

# COLLABORATION MODEL

@ KMG

KMG offers an integrated onsite-offsite-offshore methodology that reduces costs, enhances capabilities and speeds up product & service development process

## Getting Better ROI On Your IT Costs

Collaboration is the fundamental part of doing business. Companies require efficient collaboration models between customers, suppliers, partners and employees in order to achieve rapid deployment, efficient customization and cost-effective solutions.

One of the distinguishing features of a high performing business is its business model. The more efficient the model, the better the profits. KMG offers a 4D Approach through an integrated onsite-offsite-offshore methodology. KMG is headquartered in New York having outsourcing and offshoring capabilities that enable us to provide considerable cost advantage to our clients, giving them more than 65% cost savings in project development, implementation and maintenance costs.

### KMG 4D Approach

KMG is headquartered in New York having outsourcing and offshoring capabilities that enable us to provide considerable cost advantage to our clients, giving them more than 65% cost savings in project development, implementation and maintenance costs. The advantage of our 4D Approach methodology extends beyond technology solutions to language proficiency, cost-competitive strategies and domain expertise, in both the P&C Insurance and Healthcare segment. This unique expertise enables KMG to understand the true business needs of the clients, both short-term and long-term.

#### Discover

- Initiate
- Tailor Processes
- Finalize Scope

#### Design

- Analyze
- Knowledge Transfer
- Detailed Design

#### Develop

- Coding
- Testing

#### Deliver

- Deploy
- Train
- Support

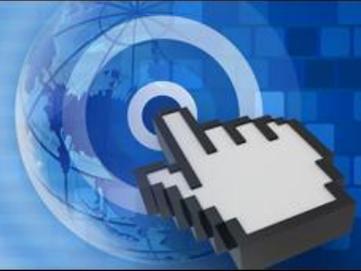
Rapid Deployment

Efficient Customization

Cost Effective Solutions

# Engagement Model

Rapid Deployment, Efficient Customization & Cost-Effective Solutions



## Time and Material

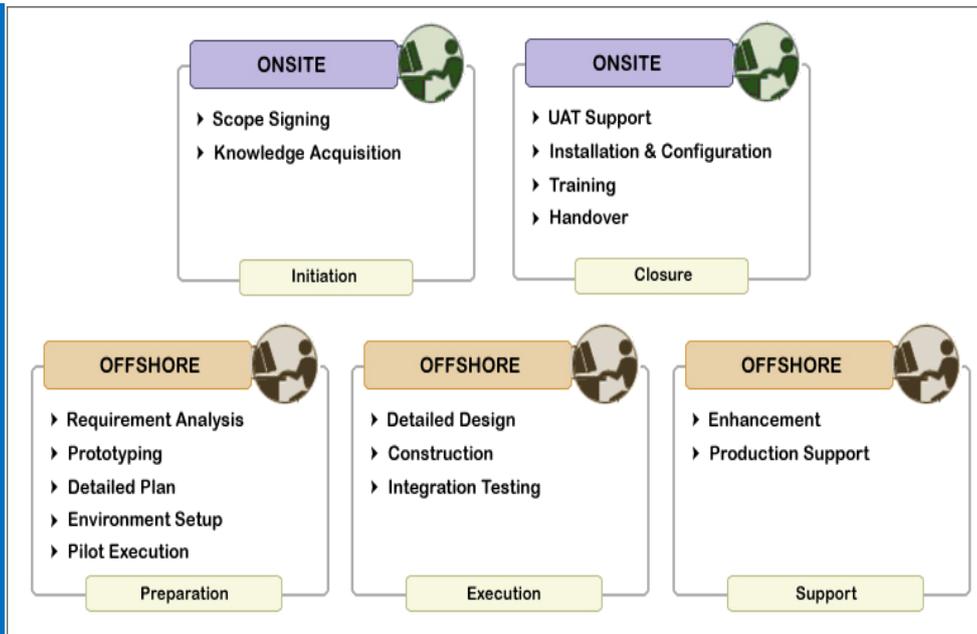
- Adopted in complex projects with fluid specs
- Used in large projects based on pre-agreed rates

## Fixed Bid

- A low risk option, having reasonably clear scope
- Fixed time with proper change request process

## Milestone based

- Visible progress in remote projects
- Helps justify cost based on achievable milestones
- Reduces risks



70% of the project effort is executed offshore at the KMG India offices while onsite/offsite accounts for the remaining. The elaboration phase (consisting of project initiation, requirements analysis, client management and reporting and final delivery) is executed at the development centre in New York.

## Offshore

KMG's offshore services helps organizations seamlessly transport their business processes overseas, that results in increased productivity coupled with reduced costs. Truly, offshore model is one of the most important low-cost, efficiency increasing opportunities available today for improving business performance. Depending on the nature of the project, some development can be done at our New York office for the sake of expediency and immediate support.

## Onsite

KMG believes in lasting relationships with their clients. Not only does the company help in achieving cost-effective business solutions, but also, their philosophy of "hands-on knowledge transfer" helps the client to operate independently.

## Offsite

KMG offers complete offsite services because it is a quick, easy, and cost-efficient alternative to in-house set-up and staffing. Our seamless and secure connectivity to client's location enables the client to monitor the complete life cycle of the project development, maintenance and outcome.

KMG provides solutions in all three models and importantly a combination of all these models to deliver on time, within budget, and to the utmost satisfaction of the client.

## About KMG

KMG is a technology agnostic IT consulting and technology services company with over 300 professionals working across United States and India serving clients across the world. We provide innovative and high quality development solutions over a host of business functions across various industries. We are a partner of choice for organizations looking for opportunities to transform their business through IT solutions.

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**Key Management Group**  
Fostering Partnerships

125 Baylis Road, Suite 260, Melville, NY - 11747, USA  
Ph: +1-631-777-2424 | Fax: +1-631-777-2626  
www.kmgus.com | sales@kmgus.com