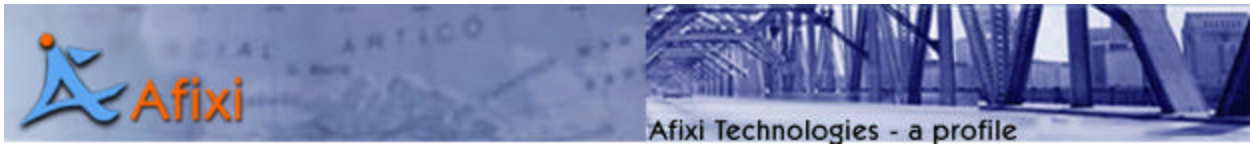


Corporate Profile



Afixi Technologies Pvt. Ltd.
#28, Opposite Varun Apts.
R.M.V. Extn. II Ind State
Bangalore, Karnataka
INDIA. Pin : 560 094



Introduction

Afixi is a software development company specializing in Web Applications, Mailing and Server software solutions and security. Afixi is a sister concern of Neuron Consultants Pvt. Ltd., a 13 year old IT development company. Founded in April, 2002 at Bangalore, India, Afixi caters to clients around the world. In the few months of its existence, Afixi has carved a niche for itself amongst its clients. Currently, it has clients in the US, UK, Switzerland, Japan and many other countries.

Afixi is appreciated by its clients for its quality service, quick turnaround times, and easy communication with fast responses, honest business practices and reasonable pricing. It provides direct access to its clients to its timesheets and project management system, thereby letting them monitor the progress and actively participating in their projects.

Our Team

Afixi believes that the organization is as good as its human resources. The Board members of Afixi are senior and experienced people from the best educational institutes of the country with over a decade and a half of exposure in the IT industry. The management members are selected individually on the basis of their industry exposure, strengths in specific domains and ability to deliver working along with the technical team.

The developers at Afixi are engineering graduates and most of them are industry certified programmers. The average age of our developers is 28 years and most come with over 2 years of experience in their respective fields. Driven by quality and result oriented targets, they often beat the specified productivity and quality standards. They are grouped based on their skill sets into different teams but work together as per the requirements of the projects.

Afixi has a small group of external advisors and consultants. They are very senior and reputed people of the industry and professors from the top universities. Afixi's team depends on these people for managerial and technical guidance, as and when a necessity arises.

The Infrastructure

Office

The office of Afixi is a modest building in one of the posh residential localities of Bangalore, known as the Silicon Valley (and also the Garden City) of India. The choice of a residential area is deliberate, to ensure a calm and conducive atmosphere for the developers to work without distractions and disturbances.

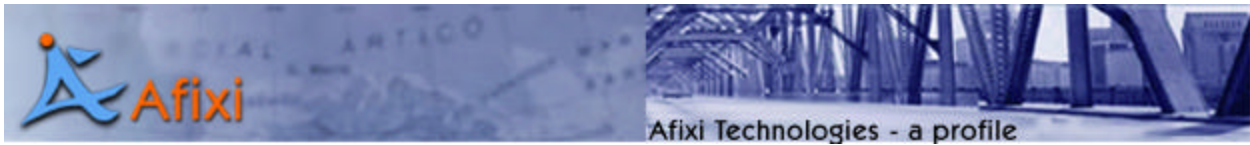
Network

A 10/100 MBPS LAN connects the individual desktops with the latest configurations and the high end servers in the server room. Almost half of its LAN components are "managed devices", thereby reducing faults and helps easier and faster detection of network problems.

Connectivity

A leased line is available, from the top ranked ISP of the country, for Internet access along with a backup DSL connection with a different ISP to ensure redundancy. Most developers are provided with cable modem connections at their residences such that they can work from home in case a need arises.

Power



Though power failures are rare at the location of the office, owing to the high profile people of the Government residing in the same locality, the office is equipped with Uninterrupted Power Supplies and a backup generator.

Security

The workstations are accessible to the users 24x7 but strict login and authorization is maintained. The server room and NOC are physically accessible only to authorized people.

Client specific and project details are maintained by the project leaders for respective projects, a copy of which is also available to the CTO. NDAs are signed with the developers, ensuring protection to the Intellectual Property of Afixi and its clients.

The network is behind a firewall and under scheduled maintenance. The desktops are loaded with anti-virus software and this is updated weekly by default and otherwise when an alert is issued about a new virus.

Software

Afixi uses Linux, the open source software, extensively. Most of the desktops of the developers are under the X-Windows (KDE) on Redhat Linux. The Microsoft team maintains a couple of servers with NT and Win2K and their desktops are a mix of Win98, Win2k and Win-XP along with various software like MS-Office etc.

The servers consist of Linux, FreeBSD, NT and Win2K along with Apache, IIS, MySQL, PostgreSQL, MS SQL and lots of other software.

Communication

All members at Afixi are accessible using an EPABX installed at the office. Some of the senior members are also provided with direct telephones for easier access. All the senior members and some programmers are provided with cell phones as well.

All members are available via email, Instant Messengers (MSN, Yahoo, ICQ, AOL and IRC) and SMS alerts. All IM chat sessions, along with timestamps and emails are logged in order to avoid future confusions as regards what was discussed. A transcript of the logs is made available to the clients in case a need arises.

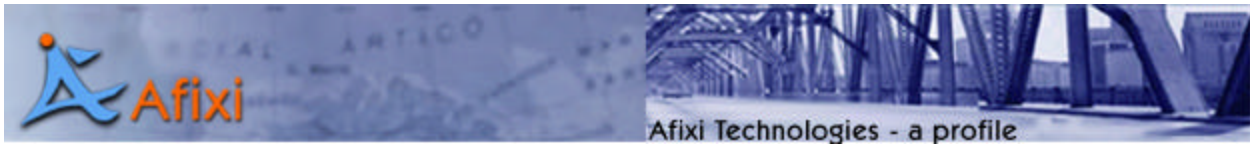
Hosting Servers

Afixi maintains several NT, Linux and FreeBSD based servers in the US and UK and provides shared as well as dedicated hosting to clients. It also manages a large number of Linux and FreeBSD servers for some of its clients.

Some of the hosting servers are provided with Control Panels for easy management of the sites by the clients. Special add ons like Miva Merchant, Coldfusion MX, OSCommerce, ImageMagick etc are also provided on request.

Work Culture

Keeping in mind the time zones of its clients around the world, Afixi maintains a 20x7 operation, with the team broken up into 3 shifts. At the beginning of a new project, a team is setup, keeping in mind the time zone of the client ensuring that there is at least 4 hours of



overlap between the working hours of the team and the client. On specific requests, working hours of the team are rescheduled so as to provide longer interaction hours with the client.

As team work is understood as a big advantage in a software development outfit, care is taken to provide regular interaction amongst the members. Monthly family oriented events are organized to facilitate interaction between the teams of different shifts and this also helps in building social interactions.

Recognition of financial benefits and professional growth as prime incentives for quality work and higher productivity, Afixi conducts quarterly appraisals leading to salary revisions and performance bonus. Project bonus at the successful completion of each project goes a long way in encouraging higher involvement and on time completion of the projects.

Skill Sets

Operating Systems

- **Linux** – Various flavors of Linux.
- **FreeBSD**
- **WinNT, Win2K**

Languages

- **HTML,DHTML, Flash**
- **Perl, mod_perl**
- **PHP**
- **C/C++**
- **ColdFusion**
- **Java/JSP, Applets/Servlets and Applications**
- **ASP**
- **COM/DCOM, DLLs**
- **Visual Basic**
- **Javascript and VBScript**
- **J2EE,XML,UML**

Databases

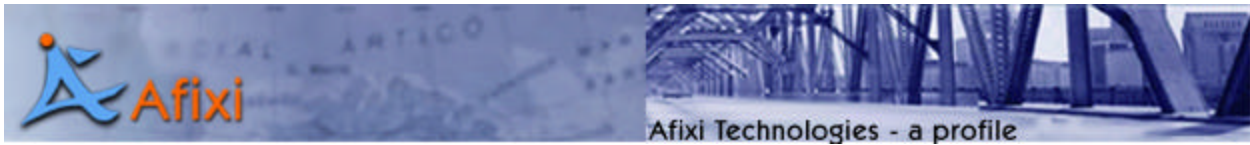
- **MS SQL Server**
- **mysql**
- **PostgreSQL**
- **Access**
- **DB and Flat files**

Payment Gateways

- **2Checkout**
- **Authorize.net**
- **ModernBill**
- **Paypal**

Merchants and Shopping Carts

- **Miva Merchant/Empressa**



- OSCommerce

Others – Setup, Configuration, Customization

- PHPNuke, PostNuke, NewsPRO, Corrado
- VBulletin, PHPBB,
- QMail, Mailing Lists, WebMail
- Apache : Virtual Hosts, Modules, Redirection, Security etc
- ImageMagick, Coldfusion, Perl Modules etc
- OSCommerce, MivaMerchant
- Ensim, Plesk, CPanel

Business Models

Fixed Project Costing

Afixi makes an estimate of the effort and resource required for the given project details and provides the client with a fixed cost option for the project. The cost of the project remains unchanged unless the scope of the work is changed leading to a change in the estimation, mutually agreed between the client and Afixi. This is a safe option for new clients that do not wish to have an open ended budget or do not feel confident to be able to evaluate progress and effort estimation for the work.

Time and Materials

In this mode, the client is offered a fixed man hour pricing for each kind of resource. The client is also given access to Afixi's intranet application and timesheet module to ensure transparency in the billing process. The client is able to monitor hours spent and inform the project manager in case he is not happy with the number of hours spent for any part of the project work.

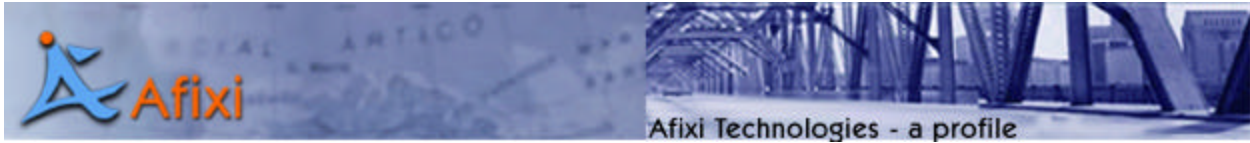
Dedicated Virtual Facility – DVF

Some of Afixi's clients have regular and enough work for developers, motivating them to consider opening an offshore development centre in India. However, over the last few years, it has been clear that the cost of managing such an off shore center in terms of manpower management, regulatory authorities and legal issues is not worth the benefit.

Afixi offers the DVF model to such clients. In this model, Afixi allocates resources to exclusively work on projects for the specific client. The resources are in direct contact with the client though technical guidance is provided by the senior members at Afixi, as required. Apart from the benefit of not having to deal with the infrastructure, manpower, regulatory and legal issues, Afixi also provides the additional benefit by extending help of expert resources to the DVF team where hiring a full time expert is not required by the client. Afixi also provides immediate replacement of resources, when required.

Afixi charges the cost for infrastructure, the cost of the resource and a small additional fee for managing the resource, thereby making this model cost effective for clients with enough work to keep the resources busy.

Process and Methodology



Afixi follows a structured, multi step process during the project management. Using web based applications to plan, record and monitor these steps helps in higher control over the activities and allows concerns to be identified, raised and resolved without delays.

Step 1: Requirement Gathering

The most preferred mode for this step is to get a RFP (Request for Proposal) from the client. If this is not available, the business analysts of Afixi interact with the client in order to create an RFP. The interaction usually happens over several sessions of discussions, presentations and brainstorming.

Step 2: Software Requirement Specification

Once the RFP is ready, the project manager along with some domain experts holds discussions with the business analysts and creates the SRS (Software Requirement Specification). The SRS contains the same information as the RFP, in more detail. It also outlines the proposed approach, the preferred platform, development tools, the navigation and other details along with assumptions and suggestions for future enhancements.

Step 3: Design Diagrams

Once the SRS is signed off by the client, the project team is formed and asked to create the design specifications and development plan. At this stage, the other details like the Database Design, the High Level and Low Level Designs (HLD and LLD) and navigational design documentation, as per need, is also completed. These documents are made available to the client, on request.

Step 4: Coding and Implementation

Once the design diagrams are approved by the project manager and client, the developers and designers break the complete work into small modules. Each developer is allotted a set of such modules to work on. The final integration of these modules is done at a later stage, when each module is tested and approved by the client.

Step 5: Testing, Demo and Documentation

At the completion of each module, it is tested and documented with inline comments or if requested by the client, with additional documentation. In case the client is interested to see a demo, the documentation happens after the demo is complete such that any modifications requested during the demo can be implemented before starting with the documentation.

Step 4: Installation and Sign Off

After all the modules are completed, integrated and demo provided to the client, it is installed on the client server if requested by the client. Alternately, all the files are sent to the client via email or uploaded to a FTP location. This is done in parallel with the documentation effort. At times, clients request to document the installation procedure as well and this is done using snapshots, where appropriate.

Why Us

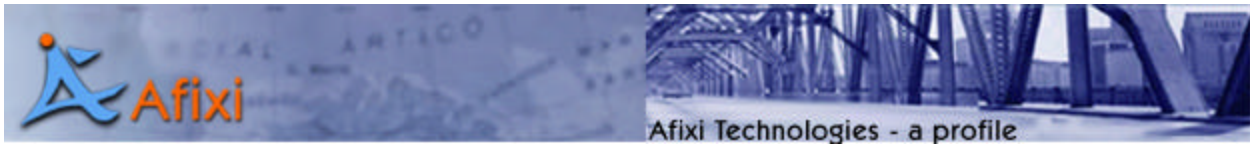
Quality

Afixi has focused on quality from the beginning and the team has commitments to deliver quality services.

Speed

Time is money in the field of IT today. Afixi has realized and appreciates the need of fast delivery, more importantly delivery as per commitments. The projects are broken into small parts and milestones are set at the beginning of the project to ensure that any lag is noticed early and necessary actions can be taken to correct the same

Professionalism



The team at Afixi is highly motivated and matured. They are committed to the deadlines, are clear in communication and appreciate the need to put in that little extra to make things better for the clients. A criticism from the client is taken in the right spirit and there is never a hesitation to admit a fault or to cover it up when there is one. The client is given the due respect and the project stands above all other priorities for the team.

Working Hours

Working on a 24x7 setup, the client always gets a chance to interact real time with his project team members whenever desired. It also saves precious hours that would otherwise be lost arising out of email communication in two different time zones.

Technical Expertise

Afixi has a large number of experienced developers, covering a wide range of skill sets. This helps in providing a one stop shop for all aspects of the project. The client doesn't need to depend on different vendors for programming, testing, security audit, hosting etc.

Flexibility

Afixi as an organization believes in understanding the need of the client and providing a custom made approach to handle the project. The client gets to specify his preferable working hours, mode of communication, choice of programmers in case of repeating clients etc and these flexibilities are very much appreciated by the clients.

Cost Effectiveness

Afixi offers a very strong value proposition to its clients. It passes on the benefit of low operating and man power costs of India to its clients. Following a "Reusable Code" methodology, the time and effort estimate of any project is substantially reduced since existing code saves the developers the need to start from scratch.

Security

Afixi respects the Intellectual Properties of its clients as well as its own. By providing restricted and authorized access, making use of intranet to detail activities and having its members sign NDAs protects the interests of the clients and projects.