



Global Software Delivery Model Case Study: Application Migration Solution

PROJECT DETAILS

- Client:** Fortune 500 - Large Insurance Company
- Vertical:** Insurance
- Technologies:** ASP.Net, SQL Server, Propriety Rapid Application Development Tool, Microsoft IIS & SQL Server Clustering
- Solution:** ASP.Net Migration, IOTAP Solutions for Microsoft ISV
- Highlights:** migration from the archetypal client server architecture to a modern, Service Oriented Architecture
Follow The Sun Development model



Tridion



Sharepoint



Endeca



DNN



MS Dynamics

IOTAP's comprehensive set of services for ISVs helped cut its lower software development costs, increase engineering resources and thereby improve customer satisfaction levels.

IOTAP .Net Solution has helped ISVs complete the migration of software application within record time and within budget.

BUSINESS SCENERIO

An Insurance ISV, specialist in compensation planning for large financial companies has a client server Visual Basic and SQL Server based solution. The product is a 10 year old matured product with over 1 million lines of source code. However, the client server solution was unacceptable to the Insurance company. The insurance company IT strategy was to only deploy enterprise applications which adhered to Service Oriented Architecture (SOA).

The following were the challenges faced:

- ▶ Needed to migrate the application in record time to meet stringent customer deadlines
- ▶ Had a fixed budget for its software development
- ▶ Post development needed to support a fortune 500 insurance customer
- ▶ Must have the ability to ramp up/ramp down technical resources based on business needs
- ▶ Stringent application uptime requirements

SOLUTION

ISV chose IOTAP as its co-sourcing partner to meet with the challenges it faces. IOTAP's comprehensive set of services for ISVs helped cut its lower software development costs, increase engineering resources and thereby improve customer satisfaction levels. Using a strategically innovative mix of offshore and onshore resources, ISV was able to support a \$10B plus Insurance Company's IT application need.

The ISV in conjunction with the end customer provided IOTAP with the following information:

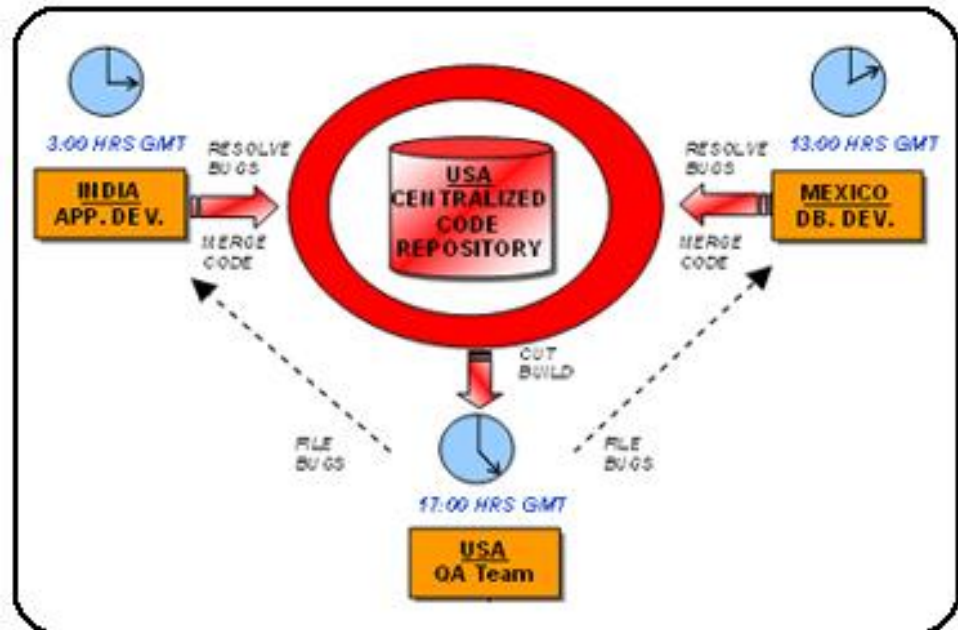
- ▶ Screen Mockups
- ▶ Functional Specification
- ▶ Database Schema

IOTAP primarily performed a legacy migration from the archetypal client server architecture to a modern, service oriented architecture. IOTAP also provided technical support and implementation services.

Here are some of the key highlights:

- ▶ Deployed 15 Offshore Resources
- ▶ Used Customers Rapid Application Development Tool
- ▶ Developed Web Services to adhere to end customer's requirements for Single Sign On & Integration
- ▶ Follow The Sun Development: Interfaced With Three Teams Globally
- ▶ Project Delivered Under Budget and On Schedule
- ▶ Today the application is live running a clustered IIS & SQL Server environment!!

IOTAP performed a legacy migration from the archetypal client server architecture to a modern Service Oriented Architecture.



BENEFITS

IOTAP .Net Solution has helped ISVs complete the migration of software application within record time and within budget. Also using IOTAP’s on-demand software services, the ISV has been able to support its customers more effectively and with lowered costs. IOTAP team also assists the customer in various pre-sales activities such as proof of concept and IOTAP maintains a pool of resources within the organization who are trained and familiar with entire application and technology stack of the insurance application.

After an internal case study of the ISV, IOTAP feels the customer experienced the following benefits:

- ▶ Flexible delivery models
- ▶ Collaborative product development methodologies
- ▶ Superior engineering skills
- ▶ Product knowledge retention.
- ▶ Robust quality frameworks
- ▶ Cost-effective offshore development & support
- ▶ Intellectual Property protection standards

About IOTAP

- ▶ Business Since - March 2004
- ▶ Provides Offshore & Onsite Software Development & Support Services
- ▶ Based out of Mumbai & Chennai India
- ▶ Microsoft Gold Partner
- ▶ Microsoft Silverlight Partner
- ▶ STPI Certified Facility
- ▶ Co-Founded By Oracle & IBM Alumni



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