

## Outsourcing, Development & Distribution

---

*Bring China to be your R&D Center  
Help you acquiring China market share*



Software development, product marketing and distribution are difficult and expensive activities.

How to achieve the fastest time-to-market strategy with limited budget ?

How to successfully distribute your products in China, the World's fastest growing market ?

China-Offshore offers Development and Distribution packaged service (D&D service):

- I To provide you with the most cost effective software development and software test services.
- I To help you through channel building, marketing, communication, sales and after sale services for your China market entering and development.

### **Quality-on-time ! Software Development**

China-Offshore leverages our world class project management expertise to offer a unique combination of quality software development and business process outsourcing services through China's highly skilled and competitive resources.

Our development process is also available as specific services, including staff augmentation, software testing, and software localization.

China-Offshore's European presence facilitates further more business and project management communication with our European clients.

### **Low Cost & Flexible Development**

China-Offshore provides most cost effective and flexible software development and test services, thanks to increasing number of highly qualified Chinese talents.

### **Experience of Chinese Market**

China-Offshore has built an experienced sales and marketing team for distributing IT products in Chinese market. We are offering marketing analysis, channel building, marketing communication, sales and after sale services.

Our local R&D capability is assurance for customers regarding the quality of the after sale service.

# Offshore Development & Distribution

---

## Domains

China-Offshore's engineers and project managers are able to understand quickly customer's requirements and learn related technology. We are particularly experienced in following domains.

### Telecom

China-Offshore has accumulated technology expertise of telecom software through years of development for China Telecom, Huawei, Chung Hua Telecom and FVC.

### Business Management System

China-Offshore has developed several customized ERP, CRM, BI, KM and E-Commerce softwares for multinational companies and for Chinese companies.

## Services

- I Software design, programming, test
- I Marketing analysis, channel building, marketing communication, after sale service

## R&D Team

All China-Offshore's R&D engineers are at least university graduates and have four years professional experience in average. They have all-around technology, most of them have also exposure in large software development projects.

## Sales & Marketing Team

China-Offshore has talents for marketing, communication, channel management and sales. Our customer list encompasses Telecom Companies, Technology Enterprises, and Governments.

## Collaboration Methods

### Project Based Collaboration

This way of collaboration means that the customer needs to provide a requirement specification, so that China-Offshore can estimate the work load. China-Offshore and the customer pre-negotiate price and time schedule prior to the execution of the development tasks. The final cost may vary if the customer requires changes to the initial specification.

## References

Auchan, Veolia, L'Oreal, Alstom, FVC, StrixSystem, Roche, Lafarge, Chargeurs, Siemens, EUMETSAT ...

## Virtual Staffing (Offshore R&D Unit Renting)

China-Offshore offers on demand R&D capacities to European and American companies. Advantages of this offer are that clients can compose their stable development teams at will, team members are selected based on their professional profile and are employed by China-Offshore, working in China. Cost savings can be as much as 80% compared with Europe and America based staff.

Client companies can either send their own project leaders to work with remote team members in China or manage the project remotely.

## Software Distribution

China-Offshore provides help and assistance, but also investment in building dedicated team to handle marketing, sales and after sale services for our customer.

## Technology

### Programming Languages:

JAVA, JSP, ASP, PHP, Perl, HTML/XML,

Visual C++, Visual Basic, PowerBuilder, Delphi;

### Operating Systems:

Windows, UNIX, Linux;

### Middleware Technologies:

COM/DCOM,

J2EE/EJB;

### Application Servers:

IIS, Apache, Websphere, Weblogic, JRUN, RESIN;

### Database System of Relation Types:

Oracle, SQL Server, MySQL, Sybase, ...

### Software Development Methods and Tools:

UML, Rational Rose, ROMOD, RUP, CMM

**Quality:** ISO 9601, CMM Level 4 (soon to be)

Other technologies can be achieved through special recruitment.

---

8 Allée du Semeur, 77400 Saint Thibault, France, Fax +33 (0)1 60351424

Shanghai: Jinyuan World Tower, Building A, 7/8th floor, 1118 Changshou Road, Shanghai, 200042, China  
上海市长寿路 1118 号金源国际大厦 A 座 7/8 楼 邮编: 200042 Tel: 86-21-32200218 Fax: 86-21-62114580 Video: 86-21-32200668

Beijing: Room 615 Tower B Lucky Tower, 3 North Dong Sanhuan Road, Beijing, 100027, China  
北京市朝阳区东三环北路 3 号幸福大厦 B 座 615 室, 邮编: 100027 Tel: 86-10-64672715 Fax: 86-10-64616428

web: <http://www.China-Offshore.com> email: [info@China-Offshore.com](mailto:info@China-Offshore.com)