



# **BOT-BUILD OPERATE TRANSFER**

White Paper

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## Build Operate and Transfer

Build-Operate-Transfer (BOT), is becoming the real choice of many companies that wish to set up IT infrastructures. It is the best option for organizations that want to have their own captive center, but do not possess local expertise or extensive resources necessary to set up near shore operations using do-it-yourself approach. BOT is emerging as a popular choice as a lot of organizations are beginning to realize that setting up companies and making them up and running efficiently, requires a significant resource and time investment.

We strongly believe that this model rests on specialists (read domain firms) who bring in best knowledge and skill-sets for setting up the project. Hence, our Build-Operate-Transfer (BOT) solution provides better network availability and resources while transferring knowledge from the vendor to the operator.

## Defining Bot

### BUILD

- Set the broad parameters and goals for the relationship.
- Recruit the core team either internally or through external hires.
- Training period.
- Client environment set up and dedicated network connectivity.

### OPERATE

- Manage the offshore organization SDLC processes.
- Setting routine delivery process.
- Team size ramp up based on requirements.
- Fine tuning enhancements and status reporting process.
- Providing product support by making the local team a virtual extension of the clients team.

### TRANSFER

- Register a new offshore subsidiary for the customer.
- Comply with local laws and regulations .
- Transfer the resources formally to the client.

## Our solution

We offer a low risk entry model for software companies. A-1 offshore can be your partner bringing to the table service products from across the project life cycle, such as design services, build services, operations services, the transferring services, and related project management and consultancy services.

## The model is applicable to:

1. An organization wishes to commence business in a country where it does not have its base. The organization would look at getting a local company to reduce risk its venture into the new country.
2. An organization doesn't have the expertise in that process, and wants to pool in specialized and dedicated resources to execute it. Here the organization will tie up with a mature player who already has expertise and knowledge for it.

## Benefits Of Models:

- Ensures faster time-to-market
- Advantage of not getting distracted while setting up a new venture
- Being able to continue to focus on the organization's core competency
- Option of owning the facility
- Opportunity of accessing best in class skill-sets
- Lower infrastructure set-up costs
- Cost effective outsourcing during the initial period of build out and operating
- Reduced operating risk and knowledge retention when related to sensitive processes, and
- Ability to launch a complete end-to-end solution in short duration.

## A-1 Bot Model

### Build

- We first begin by understanding your exact needs for the need for an ODC.
- Next the tactical needs, like cost-management and strategic requirements are used to craft requirements.
- We next define a plan for various resources like hardware, software and human resources their allocation, spacing, hiring and training.
- Lastly various options are then submitted to the client to handle upfront costs for approval.

### Operate

- Our Senior Management has extensive US experience to provide you the competitive edge.

## BOT- Build Operate And Transfer

- All of Engineering, HR, Legal and other support and management oversight is provided.
- Our processes are monitored on the base of frequent customer satisfaction polls and status meetings.
- We work on flexible pricing model.

### Transfer

- Clients can exercise the Option to take over the service team in a planned fashion.
- We can assist in transferring the resources into your wholly owned subsidiary.

## Why Choose Us?

A-1 offshore uses a dedicated team to service your requirements. We take responsibility for the whole setup process which covers registration of the corporate entity, dealing with legal issues, finding premises, setting up necessary infrastructure, staffing, HR management, process setup and administration services. We have an extensive track record in all activities like design, implementation and operation. We manage and minimize the complexities involved, and provide for the smooth transfer for successful handover of the assets and operations.

## Contact Us

**New York Office (HQ):**  
115 Broadway, Suite 1304  
New York NY 10006  
**Ph:** 212-397-7481  
**Fax:** 212-931-8530

**California Office:**  
Los Angeles  
8350 Wilshire Blvd Suite 200  
Beverly Hills, CA 90211  
**Ph:** 310-584-6300  
**Fax:** 310-606-2154

**Santa Clara Office:**  
3350 Scott  
Blvd. Bldg. 23 Santa  
Clara, CA 95054  
**Ph:** 650-523-6108

**Florida Office:**  
12763 Nw 13th Ct,  
Coral Springs, FL  
33432  
**Ph:** 561-208-6071