



Novelty-Data

# Clear Glass Engagement Model

By: Novelty Data Solutions



To facilitate an offshore delivery centre for services, resources and infrastructure in a rapid and 100% transparent manner.

- CGE is an enhanced engagement model over traditionally known “Open Book Pricing” or “Cost Plus Pricing” models
- Main differentiator being **transparency**, **agility**, and **enduring value system**.

We will help setup and operate the offshore solution centre that can contain :

- Software Development & Verification Services
- Operations and Managed Services
- Facilities with flexible options
- Technical Resources and support system
- Administration & Compliance
- “Build Operate Transfer” (BOT)

# Clear Glass Engagement - Offering

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- Offshore solution centre with guaranteed :
  - Transparency
  - IP Protection
  - Complete Agility
- Options for office and resource pool tapping at:
  - Metropolitan cities
  - Tier 2 and Tier 3 cities
  - Rapid enablement program for upskilling

- Value addition to you through our optional support systems such as :
  - Non-Compete clause with your competitors
  - Transfer of complete setup with ease and cost effectively
  - Post transfer support for a predefined period for a marginal cost

- **Step 1** : NDS to understand the scope of work (Infra, Resources, Services etc)
- **Step 2** : NDS to evaluate and present various options to help you to achieve your objective
- **Step 3** : You may choose from various options to meet your scope, budget, timeframe and other needs
- **Step 4** : MSA Signoff and Kickstart the operations / BOT

## Cost will be limited to:

- Actual incurred cost of chosen facility
- Actual incurred cost of chosen resources
- Actual incurred cost of chosen administration
- Slab based fee which is inversely proportional to team size
- Transfer fee structure agreed upfront



# Clear Glass Engagement – Best works for...

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- Start-up's who intend to perform trial-runs / POCs
- Investors who are in pursuit of flexible and innovative ROI models
- To organizations who intend to de-risk the operations while up-sizing / down-sizing / limiting the operational and management expenditure
- To enterprises who would like to rapidly establish the project teams and operations with minimal timeframe and without legal difficulties

# Clear Glass Engagement – Case studies

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- Successfully setup and managing an offshore delivery centre in Bangalore for an American product company since Mar 2016. Offshore delivery centre consists of android mobile developers, verification team, mobile test-lab and involved in innovative product development in mobility space.
- Successfully setup and managing an offshore delivery centre in Hyderabad for a UK based product company since Oct 2017 and involved in communications technology product development.
- Successfully completed the full cycle BOT engagement for an APAC client involved in Big Data Analytics solutions.
- Successfully completed the full cycle BOT engagements in providing IT automation solutions, Big Data Analytics solutions for an APAC clients.
- Long term contract signed towards provisioning of IT infrastructure support system for a Bangalore based client based on CGE model.

# Clear Glass Engagement (CGE) Model - **Contact Us**

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