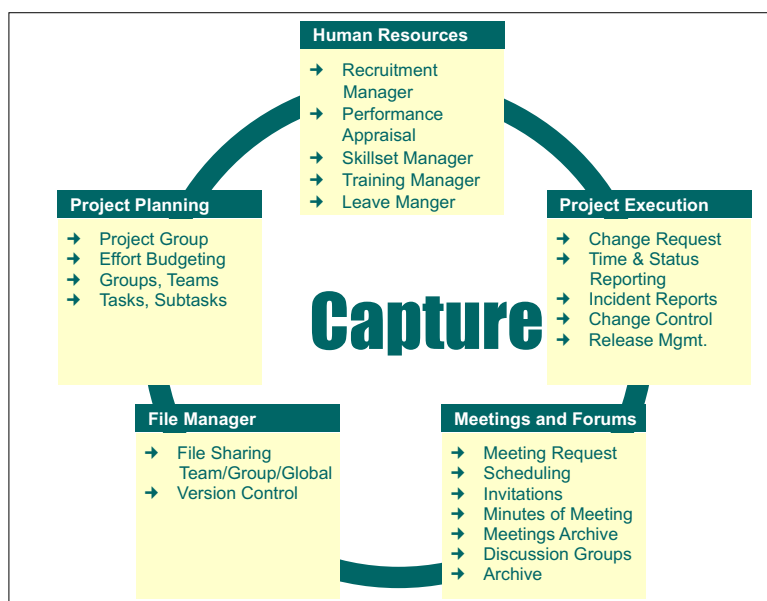
Virinchi Capture

Virinchi Capture is a comprehensive web based solution for organizations to plan, manage, monitor, control projects and project processes. Virinchi Capture caters to real time information needs of the project stakeholders including the customers, with a client interface to the application. It provides collaborative environment for customer and developing company to plan and execute projects successfully.

Capture controls and secures the information that is shared based on the access rights. Each user, including the customer representatives would be given User ID and Password to access the application. With a customer interface, Capture ensures that the client company is aware of any/all changes made, and the effect of such change on the entire project. The benefits extended by the use of the application are listed below:



- Effective Project and Resource Control: Capture enables registered users of both the client



company and the development company to feed in complete project details including the phase, tasks & activities envisaged in the application development & define resource commitment towards completion of the same in the budgeted timelines. The application facilitates comprehensive project planning for which an entire module has been developed.

- Manage the complexity of resource pools, projects, changes, issues and more: The resources

form the crux of any development process and effective project management demands capable utilization of such resources. Virinchi Capture helps organizations leverage on their workforce by giving a complete picture of various tasks handled by each resource by identifying the number of teams in which the resource has been placed and the number of tasks handled currently.

- Virinchi Capture enables **'On-time quality delivery'** by tracking teams, task, actual Vs budgets, issues, changes, time & expense, and status continuously during the project life cycle.
- Project Execution Status:** The project execution module of the application facilitates the users to have complete control on the project, by checking on the status of various change requests raised by the client, issues raised both by the client and by the internal quality assurance team, the time sheets which facilitate recording of actual times spent on each task vis-à-vis the allocated time lines.
- Release Management:** The application facilitates keeping a check on 'Quality' of the delivery processes while maintaining version control. The Change Control Manager and Release Manager functionality of the application ensures maximum quality.
- Invoicing based on project deliverables and change requests:** A comprehensive workflow has been established in the application to automatically pick various billable activities and generate an Invoice of the same in pre-determined formats.

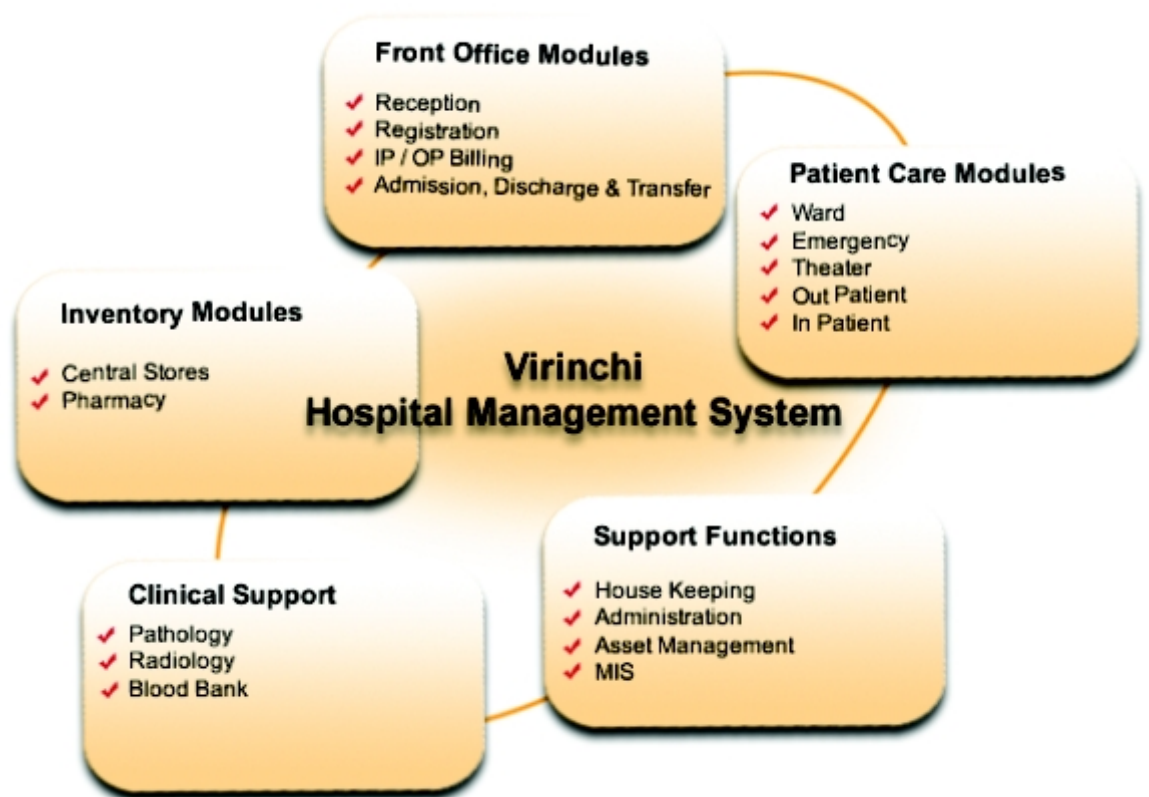
Virinchi Health - Hospital Management Systems

Virinchi Health is a patient centered point of care Hospital Management System that automates patient transactions from patient registration to discharge.

Virinchi Health is an integrated suite providing an array of functionality including services such as bookings, medical documentation, pharmacy, hospital administration, billing and inventory management. The application provides an intuitive web-based user interface.

A Single Solutions for the entire Hospital

- Seamlessly integrated across all points of care and support functions leveraging the best clinical and administrative practices
- Configurable to dynamic clinical and administrative parameters ensuring a flexible user defined solution
- Highly secure and protects clinically sensitive information with option to configure access depending on roles, user/group types



Brief functionality overview of Virinchi Hospital Management System

An overview on the various modules enabled by Virinchi HMS

Administration

The Master module is used to enter, modify and validate the master data that is used by all the other modules. The Admin can create users, register employees, create roles and define various users to different roles.

Registration

Registration of the patient is the first activity in the overall Hospital Management System.

Every patient who approaches a hospital has to get registered prior to getting any consultation, treatment, and investigations done from the hospital. This module deals in allotting appointments to patients for a visit to the hospital. It keeps track of available slots in various categories of appointments.

Virinchi CaseTrail

Virinchi CaseTrail™ is a web based application developed with an intension to facilitate its customers with a cutting edge tool to out perform and lead the Investigation services industry. A combination of a secure IP-based network and inbuilt feature of integration within modules facilitates reduced risk and associated cost, whilst improving client satisfaction. The application allows bi-directional traceability of every case registered with the application. It also facilitates the Case Manager to monitor each case from time to time and suggest comments on a timely basis to the investigator.

Few prominent features of Case-Trail are:

- ✓ Creating of Users based on requirements
- ✓ Assigning of access rights to the system based on User role
- ✓ Generating Reports for the top management to take strategic decisions based on information (data) collected.
- ✓ Integration with devices like PDA and also with Quick Books accounting package.
- ✓ The security and complete tracking of the operations to the minutest details like, the date, time and the employee who has accessed the application



Brief functionality overview of Virinchi CaseTrail

Employee & Access Control Management

Employee Management in CaseTrail™ provides an interface for managing the access control of the Employees and Clients who would be accessing CaseTrail™

Client Management

Client Management in CaseTrail™ provides an interface for the Client's representative and the Client for accessing.

Case Management

CaseTrail™ provides the stakeholders an interface to access information about any case in detail. Based on the access rights, the user will have the ability to view and edit he information. Case Management provides the following information which is inherent in every case.

Case Billing Management

CaseTrail™ provides case-billing management for the preparation of a detailed account of expenses incurred in different forms to arrive at the total expenditure on a particular case. Further case billing management aides in billing of cases based on time & expense sheets updated by the employees of the Insurance Investigation business. For accounting all the expenses the module provides with entries.

Reporting

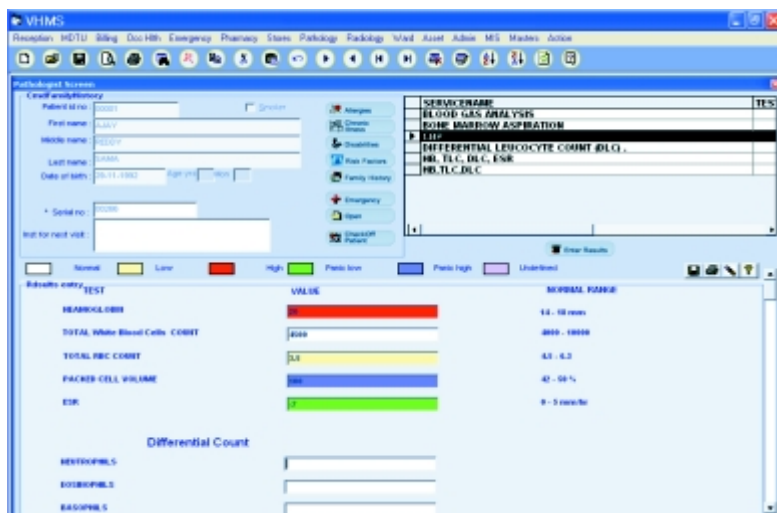
CaseTrail™ provides comprehensive reporting capabilities for enhancing the investigation process. Reporting in CaseTrail™ is parameter driven, and allows the employees to Add, Edit, and View reports based on access rights assigned.

Pharmacy Management

The Pharmacy module deals with the maintenance of drugs and consumables in the hospital. The functions of this module include, online drug prescription, inventory management of drugs, consumables and sutures. This module optionally handles the billing of drugs, consumables and sutures

Pathology

Pathology module includes tailored systems designed to effectively meet the needs of any lab. The Pathology module is designed to run high volume laboratories in clinical settings, using industry standards for generating accurate, easy-to-understand results. It also includes the Blood Bank which is one of the major components of a hospital, concerned with various related activities including donor registration, physical examination, blood grouping, blood infections tests, component separation, blood requisition and cross match



Radiology

This module includes the various types of X-Rays for patients (In-patient & Out-patient) and enables for doctor viewing from disparate locations.

Ward & Theatre

The Ward & Theatre module contains information about the availability of beds, rooms, theatres, and Equipment/Tools. This enables scheduling of operations in the theatres based on rules.

Medical Supplies Unit

This module deals with Hospital Equipment/Material/Inventory Purchase and Supply to different departments. Requisitions for different items/equipment are sent to this store from different departments and accordingly the CSD issues items/equipment to various departments

Asset Management

The Asset Management module enables asset tracking and monitoring coupled with asset maintenance and depreciation

Interfacing with Specialized systems and Back office Software

Virinchi HMS provides for interfaces with various Lab Analyzer equipment

Web-based Solution

Virinchi is working towards the release of a web-based solution for the HMS application. The solution is being built on n-tier architecture and would enable real-time access of patient data across various clinics and hospitals of the Healthcare Organization. The solution would be adhering to the HL 7 standards and would be compliant to the HIPAA guidelines and Dicom standards.

Virinchi's Services Suite

- ☐ **Digital Consulting**
- ☐ **EAI**
- ☐ **Data Warehousing**
- ☐ **Custom Application Services**
- ☐ **24x7 Maintenance Support**
- ☐ **Web Services**
- ☐ **Bio Informatics**

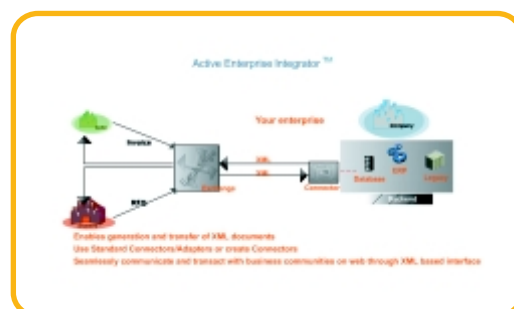
Digital Consulting Practice

This practice blends together with the domain expertise in industry segments and the technology expertise from development arm of the company. This wing provides the client a complete digital strategy encompassing business strategy and IT strategy. Virinchi believes in offering turnkey solutions to its clients. Hence, it does technology selection, vendor selection to software development, maintenance and training. The team members from this business line also spearhead the design of the B2B suite of products from Virinchi.

Enterprise Application Integration Practice (EAI) -

The serious challenge that the business community faces today is migrating onto the Internet to conduct business online. Another problem is the myriad ways of communicating for conducting businesses. This has partly been due to deploying different applications and services at their places. Successful e-commerce requires seamless access to information about the trading partners and the ability to integrate them. While internet provides the infrastructure, as on date, there is no central way to get information and do business online.

The migration and integration issues hinder the business community in gaining from the vast potential offered by the Internet. In addition, there lies the issue of maximizing the return on the huge investments that go into implementing various enterprise wide applications.



Virinchi banks on its highly skilled manpower towards implementation of projects, with specific focus on back end ERP's integration. Virinchi has high levels of expertise in integration and implementation of back end ERP's and migration of business processes onto the internet.

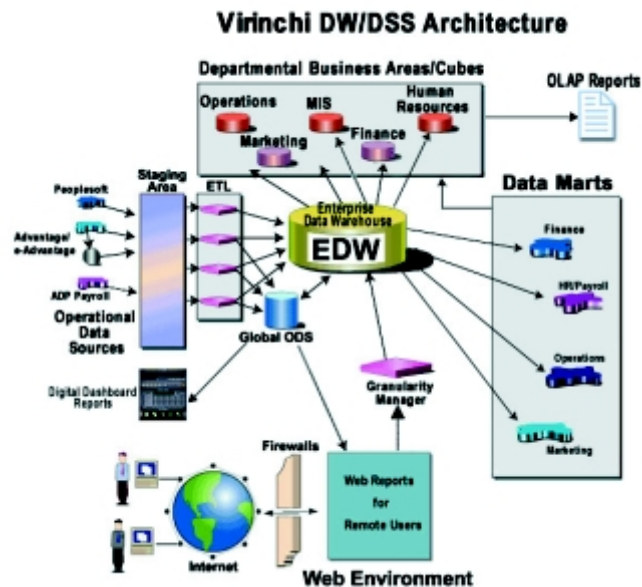
Virinchi enables the client to use the existing data (available in the ERP) and automatically updates changes in the ERP occurring by way of transactions over the Internet enabled system.

Virinchi has successfully implemented projects of high complexity on a global scale, to enable the clients to perform transactions online leveraging on the existing data and utilizing the potential offered by the Internet.

Virinchi DW Practice (Data Warehousing/ Decision Support Systems)

Data Warehousing, as a tool aiding in decision support, has rapidly evolved into a unique and popular business application area. Decision Support Systems are a specific class of computerized information system that support decision-making activities. These applications are interactive systems and subsystems intended to help decision makers use communications technologies, data, documents, knowledge and/or models to identify and solve problems and make decisions. It has helped organizations analyze and track vital business dimensions and exponentially increase their Return on Investment. The Data Warehousing approach has proven successful in helping management (company's leadership) gain insight into business trends and make intelligent informed decisions.

In an endeavor to provide our clients with greater value and build intelligence into their existing applications, Virinchi has established a Data Warehousing Practice, with an experienced team in wide variety of tools & defined ISO-9001:2000 and CMMi exposed processes that enable our clients to derive maximum benefits from their Data Warehousing initiatives. Virinchi attributes the success to its unique methodology of a three-path approach by addressing business, data, and technical needs individually and interdependently. Each path follows typical strategy, planning and design, and development and roll-out phases. Each path also contains iterations and checkpoints to ensure appropriate validation and sign off on deliverables and to help monitor the overall project status.



The following is the skill profile of Virinchi's DW Practice:

| | |
|---|---|
| Database Skill Set | Oracle DBA, Oracle Web DB, Oracle Enterprise Manager, Sybase, DB2, MS SQL Server, Informix |
| OLAP tools skill set | Oracle Discoverer, Oracle Express, Business Objects, Cognos, Microstrategy |
| ETL tools skill set | Oracle Warehouse Builder, Informatica, Data Stage, Data Junction, Solonde |
| Data Quality Assurance | Trillium |
| Data mining tools skill set Case tools | Business Miner, Oracle Datamining Oracle Designer, ERWIN, Visio, Power Designer, Rational Rose |

Custom Application Services

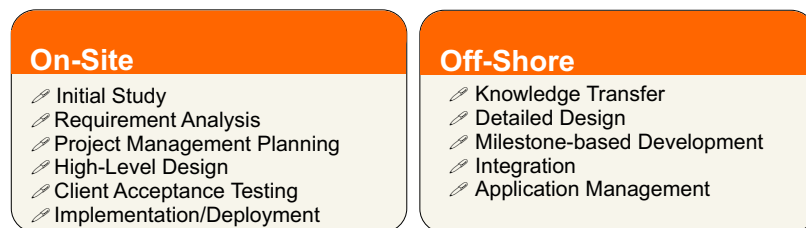
The purpose of a global sourcing strategy is to direct work to the most qualified resources in the optimal location. Virinchi's Global Delivery Model concept goes far beyond saving money by sending an occasional project to an offshore service provider; rather, it involves building a global network of resources, a framework for selecting, distributing, executing, and managing work efforts among those resources, and an infrastructure for optimizing delivery and controlling risks. This type of environment ensures that every project is delivered in a way that maximizes client's objectives.

Off-shore (Onsite-Offshore Development Services Practice -

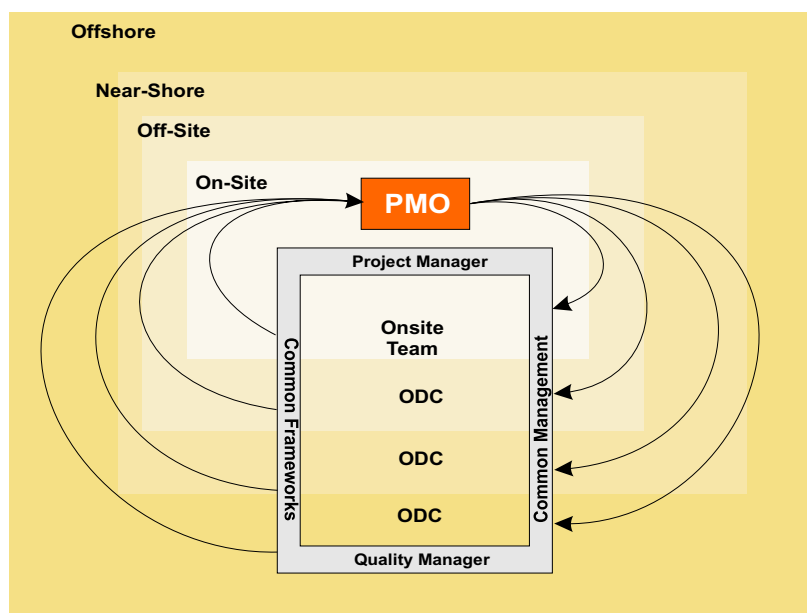
Virinchi offers its services for developing customized IT solutions for its clients to suit their business requirements. The software services are offered across industry domains and technology platforms. These services are offered on an offshore and on-site software, Global Delivery Model, backed by strict delivery schedules and quality guidelines. The highly skilled development team has expertise in a wide array of software platforms. The figures below is an indication of the various strengths possessed by Virinchi which are the ideal situation parameters taken into consideration by any organization prior to making a decision for IT outsourcing. Virinchi pioneers in each of the below mentioned parameters and presents a promising note to be the best offshore destination.

Virinchi India, with its implementations across the globe, has in the last 16 years of its existence delivered quality solutions in crashed time lines, with the most competitive pricing model.

Hence, under this model, the distribution of activities is as follows:



Virinchi's Global Delivery Model



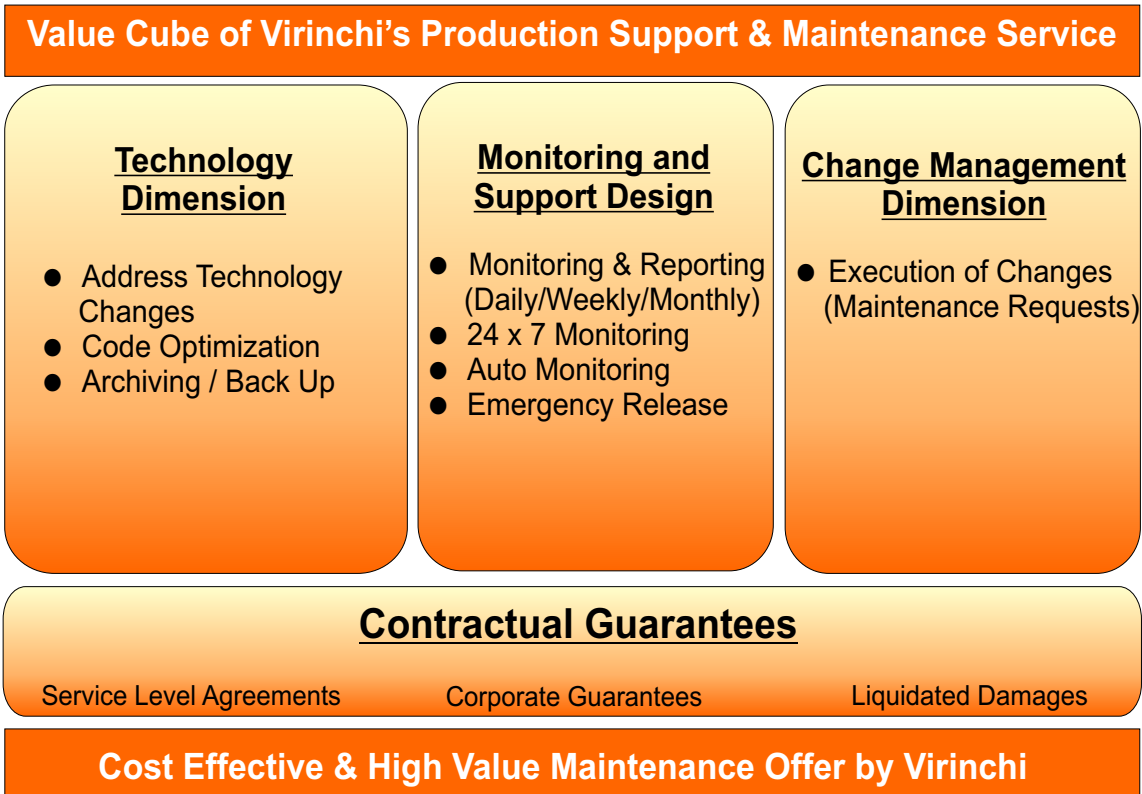
Virinchi's Global Delivery Model

This delivery model aims to productively spread out and manage engagements and resources across multiple global locations allowing Virinchi to better respond to dynamic client requirements around the globe at unsurpassed levels of speed, quality and value. The biggest advantage of this model is that it saves the client from investing in a huge team of professionals. It conveniently adapts to the client's changing requirements and if there is a sudden need for a huge team, the Virinchi can at once supply them to the client and later relocate them to other locations conveniently.

The global delivery model is the appropriate mix of Onsite and Offshore delivery modes that results in quicker deliveries, improved end-user requirements, and excellent cost-effectiveness. Moreover, if any disaster strikes in any one of the locations, the service provider can immediately pull up resources from other locations so that there is no interruption in business process. The distribution of activities across the Onsite and Offshore locations may vary according to the demands of the project.

Maintenance & Support Practice

The Maintenance & Support arm of Virinchi provides customers with 24 X 7 offshore production support & maintenance services for their applications. Virinchi proposes a 'Value Cube' of Virinchi's Production Support & Maintenance Services whereby, Virinchi addresses all the needs on the Technology / Monitoring & Support / Change Management Dimensions of the client's applications. These services for clients are provided with contractual guarantees encompassing stringent 'Service Level Agreements', 'Corporate Guarantees' & 'Liquidated Damages' on failure to adhere to the contractual guarantees.



Web Services offered by Virinchi

| | | |
|--|---------------|--|
| Industry specific data exchange formate | HL7 | Health Care |
| | Rosetta Net | High Tech Manufacturing |
| | ACORD | Insurance |
| | FPML | Financial Services |
| Proposed services interaction standards | BTP | Business transaction Protocol |
| | SAML | Security assertion Markup Language |
| | WSFL | Web services Flow language |
| | XAML | Transaction Authority Markup Language |
| | WSCM | Web Services Components Model |
| | WS-Inspection | Service discovery protocol |
| Core web services communication Protocol | UDDI | Universal Description, Discovery & Integration |
| | WSDL | Web Services Description Language |
| | SOAP | Simple Object Access Protocol |
| | XML-RPC | Simplified Variant of SOAP |
| Foundation Internet Standards | HTTP | Ubiquitous Internet Protocol |
| | TCP/IP | Basic Internet wire Protocol |
| | XML | Structured data markup language |

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Bio Informatics Practice

Virinchi Bio primarily focused on research informatics providing services to global biopharmaceutical, biotechnology, agrochemical and other life science industries in the areas of Drug Discovery, Protein Modeling, Simulation Biology, Computational Genomics, Contract Research Services, Information Based Medical Research, Life Sciences Data Ware housing Solutions, Life Sciences Informatics and Analytical tools development.

Case Study 1



Saudi Telecom involved in providing Telecom solutions across the Kingdom of Saudi Arabia. As the only telecommunications provider, Saudi Telecom Company is involved in providing telecommunication, mobile phone services, and data services through out the country.

Problem Area

As STC prepares itself for upcoming competition in the market by further enhancing its network and services, the Contracts and Procurement department of STC would play an increasingly important role in meeting the company's objective. In operating a network and service infrastructure of such massive proportions, STC partners with a very large number of diverse Vendors for products and services. Managing a vendor base of this magnitude is an awesome task in itself and to make this more efficient and agile and bring more benefit to the company, STC was looking at technology to automate its Vendor Management.

Solution

Virinchi has offered its Vendor Management, Bid management and Order Fulfillment modules of the Enterprise Enabler towards effective management of vendors and procurement related activities of Saudi Telecom. The application deployed at STC has been built on Open Standards based, vendor neutral architecture and hence would enable electronic monitoring & processing of all the Saudi Telecom Company processes to be performed towards enhancing services to the resident community.

Vendor Management Solution automates collaboration and order information exchange between Saudi Telecom Company and its vendors and provides the required tools to manage vendors more effectively. This solution enables Saudi Telecom Company to set up new vendors quickly, collaborate with all their vendors electronically, and create scorecards along with tracking and managing exceptions. Using Virinchi's Vendor Management Solution Saudi Telecom Company gains high visibility into vendor performance, and lower the costs of collaborating with all their vendors.

Benefits

Vendor Management Solution provides the most effective means of reducing IT costs, primarily through consolidation of vendors, the application of greater buying leverage, and the use of more sophisticated techniques for managing vendors. The principal deliverable of this function is the sourcing strategy, which replaces the somewhat random collection of vendor offerings with a disciplined portfolio of products and services.

The Purpose of the software solution was to

- ✓ Maximize the efficiency and effectiveness of the Vendor Management process.
- ✓ Facilitate mechanism that complies with Saudi Telecom Company's policies and procedures for pre-qualifying, classifying and evaluating vendors' performance.
- ✓ Assist in selecting vendors based on their performance for the different types of projects.

Results

This reflected significantly on

- ✓ Cost Reduction.
- ✓ Improving the quality of items and services purchased.
- ✓ Reducing the time of delivering these items and services.
- ✓ Improving the purchasing efficiency and effectiveness.

Project Execution Methodology:

The project has been executed by an onsite offshore model. The requirements gathering being the only activity onsite while Functional Specification Documentation, Database Design, Class Design, Software Development (Coding), Quality Assurance, , product implementation phases were executed offshore. The offshore component would be 90% of the total project size.

Case Study 2



B2B Srl is a company based out of Italy offering market estimation solutions for various verticals across Europe.

Problem Area

B2B Srl offers market estimations to various organizations and delivers them on the basis of gathering information from various points such as customers, organizations etc by interviewing, sending across questionnaires etc. This had a lot of paper work to be handled and in turn increasing the cost to the company. B2B Srl was looking for an application which will handle the every point of research online.

Solution

Virinchi offered them the following solution that captured the imagination of B2B Srl in terms of overall solution for every need.

- ✓ Computer Assisted Personal Interviewing (CAPI), a surveying technique that uses a computer-based questionnaire. As an alternative to paper questionnaires, CAPI facilitates interviewers to customize the survey, so that respondents answer questions only about subjects they're familiar with and receive questions in a random order to avoid biases. CAPI also seeks to improve accessibility to data and to make the interviewing process more entertaining.
- ✓ CATI is the use of computers to automate the key activities of a telephone interviewing facility. It stands for "computer-assisted telephone interviewing." The most important aspect of a CATI system is that it uses computers to conduct the interviews. Because a computer controls the questionnaire, skip patterns are executed exactly as intended, responses are within range, and there are no missing data. And, because answers are entered directly into the computer, data entry is eliminated - data analysis can start immediately.
- ✓ CAWI (Computer Aided Web Interviewing). The application facilitates presenting the interviewee with a web screen that has questions and the interviewee responds to the questions through web. The computer program which is empowered with artificial intelligence groups and regroups the questions based on the different responses.

Benefits:

The benefits that B2B Srl received through our solution was immense in terms of having their cost down by nearly which they use to incur while conducting their market research.

- ✓ Customization of the questionnaire in respect to the requirements of the interviewer.
- ✓ Increased visibility of the data and outcome of the result
- ✓ Computerized surveys allow randomization and rotation of questions.
- ✓ Routings are automatically followed, simplifying the interviewer's task and eliminating potential error.

Results

This reflected significantly on

- ✓ Cost Reduction.
- ✓ Improved outcomes/results of the research conducted.
- ✓ Improvement on performance on the field staff.

Project Execution Methodology:

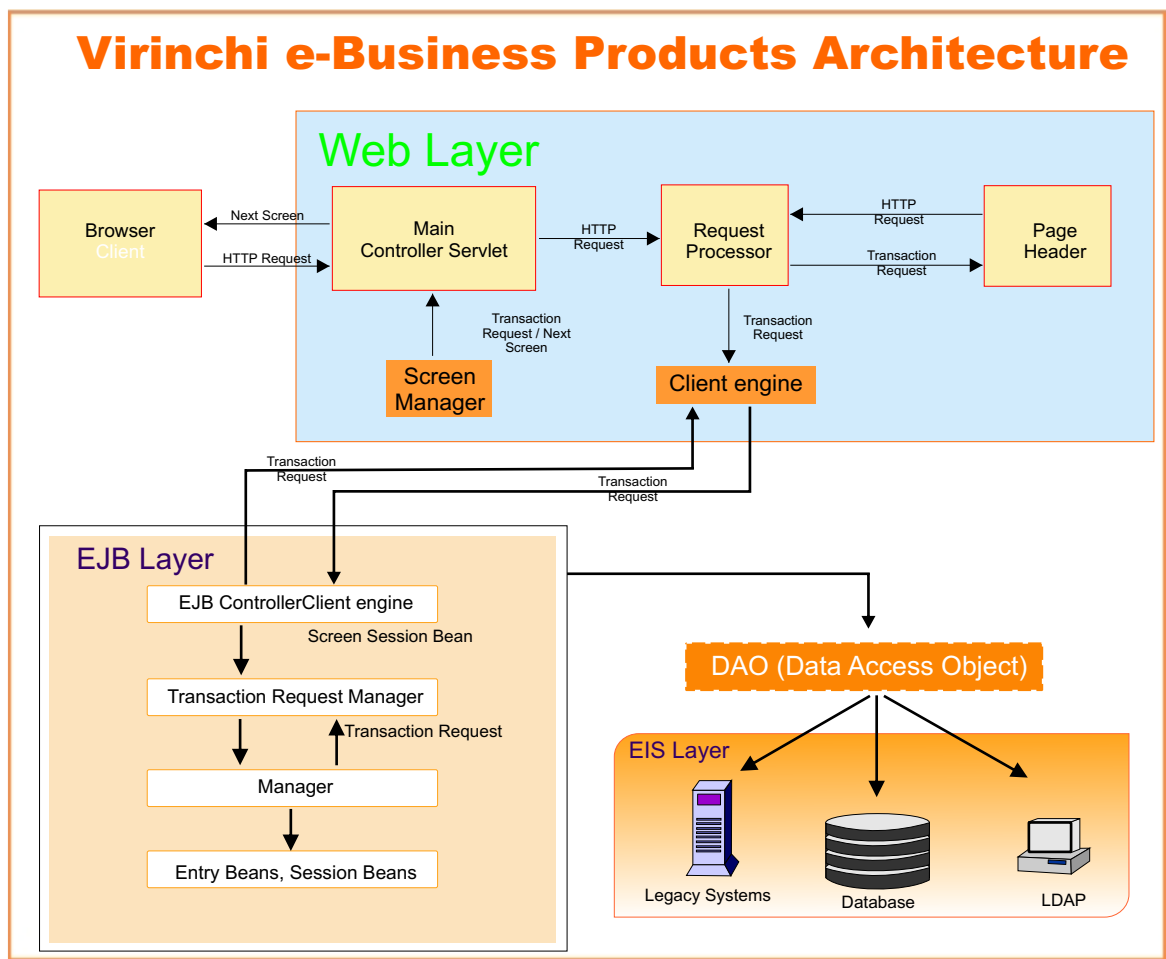
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Technology and Architecture of the Virinchi Solutions

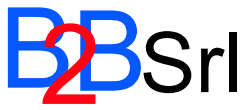
- Web Based 100 % Pure Java Application
- JSP (Java Server Pages Presentation layer)
- EJB (Enterprise Java Beans Application layer) -- Weblogic Solutions
- RDBMS Database (JVM included Database layer) -- Oracle 8i
- Sun-Solaris - Operating System
- Strong Hold Apache -Web Server SSL

Virinchi e-Business Products Architecture



Clients

Some satisfied Clients of virinchi



FIRST ATLANTIC CAPITAL



Advance America Cash Advance Centers



1city.project



fortna



Golden Hope



Barclays Capital

















Gartner

McKinsey&Company



Soft4Web Srl



| | | |
|---------------------|---|--|
| USA |  Ensolvia, North America |  Zenonnet Solutions Inc., North America |
| |  Software QA Training & Consulting ProActive Consultants, USA |  Primac, USA |
| |  SpeckSystems, USA |  WizCom, USA |
| |  Arpedian Inc., USA | |
| Europe |  Allia, Italy |  in2it, Italy |
| |  Fin Tech, Italy |  Action Network, Italy |
| Middle East |  Mejdaf Trading Group, Saudi Arabia |  Smart Systems, UAE |
| |  Telecom Plus, Saudi Arabia |  HSS Integrated Systems, Malaysia |
| Technology Partners |  Oracle Database Server |  Sun Microsystems Hardware and Server Operating System |
| |  Web Server |  Application Server (WebLogic) |

Virinchi's Presence - Offices and Partner locations



India

Corporate Office

A1, 3rd Floor, Surabhi Complex,
Vikrampuri,
Secunderabad.
(Corporate Office and Development Center)

Registered Office:

10, SRK Colony,
West Marredpally,
Secunderabad.India
(Development Center)

Asia Pacific

Malaysia (Channel Partner)

USA

California (USA Branch office)
Greenville (Channel Partner)

Middle East

Abu Dhabi, UAE (Channel Partner)
Saudi Arabia (Channel Partner)

Europe

Turin, Italy (Italian Representative Office)
Frankfurt, Germany (Channel Partner)

Partnership Form

Company Name:

Contact Person:

Designation:

Email:

Company Website Address:

Line of Activity:

Address:

City:

State:

Country:

Zip:

Telephone Number:

Fax Number:

Number of Employees:

Turnover:

Year of Inception:

Corporate Office

A1, Surabhi Plaza, Vikrampuri
Secunderabad, A.P., India.
Tel: 91 (040) 27890662-665,
Fax 91 (040) 27890669
info@virinchi.com

Malaysia

Wisma HSS Integrated
B2(1-4), 1st Floor, Block B,
Plaza Dwtasik, No.21, Jalan
5/106,
Bandar, Sri Premaisuri
56000, Kuala Lumpur,
Malaysia
Tel: (03)971-6770/4770/5770
Fax: (03)971-8770

Italy

Via del Progresso, 38 20125
Milano
Italy
Tel: (+39)-0245495211
Fax: (+39)-0245495246