

Company Profile

Greatech Software Solutions Inc.

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1. REVISION HISTORY

Name	Date	Reason For Changes	Version
Abhijeet Singh	20th Dec '05	Second version - first draft	2.0
Abhijeet Singh	21st Mar '06	Minor revisions	2.0.1
Abhijeet Singh	13th Jul '06	Added TOC	2.1
Abhijeet Singh	28th Mar '08	Minor update	2.2

2. INTRODUCTION

Greatech is a privately held & funded software services company. Based on a recognition of the market gap between demand for dependable, secure & affordable software services and qualified manpower to implement such systems, Greatech was born in 2003. Initially operating as a partnership firm (by the name of Global Software Solutions), it was incorporated in the United States as a Florida corporation in 2004 and renamed Greatech Software Solutions Inc. Created with the intent of providing offshore services (to North American customers) Greatech has evolved over the past 3 years into a full service provider of software development services covering a variety of technologies and industry verticals. Moving ahead and with a view to future expansion, we have now begun to look beyond our historical market of North America and started exploring new markets in Europe and Asia.

In spite of it being a very young company, Greatech can already boast of several successful complex projects to its credit. With clients ranging from NGOs, manufacturing companies, trading companies, logistics companies, law firms, design houses and medical practices & hospitals. Using stringent quality assurance techniques and methodologies for both project management and business risk mitigation we deliver robust solutions meeting customer needs and expectations.

3. MISSION STATEMENT

“To empower our clients and to enhance the lives of those we touch by providing the best possible software solutions & products”

3.1 CUSTOMER FOCUS

At Greatech we never lose sight of the fact that our primary goal is customer satisfaction. We believe that if we can keep our customers satisfied, profits and growth will follow! Our experience over the past 3 years of operation has only helped reinforce this belief, with repeat customers constituting the bulk of our revenue. Our mission statement is a constant source of inspiration and helps keep us focused on our implicit 'THREE POINT' commitment to all customers.

- We are committed to providing high quality service
- We are fair, honest, courteous and professional in our business dealings
- We are sensitive to our clients'/customers' needs and dedicated to their satisfaction

3.2 EMPLOYEE FOCUS

Without a shred of doubt our biggest strength are our employees! At Greatech this is not just another “management” phrase, but the mantra by which we live and work. We base the selection of our employees as much on their technical competence and experience as we do on their cultural fit, creativity and attitude. It is crucial that everyone at Greatech understands the values that the company stands for and is capable of imbibing this value system and working with us towards achieving our shared objectives. We are a young company with lofty goals and we expect each and every member of our team to go the extra mile – towards providing our clients the best possible customer experience.

- We recognize the importance of each individual and his or her active role in the success of the entire company.
- We provide our people opportunities to grow and feel motivated in their accomplishments.
- We encourage the flow of communication and exchange of ideas through all levels of the company.

3.3 SOCIAL RESPONSIBILITY

We are very aware of our responsibility towards the enhancement of the community of which we are a part. This is manifested both in our contribution to its economic vitality and our efforts at inculcating environmentally friendly policies at every level. We recycle, we conserve energy and we purchase “green” products wherever possible. As a company Greatech is also committed to donating a percentage of its yearly profits to charitable causes.

Furthermore, two members of our management team are doctors, who regularly donate their time & money to travel to third world countries and operate on needy patients pro bono. Our Chairman also spends a large amount of his time promoting charitable causes, including community education and cultural issues.

4. MANAGEMENT TEAM

The Greatech board brings together a team of technology, business, and social visionaries who provide us with direction in a dynamic business environment. The board consists of senior officers of Greatech Software Solutions Inc., along with external members of the board who are global leaders and high achievers in business and society.

4.1 GREATECH EXECUTIVES & MEMBERS of the BOARD

Chairman of the Board – Satya Gupta (MPA Harvard, MA, LLB)

Mr. Satya Gupta brings on board several decades of experience, part of it as a senior civil servant in the government and partly as an entrepreneur in the fine jewelery & gemstones industry. His wisdom & business acumen continues to be the guiding force behind our success.

Chief Executive Officer – Manish Gupta (MD)

Dr. Manish Gupta, an orthopedic surgeon by training is an individual with rare entrepreneurial ability. His talent for inspiring & motivating people brings out the best in every team member.

Chief Technical Officer – Shyam Varan (MBA, Bachelor of Technology IIT)

Mr. Shyam Varan an alumni of the prestigious Indian Institute of Technology, brings with him almost two decades of industry experience (as a software professional), most of it with big name American software companies. His attention to detail, capacity for hard work and depth of experience have aided our development team excel time & again.

Chief Operating Officer – Abhijeet Singh (MBA)

Mr. Abhijeet Singh, brings with him more than a decade of industry experience as a Business Consultant and IT Sales specialist, both in India & the UK. His managerial & people skills, business acumen and understanding of what customers need when “offshoring” work have allowed us to put together a delivery team which understands and is tuned to the needs of offshore customers. His experience in handling change has allowed Greatech to rapidly & painlessly transform itself with changing technologies and market conditions.

Director, Engineering Services – Anil Kumar

Mr. Anil Kumar, brings with him almost a decade of industry experience software product engineering, both in India & the UK, he has worked with big brand Indian & US corporations like Vignette etc. His project management and analytical have allowed us to rapidly translate in house knowledge into marketable Intellectual Property Rights. He is also responsible for our ability to nurture raw talent in to skilful engineers who consistently produce quality work.

5. SERVICES

We offer software design, development & testing services to our global clients by leveraging our domain and people management expertise combined with the cost benefits of using the offshore development model. At GSS we have built our organization around managing risk for our clients through a scalable, cost-effective and predictable delivery platform. Our clients need a strong partner with the expertise, resources, and proven solutions to help navigate a dynamic business environment.

Bespoke Software Development

Our team has successfully developed several bespoke software solutions and products for our customers. Some examples of software products that we have developed in the past are a desktop application for mobile text messaging, a Java application for delivery of rich content (Video, Audio & Images) on to mobile phones, Mobile games using J2ME etc.

Bespoke Web Development

Greatech offers design & software development services for web based projects. Besides our team of experienced software development professionals we also have an in-house graphic design team, and have consistently delivered slick looking online stores/ web applications/ websites to our clients.

Software Maintenance & Bug Fixing

We also provide our clients with maintenance & bug fixing support for existing software. In the past we have even provided software companies with support for helping them fix memory leaks and other issues within their existing software products.

Migration to .NET

Greatech offers its clients services for rearchitecting and migrating legacy applications built using technologies such as VB/C/C++/VC++/Java etc. to the .NET framework.

Testing Services

Greatech's offshore development team also provides end-to-end software testing services.

6. TECHNOLOGY MATRIX

Every client has needs that are unique to their organization and a one size fits all approach is not sustainable – some technology choices are good in certain situations and some are better in others. Greatech has therefore taken a conscious decision not to tie itself in with the technology being offered by any one vendor, thus allowing us to **always** be in a position to make an **independent & objective** evaluation of which technological direction is best suited to our clients' particular needs. In the best interests of our clients, we always have been, and will continue to remain **technology agnostic**.

Operating Systems: Linux Windows 9x, NT, 2000, XP, 2003 Symbian OS Palm OS BREW PocketPC/ Windows CE	Databases: Oracle Microsoft SQL Server MySQL Microsoft Access
Languages: Microsoft dotNET (C#, VB.Net, ASP.Net, ADO.Net) Sun Java (Java, J2ME, J2EE, EJB, Servlets, Applets) C,C++,VC++, VisualBasic	Reporting: Crystal Reports
Client Side Scripting: Jscript, Javascript, VBScript	Server Side Scripting: PHP, JSP, CGI-Perl, ASP
Presentation Layer: AJAX, XML, XHTML, HTML, DHTML, CSS, Flash/ Shockwave	

7. METHODOLOGY

7.1 SPIRAL MODEL OF SOFTWARE DEVELOPMENT

At Greatech we use the Spiral model of software development. While the complete description of this model is beyond the scope of this document, the main project phases in this model are as follows:

- Contract Review
- RA (Requirement Analysis)
- SRS (System Requirement Specification)
- Design
- Development
- Testing
- Deployment
- All the above phases will be followed for every change/ enhancements

For more information on the Spiral model of software development, please see:
http://en.wikipedia.org/wiki/Spiral_model

7.2 N-TIER ARCHITECTURE

Software systems are designed and developed on the n-tier architecture. With the user interface independent of the business logic the application can be customized to be user-friendly, suitable to the operational practices of the user, without modifying business rules.

8. CLIENTS

8.1 FEATURED CLIENT

Spiegel & Utrera P.A. (www.amerilawyer.com)

Spiegel & Utrera P.A. is a Florida based law firm primarily engaged in the practice of corporate law. With offices in several states and the United Kingdom, Spiegel & Utrera wished to streamline their order processing system for company incorporation & related work. Greatech was engaged in a consulting contract to suggest the best way forward. After several interactions with the client we suggested a system which would allow orders to be placed in the system (online) directly by clients as well as allow the attorneys to enter offline orders into the system. The system would also manage the entire office workflow of the orders, right down from intelligent allocation of orders to different attorneys, auto-generation of completely filled out legal forms (PDF & RTF format), allocation of work to various clerks, billing the client at every stage, tracking the clients payments etc. Greatech's proposal was accepted and the system has been successfully implemented.

Technologies used – ASP.Net with VB.Net, MS-SQL, Javascript, HTML, CSS.

Outlining the complete feature list of this system is beyond the scope of this document, please contact us for more information on our solutions for law firms.

8.2 SOME OTHER SAMPLES OF OUR WORK

Sama Wellness Products (www.samawellness.com)

- Description – Online store
- Technologies used – ASP.Net, MS-SQL, JavaScript, HTML, CSS

Piccolo Inc. - (www.piccoloinc.com)

- Description – Corporate website
- Technologies used – JavaScript, HTML, CSS

9. CONTACT US

For more information you can send us an email at info@greatechss.com, or call us at any of the numbers given below.

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Please call our numbers above for driving directions.