

Winning Outsourcing Projects

Software development companies face a complex and changing market place. New suppliers are competing for projects, and customers are ready to outsource projects to new suppliers who can deliver quality software on time at a competitive price, and communicate effectively. To succeed, software developers must **know the customer**. Our aim is to help you achieve your objective and successfully attract outsourced software development projects.

“We develop the developers”

Our series of workshops, courses and support services have been successfully applied by software developers. There are 4 support pillars to help you succeed:

1. Strategy Workshops
2. Short Courses
3. Skills Transfer Courses
4. Direct Support Services

Strategy Workshops

Managers and Company Planners should attend these ½ day workshops which provide valuable insights into the marketplace. Up to date Market analysis is presented, with market research resources and comment on competition and opportunities. Niche Software markets are covered by focuses workshops. The Strategy Workshops available are:

- ✓ Strategies for Western Markets
- ✓ Business Process Management BPM
- ✓ Customer Resource Management CRM
- ✓ Enterprise Resource Planning ERP
- ✓ Knowledge Management KM
- ✓ Document Management DM

Above Limited professional IT managers have international exposure and local Asian experience in IT industry marketing, software development and project management. This knowledge blends with recognized qualifications and competent training to effectively **deliver knowledge**. Teaching is in English with Chinese translation and interpretation available.

Short Courses

Managers and Supervisors who are responsible for developing software will gain maximum benefit from these ½ day short courses. Students will learn the fundamental concepts, current standards, customer expectations, and best practices. Theory is combined with class exercises and case studies. The Short Courses are:

- ✓ Project Management
- ✓ Quality Management
- ✓ User Requirements
- ✓ Software Development Standards
- ✓ Team Management
- ✓ Risk Management
- ✓ Software Testing

Skills Transfer Training Courses

In-depth skills transfer courses run for 3 days and provide students with concepts, skills and practice to strengthen their learning. Existing company projects are analyzed and solved in an environment of experienced guidance and coaching. Follow-up contact consolidates the benefits. Skills Transfer Courses are:

- ✓ Project Management
- ✓ CMM Auditing
- ✓ User requirements
- ✓ Risk Management

Direct Support Services

Above Limited provides direct support to software development companies. Professional Managers can be provided as extra resources to help close a deal. Direct Support Services include:

- ✓ Technical document writing and editing
- ✓ IT Project Management
- ✓ CMM Audit
- ✓ Communication Packages
- ✓ Proposals and Tender Responses
- ✓ Mentoring and Coaching

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