

R&D & Innovation (R&D&i) Team for an European Medium Sized Business

Client

A medium size Spanish telecom company specialized in development of innovative software technologies for telecommunications sector in open source.

Client's challenges

Difficulty in executing short and time bound R&D&i software development projects economically

Locating qualified talent locally

Higher cost to develop and test market its R&D&i concepts

Inability to meet its growing global demand for applications delivery

Client's concerns about outsourcing

Lack of control over software quality, development schedule, IP security

Quality of the hiring process and retention of talent

Cultural and communication issues

Flexibility in the velocity of application delivery

Enter collaboration with Suyati

The Client decided to create a flexible project team for key R&D&i and IT applications development functions with Suyati and understand if their key goals would be addressed.

What was done?

The Client signed a mutually binding Non-Disclosure contract with Suyati to complete its ongoing R&D&i and IT applications development projects. Based on the project requirements, Suyati engaged a team consisting of a mix of Technical Architect, Senior Software Developers and Junior Software Developers with matching skill sets from its talent pool. For skills not in-house, resources with matching experience and expertise were chosen from reputed companies and universities and were specifically hired to work on the Client's project. With Suyati's strong HR team and exclusive recruiting network in India, the team was assembled in a record time period of 14 days. This included multiple progressive in-depth technical interviews by the team including the Senior Architect and intensive HR interview processes.

The Client utilized SCRUM methodology in project planning and monitored Suyati team's outputs directly, with timely and appropriate management. By creating a nimble R&D&i team that specifically targeted key deliverables, Suyati completed the R&D project on time, thus ensuring a long term commitment with the Client.

Suyati's network infrastructure, stringent physical and data security and commitment from the management team ensured that the Client's IP was in safe hands. Furthermore, Suyati has provided the Client with future options to migrate to its own dedicated center with a build-operate-transfer or a joint-venture relationship. Suyati also addressed the Client's needs by providing a transparent cost plus billing approach.

Client's feedback

Our primary stakeholder, the Client's CEO has stated that *"Suyati was able to assemble a competent team of software engineers and architects with the skills we required in multiple areas, including open source and mobile programming, very quickly. The team had a great attitude and worked closely with us on many development sprints to deliver quality software. We are thrilled with the effort and support from the Suyati team and we are rapidly broadening our relationship with Suyati in diversified technology areas."*

Results and current status

It has been six months since the contract was signed. The Client has chosen Suyati as their trusted partner for their R&D&i projects. A new team has been formed to address the Client's Mobile Application Development and open source projects. The average billing rate is €20.30/hr for a top notch team hired by the Client based on its specific requirements which is approximately one third of the average rates for a similar engagement with a local IT outsourcing service provider.