Agenda

✅ About AllianceTek

✅ How AllianceTek Works

✅ What’s Behind Our Success?

✅ Project Types and Examples

✅ What Clients Say
About AllianceTek
AN OVERVIEW
For almost a decade AllianceTek has **built business prosperity with information technology** for businesses large and small.

The company has flourished—growing to **100+ employees** in Malvern, PA; New York, NY; Los Angeles, CA; Dallas, TX; Boston, MA; Orlando, FL; Washington, DC.

**Sunil Jagani**, President and Chief Technology Officer, founded **AllianceTek in 2004**.
Our Goal & Vision

✔ Our goal is to help companies and individuals to leverage information technology for business prosperity, enabling them to achieve their vision and goals.

✔ We do this by:

- Helping executives to scale their companies by aligning their People, Processes and Systems.
- Enabling technology officers to achieve their goals and benefit from the latest information technologies.
- Assisting entrepreneurs create end-to-end IT solutions—from vision through execution and support.
- Helping independent software vendors (ISV) breathe new life into their software by harnessing the power of next generation technology.
Global Presence

Pennsylvania - Corporate Office
AllianceTek Inc
100 Deerfield Lane
Suite 250
Malvern, PA 19355

New York
48 Wall Street
New York, NY 10005

Massachusetts
One Boston Place
Suite 2600
Boston, MA 02108

Florida
4700 Millenia Blvd.
Suite 175
Orlando, Florida 32839

Washington DC
700 12th Street, NW
Suite 700
Washington, DC 20005

California
205 S. Broadway
Los Angeles, CA 90012

Texas
4144 North Central Expressway
Suite 1140
Dallas, TX 75204
Key Members

✓ Sunil Jagani
  President and Chief Technology Officer

✓ Gaurang Patel
  Technical Head

✓ Christopher Dabhi
  Senior Project Manager

✓ Darren Love
  Business Solutions Architect
Technical Expertise

Mobile
- Android
- iOS

Application Framework
- MongoDB
- .NET MVC
- Rails

Language
- PHP
- Java
- Python
- JavaScript
- HTML5
- CSS

CMS
- WordPress
- Joomla

BI
- Tableau

Database
- MySQL
- Oracle
- SQL Server
- Microsoft Dynamics
- Salesforce
- Zoho

Cloud
- AWS
- Azure
- Google Cloud

IoT
- IoT

Platform
- BizTalk Server

Middleware
- ERP
AllianceTek Roles

✓ Strategic Business Solution Provider
  ● Identify root causes of your business problems
  ● Evaluate processes and performance metrics
  ● Recommend and implement:
    • New processes
    • Innovative strategic solutions
    • Application changes
    • Fresh performance metrics

✓ Technology Partner
  ● No need to add to overhead with in-house developers. AllianceTek can assemble a dynamic team customized to your needs when you need it.
    • Example: If you want to extend services through a mobile applications, AllianceTek can become your new product/service development team.
AllianceTek Roles

✅ Supporting Partner

- Leverage existing developers for domain knowledge and promote them to product managers role
- Empower product manager with an AllianceTek development team to execute your projects

✅ Channel Partner

- Offer robust software solutions and cutting-edge technologies to meet the complex software and business requirements of your clients. Ideal for:
  - Marketing companies
  - Networking companies
  - Consulting firms
  - Small information technology companies
Channel Partnership Program

✓ Helps developers and companies meet clients’ demands and exploit opportunities by extending their capabilities with AllianceTek’s resources

- A networking company can seamlessly integrate with AllianceTek to:
  - Offer marketing automation services to its clients
  - Implementing Salesforce
  - Using any of our offerings to enhance their sales

- An advertising agency/marketing consultancy can work with AllianceTek to:
  - Develop a mobile application to boost their client’s sales
  - Integrate Salesforce with Constant Contact to coordinate sales and marketing initiatives.
Who Benefits From Our Work?

Chief Executive Officers (CEOs) and Business Managers – non-technical business leaders and end users

Independent Software Vendors

Chief Technology Officers (CTOs), Vice Presidents of Application Development and other technical leaders

Entrepreneurs/Start-Up Businesses
How AllianceTek Works
Agile development methodology – rapid, iterative, collaborative process responsive to customers’ feedback and change.

Service-oriented architecture – designing code in modules that can communicate with each other and be combined in ways to meet user needs and be changed as necessary.
Build the foundation and structure first.

Service Oriented Architecture
Scaling Teams

✓ Throughout the project lifecycle resource may needs change. A static team may suffer at different phases from either of the following problems:
  - Over-resourced = costly
  - Under-resourced = stressed out team is slower and offers lower quality output

✓ AllianceTek can help organizations with scaling resources, reassigning the workloads and address skill requirements. For clients this helps in:
  - Increasing cost-effectiveness
  - Increasing time efficiency
  - Ensures higher quality delivery
  - Faster project completion

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Our Project Management Methodology

- Our team is capable and well trained in following the different project methodologies based on the client’s processes or project size.
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Upcoming Events

SEIA Statement on Letter from House Democrats Calling for Clean Energy Tax Incentives
WASHINGTON, D.C. - Following is a statement from SEIA vice president of

SEIA Statement on Legislation to Extend ITC Eligibility to Energy Storage
WASHINGTON, D.C. - Legislation was filed today by Rep. Mike Doyle (D-PA) to modify

Click on design to view wireframes
While many technology companies focus on a sub-set of available technologies, the ideal technology solution for you may require intertwining multiple technologies—some of which they may not offer.

AllianceTek has broad technology expertise under one roof so we can:

- Recommend the best combination of technology solutions for you.
- Integrate multiple technologies for optimal results.
- Implement distinct technologies on each project tier to achieve enhanced outcomes.
- Customize how users interact with technology based on their needs.
Our team can take you from project concept through development and support. Services include:

- Scoping
- Requirement elicitation
- Defining Application architecture
- Application designing
- Application development
- Quality assurance
- Application maintenance
- Application hosting
- Support
Our rigorous quality assurance process guarantees high-quality results.

- **White box testing**
- **Black box**
- **Unit testing**
- **Functional testing**
- **Integration testing**
- **Performance testing**
- **Usability testing**
- **Sanity testing**
- **Compatibility testing**
- **Security testing**
- **Regression testing**
What’s Behind Our Success?
Research and development (R&D) is a core business unit.

- R&D helps our developers’ talents to thrive in the pursuit of our ultimate objective: bringing originality and innovation to the information technology solutions we develop.

We have 7 technology experts staff R&D unit.

Everyday research keeps us up-to-date on technologies and platforms to leverage in our solutions.
Thought Leadership: Blogs and Articles

✓ We’re on the forefront, publishing content to inform and educate.

✓ **Articles:** a few samples:
  - [Outsourcing with In-House Advantage](#)
  - [Enhance Business Relationships with Social CRM](#)
  - [Cloud CRM in the Small Business World](#)

✓ **Blogs:** a few sample posts:
  - [Microsoft SharePoint 2019 – Plenty to discover about it](#)
  - [Salesforce Versus Microsoft Dynamics Online: A Comparison](#)
  - [How to Create Manage and Mine Data from Constant Contact in Salesforce](#)
Globally – distributed teams need a **structured process-oriented approach**

The core fundamental is that all projects are managed in the same way. This boosts:

- Team agility.
- Effectiveness and efficiency of collaboration between AllianceTek and clients.

Our online **project management portal**:

- Allows clients and a geographically-dispersed technical team to get on the same page quickly.
- You can follow exactly what’s happening with your project during the development process.
- Includes intelligent business processes to enable crisp and flawless project execution.
We recognize that the best software development processes take a simultaneous multi-dimensional approach.  

Key Dimensions
- **Security**
  - Ensuring your data is protected an essential part of our plan.
- **Scalability**
  - We’re prepared, for example, to expand your system’s usage from 5 to 50,000 users in a cost-effective way.
  - Can manage seasonal spikes in system usage.
- **Extensibility**
  - If you need to add functionality later, we can do so without tearing down the foundation of your current system.
- **Performance**
- **User Interface and Experience**
Project Types and Examples
Breadth of Services

Project Types
- Mobile Apps
- Business Transformation Services
- Industry Transformation Products

Company Size
- Small Start-Up
- Established, Industry Leader

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Recent Projects

**eView** - Web bases advance level photo/data collection and reporting tool
- Virtual Tour and 360 Photo Viewer enhances the viewing experience
- Users can create unlimited survey templates and surveys to collect information related to specific points for any location
- Unlimited data and Media storage
- Mobile apps for iOS and Android platforms
- Share reports and completed surveys with external users

**MyClawd** - Fraud Risk Management Solution
- Collaboration platform that provides advanced security, digital identity and document exchange solutions and services that are unique in the world
- Its ElectronObjective:ic Document and process/workflow management including Electronic Signature. Application is widely used by Lawyers, Accountants etc
- Platform also provides digital Identity verification solutions
Recent Projects

- **JRS Enviroserve** - Task management tool for Garbage and Waste collection industry
  - It is a SaaS tool which other users/companies can subscribe to
  - Users can create job requests, schedules and assign tasks to other users
  - There is an integrated CRM tool that helps in tracking sales activities and leads

- **NCT** - Cloud based file transfer solution using MS SharePoint
  - A solution for the File transfer support for the client’s ‘Case Works’ application.
  - File archive functionality in which one can remove unused files from SharePoint and upload it in cloud with two level security.
  - Created a configurable web part for getting data from different site collection.
  - Utility to configure document folder as lookup same like list lookup.
Dedicated resource – hire AllianceTek as your IT development department and pay by the hour.

Project – start with your problem/opportunity. We’ll define the project and provide a fixed price for implementation.
What Clients Say
“Over the past two years AllianceTek has provided exceptional service and value in the design and development of several complex web-based software systems. The dedication and knowledge of their programming team has resulted in the successful launch, on time and on budget, of our systems. I can unconditionally recommend AllianceTek’s services.”
~ James Henry, President, Owner, Expert Solutions, Inc

“AllianceTek has been a great partner for us in advancing our online functionality and communications. Their stateside and global development teams work together seamlessly and our account team has consistently been very responsive. We believe the inherent value in AllianceTek’s service and development model is a key advantage for us and our offline content management platform, which they built and continue to evolve, is a testament to our mutual success.”
~ Heather Alessi, Marketing Communication Specialist, Reliance Standard Life Insurance Company
AllianceTek Inc

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