

HJSOFT Business Outsourcing Proposal

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Introduction

Founded in 1998, HJSOFT is a leading ERP software provider in China. It is headquartered in Beijing and recently established its regional headquarters in Shanghai and GuangZhou. With a clientele base of over 150, in 2002, HJSOFT has again topped its revenue goal of 63million RMB, having achieved a growth rate of 150% year over year since its inception. It also has 4.3% of the ERP market share in China.

HJSOFT's senior management is composed of a strong team of different backgrounds, and many of them have overseas management experiences. HJSOFT currently has over 200 employees.

Started in 2001, HJSOFT began its Outsourcing LOB (Line of Business) and have been an active member in the Outsourcing community.

Business Outsourcing Focus

Software Outsourcing Center Management:

Your situation: you would like to significantly reduce operational & development costs by setting up a full-time team of software programmers in China.

Our solution: as a full service agency, HJSOFT will implement, manage and staff a completely customized "turn-key" style outsourcing center enabling your company to quickly and cost-effectively set up an offshore/near shore location.

Short-term Software Project Outsourcing:

Your situation: you have a software project but not enough or the right type of programmers to manage it internally. You would like to outsource it and save money in the process.

Our solution: we will provide the right types of programmers to implement the projects that you specify, given that you provide us with detailed designs and structures.

International IT Staffing Services

Your situation: you have a shortage of software programmers and network specialists. You have considered hiring from abroad but are concerned about managing the process from a distance.

Our solution: HJSOFT's team of experts will search for and carefully screen candidates that meet your specifications, greatly easing the process of making successful cross-border selections.

Resource Pool

70% of employees are information sciences graduates and 30% of employees have advanced degrees. Most of employees are experienced technical staffs from the industry.

Skill Set

Experienced in C, C++, ASP, JAVA, JAVASCRIPT, Visual Basic, VB Script, PHP, HTML, XML,

SQL Server, DB2, ORACLE, SYBASE

Communication

Over 80% of staffs read and write English.

Sample Software Development Tools

Rational Rose®

Bug Tracking

Project Tracking

MS Visual SourceSafe®

JUNIT (Java Automation Test Suite)

WinRunner®

Borland Jbuilder®

PowerBuilder®

MS Visual Studio®

IBM WebSphere Development Studio®

Standard and Unified Development Process

*Note1: all those in parentheses are the designated roles involved in completing the task

*Note2: understand that Change Management is carried out implicitly from the process below

1. **Requirements Gathering** (Business Consultants)
2. **Requirements Analysis** (Business Consultants & Product Managers)
 - a) Initial Requirements Objective Identification
 - b) Functional Modeling
 - c) Client Approval
 - d) Development Review
3. **Functional Specification** (Product Managers)
 - a) Develop Functional Test Cases
4. **Technical Analysis** (Development Managers & Developers)
 - a) Technical Design – UML
 - b) Business Logics Design
 - c) DB Design
 - d) User Interface Design
 - e) Technical Review
5. **Development** (Development Managers & Developers)
 - a) Develop Test Cases
 - b) Generate Functionality and Quality Checklist
 - c) Implement Test Cases
 - d) Implement Codes
 - e) Unit Test
 - f) Check off Functionality Complete-ness

6. **Quality Assurance** (Development Managers & Developers & Quality Assurance Engineers)
 - a) Run Automated Test Cases and Unit Test
 - b) Run Application level tests
 - c) Run stress tests
 - d) DB Tuning

Standardized Testing Procedures

Current Ratio of Developers to Quality Assurance Engineers: 3 : 1

Standardized Testing Procedures

1. Develop functional test plan and checklist
 - a) Flow-Chart (Business Consultants)
 - b) Test Data Associated with each step (Quality Assurance Engineers)
2. Develop unit tests (Developers)
3. Sample Test Data Entry (Quality Assurance Engineers)
4. Execute automated unit tests (Quality Assurance Engineers)
5. Execute automated application level tests (Quality Assurance Engineers)
6. Setup and execute stress tests (Quality Assurance Engineers)
7. Quality Feedbacks (Quality Assurance Engineers to Development through Bug Tracking)

Testing is further enforced by the following facilities setup

1. *Build Machine*
 - a) Bi-Hourly Build: it is configured to build all files every two hours to ensure no compilation level errors found in the packaged suite of products. An automatic notification(email) is send out if any compilation related errors do occur. All developers must follow the standardized development practice and fix the error before the next build happens.
 - b) Nightly Build, it builds the product every night and checks the finished product into SourceSafe.
2. *Automated Suite Level Testing Machines*
 - a) Automated test scripts are written and configured to run every night. QA engineers develop the test cases and configures the data setup for these tests to run every night.
 - b) WinRunner® like scripts and captures runs through the front-end of applications
 - c) A html based report is sent to development via email every morning if any test failures occur.
3. *QA Machines*
 - a) QA machines are cleaned and refreshed (refresh every week) machines which runs the unit tests and for QA to develop tests.

Price reference

1. We are flexible in pricing, such as fixed-price and time and material contracts.
2. With our services standard, the price reference is 15-20 USD per hour.