



Web Services Capability Statement

Web Services, eBusiness, Telecommunications, Industry Services

We add value to your business

Ganguly & Associates is a specialised consultancy service operating since 1996. We specialise in Web Services strategy & advice; eBusiness strategy; project and venture set up and in some cases managing the implementation and rollout to marketplaces. Our customers include major corporates, Government organisations and growing technology businesses.

Objective

Our Objective is to **add value to your business**, practically.

We do this through a range of technology and redesigned processes, which enable you to reduce operational costs and service your stakeholders better.

We work closely with you as your trusted business partner. We have a flexible approach, and knowledge of how key technologies are implemented within your business context.

Virtual Teams and Experience

- We work using a concept of virtual teams, whereby best of breed resources are pulled together both from your organisation and ours and the assignment is managed by a Senior professional from Ganguly &

Associates, usually with more than 20 years senior industry experience locally and overseas.

- The principal resources within Ganguly & Associates bring a rich experience of working successfully across all aspects of eBusiness in the key industries like Government, Telecommunications & Financial Services.
- Our customers include Government Departments, Corporates and medium sized businesses in Australia and overseas.

Key differentiators

Our Key differentiators are:

- **Business focus:** to ensure that we assess the effective use of technology and we are always driven by the benefits for you and your stakeholders
- **Understanding of a range of technologies:** at a detailed level,

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including Microsoft .Net, J2EE, XML, EAI, CRM, Identity Management and Security & authentication. Understanding that it is not just the technologies, but the business processes that underpin the technology.

- **Independence:** we are not tied to any technology vendor.
- **Skills and Methodologies:** to ensure that we can balance risks and priorities.
We have developed an IT Applications strategy for an international financial services organisation that incorporated web services technologies to deliver access to legacy applications for a remote and mobile work-force, on time, and on budget.
- **Experience and personal attention:** to provide the optimum business outcome for you.
- **Associates & Networks:** Through our network of local and international experts, we are able to keep up to date on this rapidly emerging segment.

Our Approach

We work flexibly in stages, and you, our Client, determine the degree of involvement.

The first stage is often concept and strategy development.

The second phase is detailed implementation planning, including business cases, vendor evaluation, product analysis and project set up.

The third phase is actually managing the projects if you wish us to do so, on your behalf. The skill mix in each phase may differ.

At any time we only take up a small number of selected assignments, strictly ensuring highest standards of business ethics and integrity.

How we add value

We add Value through a combination of:

- Strategic vision;
- Experience in key markets around the world with understanding of world best practice;
- Ability to clearly define business requirements and stakeholder benefits through a collaborative approach;
- Knowledge of a range of technologies and their applications within your business context;
- Driving business benefits through web enabled business processes;
- Keeping abreast of new and emerging technologies; and
- A strong project management and implementation skill-set and track record.

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