



The global market for offshore IT services and business processes has nearly tripled since 2001 and all indications point to this trend continuing. The offshore industry in India, which currently has two-thirds of the current global market for IT services and almost half of the global market for offshore business processes, has captured a leadership position. To maintain this positioning and continue the potential expansion of the markets that offshoring can address, new models that go beyond the simple replication of onshore activities are an imperative. Salzer Technologies has developed such a model and is setting a precedent for offshore services for years to come.

## **TRANSPARENT OFFSHORE MODEL™**

**salzer**  
TECHNOLOGIES



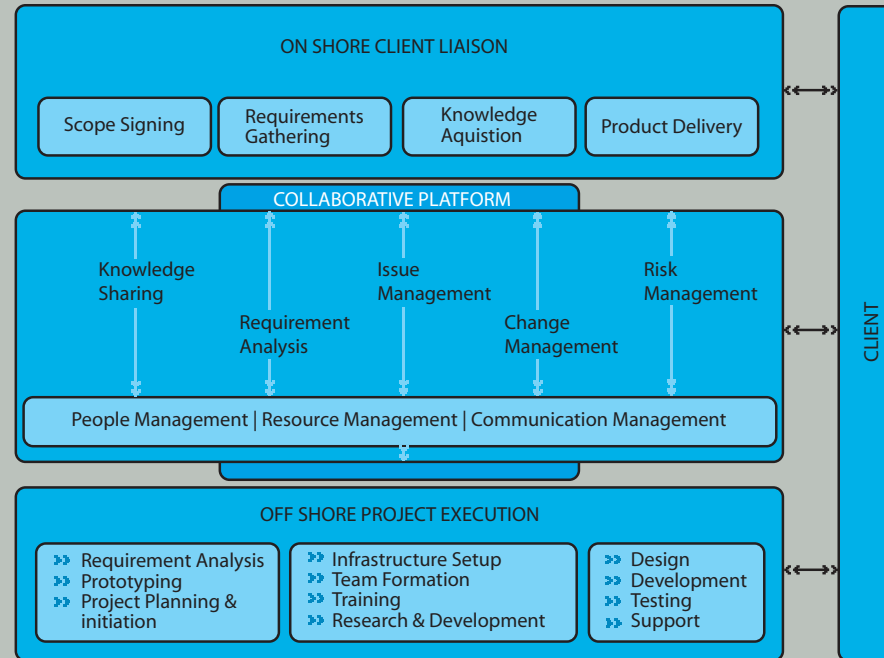
## How TOM Works

The Salzer Technologies Transparency Offshore Model (TOM) is unique in the offshore space due to its overall framework. It is “how” Salzer engages and delivers to the client. TOM is the core of the services delivery framework and is comprised of collaboration, communication and currency. These three C’s collectively represent the differentiating factor that results in Salzer Technologies producing quality deliverables that are an asset to the client organization and backed by greatly improved supportability.

**Collaboration** – the Salzer Team and the Client Team are tightly integrated every step of the project, independent of geography.

**Communication** – Every decision and interaction (formal or informal) are visible to every member of the integrated team at all times.

**Currency** – Real-time visibility into the status of every aspect of the project’s lifecycle is the status quo.



## The Team

The Salzer Technologies development center is networked from the southeast coast of India to all Salzer offices in the U.S. and clients via robust and secure high-speed connectivity, VoIP, and a secure point-to-point VPN tunnel. This allows for 24/7 communications and ongoing technical support and consultation with project managers, business analysts and quality assurance specialists who have extensive experience in solutions development, application design and development, and software testing and maintenance.

From .NET to J2EE to web design, project management, configuration and quality management to release management, Salzer is equipped to handle any and all of these projects. From small businesses to the Fortune 1,000, Salzer Technologies has helped many clients - in a variety of industries - address their business needs with IT-enabled solutions.



## Benefits of Salzer's TOM

Transparency in ALL processes and information

Accessibility to decision makers

End-to-End visibility

Focus on information worker needs within the enterprise

Location agnostic delivery model - onsite, offsite, onshore or any combination

Allows companies to increase revenues, avoid/reduce costs, and improve utilization of capital

## Salzer Technologies is the Solution

Salzer Technologies is a global offshore outsourcing firm with offices in Chennai, India and in Northern Virginia in the U.S. The firm has successfully been providing knowledge management and business intelligence solutions to leading organizations since 2002. Clients range from Fortune 500 companies to small, emerging technology firms in a variety of industries to government entities.

The Salzer methodology is driven by a **Transparent Offshore Model™** (TOM) that is based on collaboration, communication and currency. Salzer Technologies approaches projects from the point of view of **Information Worker Integration™** (IWI). They focus on developing solutions from the user's perspective, delivering information in the context of what information workers need to know - now. Salzer developers use a proprietary assembly-unit platform, called **Solutions Development Fabric™** (SDF), to create tailor-made business applications in a faster and less expensive way to meet business objectives. The **Adaptive Product Development Lifecycle™** brings products to market in a personalized manner, helping companies offer services designed to meet individual needs.

That's the Salzer way. Connecting resources through an optimal combination of people, tools, technology, methodology and process expertise - with the goal of satisfying client needs.

To learn more, please contact Salzer Technologies at  
+1.571.217.0862.  
Or visit [www.salzertechnologies.com](http://www.salzertechnologies.com).

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