



# COMPANY BROCHURE

GRIFFIN LTD.

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## LEADING THE BEST

Griffin Ltd. is a multinational company, providing complete IT outsourcing services. We aim to provide the best software development services that deliver robust, scalable, and cost-effective software solutions. We have long experience running successfully large projects in Customer Relationship Management (CRM), Enterprise Resource Planning (ERP), Enterprise Application Integration, Campaign Management and Content Management.

We provide a full range of consultancy services, industry expertise and fast-track development work in step with your business strategies to create volume and revenue growth.

We are focused on solving customer needs. We transform

latest technology and business trends into a constant value for our customers.

Our years of experience mean that we really understand the challenges faced by companies in the 21st century. That is why we can offer you solutions tailored to the detailed demands of your business.

Our products and services allow your customers to benefit beyond their expectations, and their continued loyalty is your reward. Quality and success is our belief and strength.

We are committed to strong values. Putting clients and customers first; acting with integrity of all times; a commitment to quality and teamwork are the founding principles of our company.

## SPECIAL POINTS OF INTEREST:

- Custom Software Design and Development
- Offshore Software Development
- IT and Business Consultancy
- Project Management

## COMPANY PHILOSOPHY

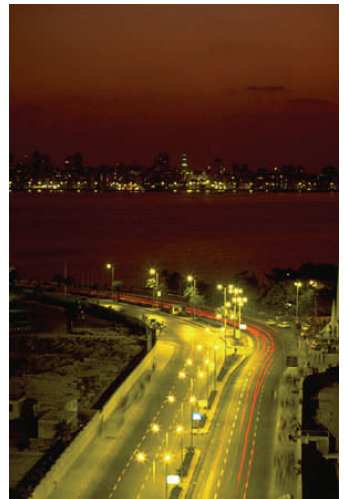
Griffin Ltd. has his offices in Bulgaria and the UK. The company offers to its clients a very rich selection of services for software development and business consulting. One of our important qualities is the holistic approach that we recommend. Our specialists will carry out all activities necessary to obtain the final product

or application.

The main lines of our activities are currently as follows:

- Software development
- Business consulting

Therefore it is possible for our company to become your sole partner.



Our company philosophy is based on our many years of application development and consulting experience. We work with a team of very experienced and self-motivated people. Motivation and momentum are derived from a feeling of ownership for customers and projects.

## OUR TEAM

Our team is characterized by a uniquely strong combination of knowledge and experience. Our team members have vast global experience and proven track record.

Their skills are constantly improved by a series of intensive training programs and exposure to the most cutting-edge technologies and tools. Our industry-certified developers bring a vast array of backgrounds,

perspectives, and skills to our outgoing effort to provide “best-in-class” software solutions for our clients.

Griffin’s first priority is to create satisfied customers in long-term business relationships. Everyone at Griffin has a role in this. We are in essence a people-oriented company. We advocate freedom and openness in at work. To us, openness at work means that everyone has the right to opionate,

question and debate over established norms. And that is how we derive our creativity!

- People are our most important asset
- Annual Graduate Trainee program is run every year
- Clearly defined career paths
- We actively promote our staff.



## METHODOLOGY

At Griffin Ltd., a standardized methodology helps us to provide very cost-effective and efficient business solutions.

### Phase 1—Requirements Gathering

Our business consultants will conduct Joint Application Development (JAD) sessions with the client.

### Phase 2—Technical Architecture

Our technical experts advise the client on options available with the respect to architectural approaches and technology solutions for project implementation.

### Phase 3—Confirmation

Based on the architecture and technology chosen, a draft project plan with cost and time estimates is agreed.

### Phase 4—Incremental Development

### opment

Incremental delivery permits experimentation of complex solutions during the course of development.

### Phase 5—Installation and Training

Once the solution is installed, the end-users re trained to use it effectively. Follow-up actions ensure immediate response to issues.

**Our mission is to bring our customers the best solutions at the best prices with quality and reliability that is expected of a world class company.**

## TECHNOLOGIES

The platforms in which Griffin Ltd. has expertise vary depending on the business needs.

We provide solutions in software/internet technologies like WAP, ASP, ASP.NET, Ajax, PHP, Java Script, VB Script, HTML and XML-based data and application modeling.

For the distributed applications, we implement middle-ware technologies like COM and DCOM.

Database applications are supported through Oracle, MS SQL, MySQL and MS Access.

The front-end expertise is in Visual Basic, Visual C++, C#, ASP.NET, PHP.

Several design tools / methodologies are used for Object Oriented Design.

MS Visual Source Safe, SVN and VCS are used for source control.



## SERVICES

### Software Solutions

- Client/Server Application Development
- Distributed Application Development
- Object Oriented Design and Development
- Enterprise Resource Planning
- Content Management Systems
- Knowledge Manage-

ment

### IT Consulting

- Distributed Architecture Implementation Consulting
- Application Service Providing Consulting
- CRM Consulting
- Project Management and Design Consulting
- Enterprise Application Integration

- Business Intelligence
- Customized Software Development
- Computer Technology Consulting
- Web site Development and Implementation
- Web site audits
- Search Engine Optimization
- IT Training

## BUSINESS MODELS

We realize that customers are increasingly demanding the flexibility that best serves their unique business requirements. We also provide the option of selecting a combination of business models to suit various phases of the project life cycle.

**Fixed Time/Fixed Price** — This model offers customers a low-risk option and can be employed when the scope

and specifications of the project are reasonable clear. In this model we follow approach that includes scoping, development, implementation and business support.

**Fixed Bid** — Faced with runaway IT projects, organizations seek to partner with vendors. Tailor-made to the requirements our fixed project model delivers total satisfaction.

**Time and Materials** — In this model a team with the required team members is formed and customer pay a monthly charge based on the size and workload.

**Proof of Concept** — Our commitment to our clients and confidence in ourselves is complete. We would gladly offer a small offshore pilot project with minimal professional fee to every new member of our clients list.



“...we listen to our client’s needs...”

## WHY GRIFFIN?

**Expertise** — All of our team members have several years of expertise developing customized, fully integrated systems in a variety of industrial standards.

**Technically Advanced** — Our development tools and products implement Object-Oriented Design and programming.

**Availability** — Internet allows us to communicate with your team round the clock as easily as we were in the next room. All of our project managers you will interact with, have strong English language skills.

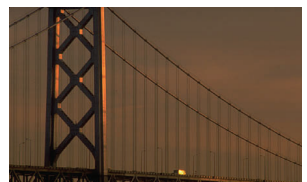
**Flexibility** — We are custom-build to client requirements. We have proven to react quickly and to adjust to any

changes or additions during the course of a project.

**Speed** — While keeping with the changing business needs of our clients and dynamism of technology we deliver solutions on time and on budget.

**Reasonable Costs** — Bulgaria has low operating costs and has a long tradi-

tion of investment in science and engineering. Our location provides us with a rich pool of technical talent and low-cost environment for operating, overhead and salaries.





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Griffin Ltd. is a new generation software company that understands business at the bottom line. We have chosen a strategic global model combining the best of onshore and offshore to deliver premium quality products and services to our clients at affordable cost.

## WHY OUTSOURCE OFFSHORE?

- **Reduce Costs** – Cost savings up to 50% can be realized by leveraging low cost offshore development centers. Operational efficiency can dramatically improve top line growth and bottom line savings.

- **Faster time-to-market** – By integrating onshore and offshore teams, service suppliers are often able to work on a 24/7 basis, spanning time zones to shorten development and testing schedules and deliver rapid cost-effective results.

- **Focus on core business**

**activities** – Outsourcing non-core functions, either locally or offshore, frees internal resources to focus on business-critical initiatives and reduce dependency on third party contractors.

- **Access critical technology skills** – Offshore outsourcing has opened up a global technology talent pool, providing enterprises with affordable access to critical IT skills.

- **Improved quality** – Led by Bulgarian suppliers, offshore outsourcers as a group have embraced third-party quality standards and

software life cycle processes that, in some cases, are more rigorous than those of their customers.

