



Elegant MicroWeb

www.ElegantMicroWeb.com

BUSINESS MODELS

Delivering the Value of Technology



ISO 9001:2000



ABOUT US

Elegant MicroWeb offers business models allowing organization, its clients and partners to grow together in a globally competitive environment at the time of changing geo-political surroundings, superior business intelligence, ever increasing interconnectivity, accessibility and craving for knowledge.

The business models we follow are –

SOLUTION PROVIDER

Elegant MicroWeb with its unmatched technological competence and customer centric approach can be your Solution Provider for your technology needs. It can include all our services with most appropriate delivery models to suit your budgets and requirements.

IMPLEMENTATION & SUPPORT PARTNERS

To offer businesses value added solutions, Elegant MicroWeb encourages association with implementation and support partners. This is a profitable alliance for all involved including the end-users. While we gain additional market visibility, our implementation partners get to promote all-rounded comprehensive products, and end users benefit from the implementation and support services they receive from local markets.

PARTNERS AND JOINT VENTURES

Partnerships and joint ventures with Elegant MicroWeb aim at organizations that identify and respect the synergy between visions and objectives of two business enterprises.

OEM

OEM opportunities are ideal for companies with their own line of products, which show a definite synergy with our products.

SOLUTION PROVIDER

Elegant MicroWeb is an ideal solution provider for all technology related needs because of customer centric approach and unmatched technological competence. Our software solutions are a specialized mix of domain knowledge, offshore development experience, delivery models, technological expertise and quality management systems.

Advantages:

- ▶ We help organizations in staying ahead of competitors in a challenging global market by designing exclusive solutions for them
- ▶ Elegant MicroWeb's solutions are a perfect fit for the client business and budget requirements accompanied with most suitable delivery models
- ▶ Complete end-to-end enterprise software solution or a specific application, we deliver it all
- ▶ Our simple yet effective approach relies on customer requirement, interaction and feedback
- ▶ Elegant MicroWeb follows a system development methodology focused on rapid results



Value Proposition:

- ▶ Expertise in all stages of Software Development Life Cycle (SDLC) right from feasibility and requirement gathering to testing and deployment
- ▶ Faster, effective, risk-free expansion of your technical needs in off-the-shelf manner
- ▶ Highly experienced and professional teams with proven technical, functional and domain expertise
- ▶ Accessibility to time tested and proven code base, frameworks and libraries for best optimization of time, technology and resources
- ▶ Proven delivery models with industry standard project management systems
- ▶ Vast experience in hybrid and offshore delivery models assuring best deliverables within time and budget
- ▶ Transparent regular communication and reporting
- ▶ **ISO 9001:2000 Quality Management System**

SALES, IMPLEMENTATION & SUPPORT PARTNERS

Elegant MicroWeb's successful products are targeted at end user enterprises, schools and Java development community. We offer value added solutions to customers by encouraging association with sales, implementation and support partners. Thus, it becomes a profitable alliance for everyone involved in this business model as it gives:

Advantages:

- ▶ Additional market visibility to Elegant MicroWeb
- ▶ Opportunity to promote and implement comprehensive products to our partners
- ▶ Best possible locally available implementation and support services to customers

Value Proposition:

Working with Elegant MicroWeb as our sales, implementation and support partners, organizations can gain from:

- ▶ Collaborate with an evolving organization that believes in investing in new technology and functional domains
- ▶ Our willingness to understand partners' local market and associated issues
- ▶ A range of easy-to-use, sturdy, highly scalable, proven and accepted products developed from the latest technology and designed with complete focus on delivering value to customers
- ▶ Unmatched marketing, training, pre-sales, and post-sales support to partners
- ▶ Supportive and aggressive joint promotions and collaterals
- ▶ Long-term mutually beneficial partnership with complete transparency



OEM

Elegant MicroWeb offers excellent OEM opportunities that are ideal for companies with their own line of products, showing a definite synergy with our products.

Advantages:

- ▶ OEM alliances enable us to integrate our cost-effective, industry standard products with your complementary and equally useful products
- ▶ Such a combination can be launched as a single solution offering best possible value to customers.
- ▶ Elegant MicroWeb supports OEM partners by providing the right resources and support for mutual success.

Value Proposition:

- ▶ Access to our well-accepted and robust products that are popular in English as well as non-English speaking marketplaces
- ▶ Access to each other's customer base
- ▶ Joint marketing campaigns and synergies
- ▶ Total support and efforts available for integration of both products

PARTNERSHIP & JOINT VENTURES

Elegant MicroWeb is a technology driven company with enormous knowledge assets. Focusing on mutually beneficial associations, Elegant MicroWeb is open for joint ventures with software development organizations, marketing companies, technology and management consulting firms, as well as individuals with ideas and resources. We have believed in working with partners and grow with partners. We have vast experience working with partners across geographic and cultural boundaries, and we are always looking forward to find out ways to work together with compatible organizations and individuals.

Value Proposition:

- ▶ Equipped with a team of dedicated and experienced software professionals.
- ▶ A state-of-the-art development facility, and an impressive collection of robust products and services, we are approachable and flexible.
- ▶ Partnerships and joint ventures with Elegant MicroWeb harness the synergy between visions and objectives of two business enterprises.
- ▶ Joint ventures create a winning situation for the customers of both the organizations because of enhanced value addition.



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