Quinnox
accelerate success

DIGITAL INTEGRATION

The Key to Digital Transformation

In the last ten years IT has brought fundamental changes to the way the world works. Not only has it increased the speed of operations and communications, but it has also undermined basic assumptions of traditional business models and increased the number of variables. Today, the survival of major corporations is challenged by a world-wide marketplace, international operations, outsourcing, global communities, a changing workforce, security threats, business continuity, web visibility, and customer expectations. Enterprises must constantly adapt or they will be unable to compete.

Integration @ Quinnox

In this rapidly evolving digital world, many enterprises are striving to improve efficiency by streamlining business processes. Technological advances have become a major deciding factor in everything that is done, from internal processes to external situations that organizations go through. Every process has become much more interconnected and every environmental factor has become much more dependent on the extensive interconnection of the processes. Not only are the processes different that need to be assimilated but also the technologies are divergent.

In addition to the cost factor of the product licenses, we see the following "new" areas presenting newer challenges today:

Need for a right **ESB** for Digital transformation

Cloud SaaS and other cloud avatars pose integration and security challenges that also require analysis and strategy

IOT and the accompanying data require monetization and need new integration paradigms

Freemium API, volume and invocation based **pricing models**

Testing

- Integrations lack a typical UI and do not lend themselves to intuitive testing
- Loose coupling of components pose additional challenges to dependent testing (path for testing)
- Impact analysis and broad testing strategy is critical – don't want to test too much or too less

These challenges typically lead to the following business outcomes:

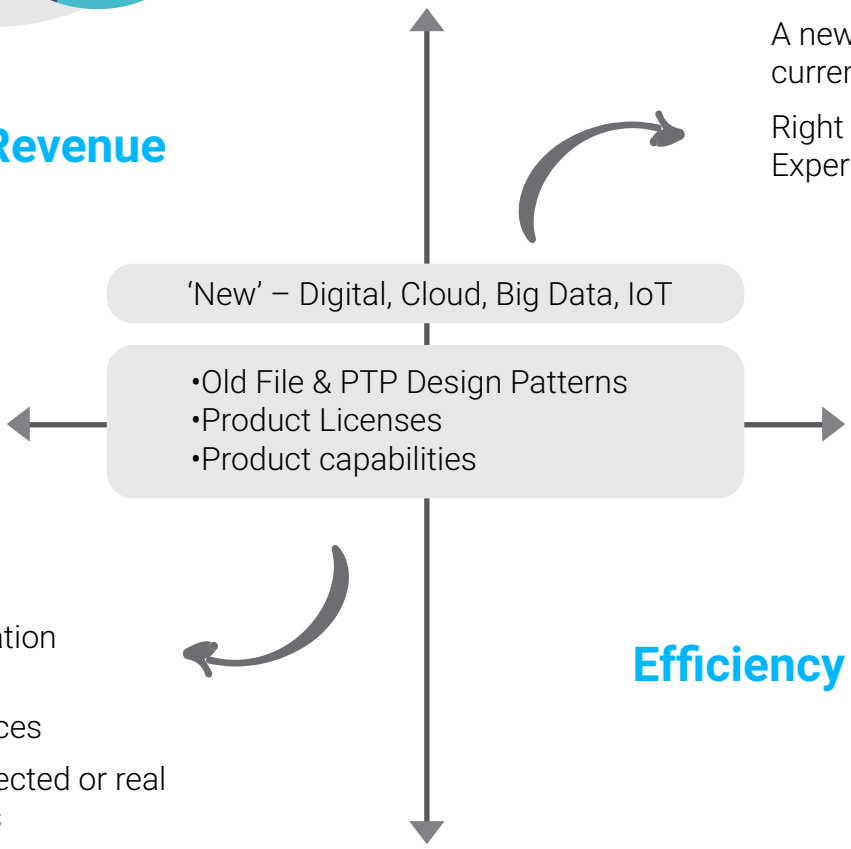
Besides the obvious – higher costs, lower integration efficiencies – brittle interfaces, lack of connected or real time systems, the unknown problems include:

- Business operations are slow to respond – they lack timely insight to make timely decisions
- Hard to 'disrupt' or adapt to new market disruptions
- Need for Agility and Continuous Improvements
- Lack of Scalability to support increasing data volume
- Multiple Data Sources and Targets for efficient business decision making
- Business Continuity & Impact during Separation

Therefore, at Quinnox, we believe you need

A new perspective for current operating models

A Right Partner with the Right Experience and Right Tools



How can we help you?

Making sure your systems and software work well together in a seamless and efficient way is today's mission-critical integration challenge. If you can achieve this, true integration can positively impact all aspects of your organization, as well as the bottom line. But, in order to do it right, you need a partner that can provide end-to-end, affordable enterprise application integration software solutions that help cut costs, improve productivity, and provide greater business insight.

Offerings and Services that Get Business Results

Process Optimization

Process Architecture design and Optimization

Process Organization and Governance

Office Automation

Business System Integration

E-Business Optimization

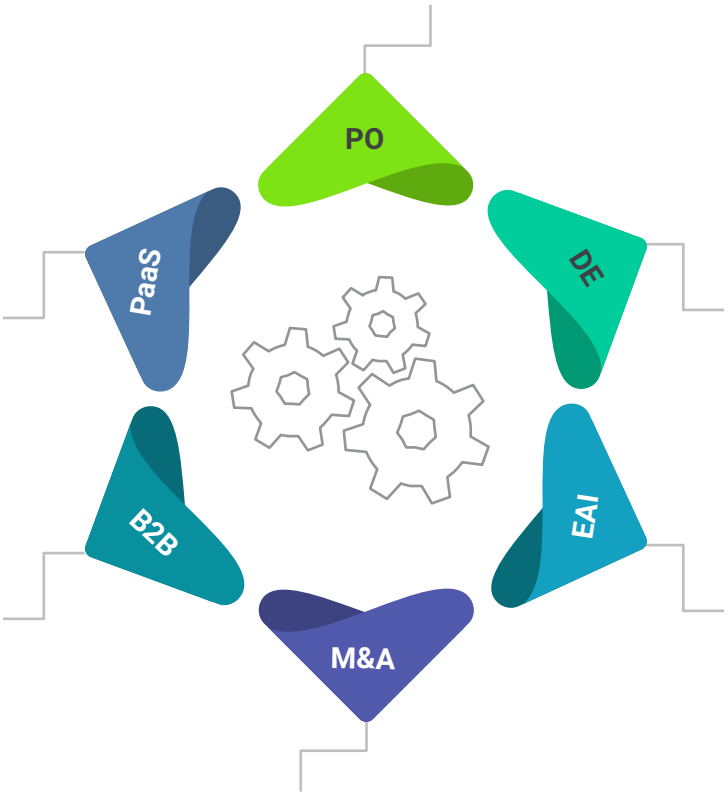
Supply Chain optimization and End to End visibility

Enterprise Architecture consulting

Future State Planning & Road mapping

Implementing Standards & Governance

Architectural Assurance and Impact Assessment



Digital Enablement

API Management

Process Automation

IoT

Cloud

Business to Business Integration

B2B Consulting

B2B Solutions

Quinnox Integration Cloud

Supplier Portal, Dealer Management System

Product Upgrade – Rationalization, Optimization

B2B Helpdesk

Enterprise Application Integration

Consulting / Integration Exploration

Product Development

Implementation & Migration Services

BAM, BPM, SOA

MDM, EDA

Mergers & Acquisitions

Impact Analysis

Framework for M&A

Architecture Advisory

Separation activities

Consolidation post M&A

Disaster Recovery and MAA designing

Digital Enablement

Successful digital execution requires the integration of digital with other digital or non-digital platforms. Digital Integration / Enablement plays a critical role in enabling the distribution and movement of data across diverse systems, and helping achieve digital transformational objectives. Our Digital Enablement services focus on API Management, Microservices, Cloud Integration, Process Automation, Enterprise Application Integration and Business Process Management.

Enterprise Architecture Consulting

Quinnox Enterprise Architecture Consulting services start with an assessment of the existing Enterprise Architecture Program against a Reference EA, and then building a blueprint that focuses on developing an Enterprise Architecture vision. We help establish our consulting program with:

Enterprise Architecture processes, including governance, roles and responsibilities

Architectural Assurance and Impact Assessment

Architecture Blueprinting Service

Business and IT Strategy Alignment

Process Optimization

Organizations are faced every day with the challenge to produce more spending less. To grow, managers look for a way to improve its processes in a way that results in cost reduction and improves operational efficiencies. We help you optimize your business processes by providing you a process architecture, efficient organization and governance, office automation, supply chain optimization and end-to-end visibility into the process.

Enterprise Application Integration

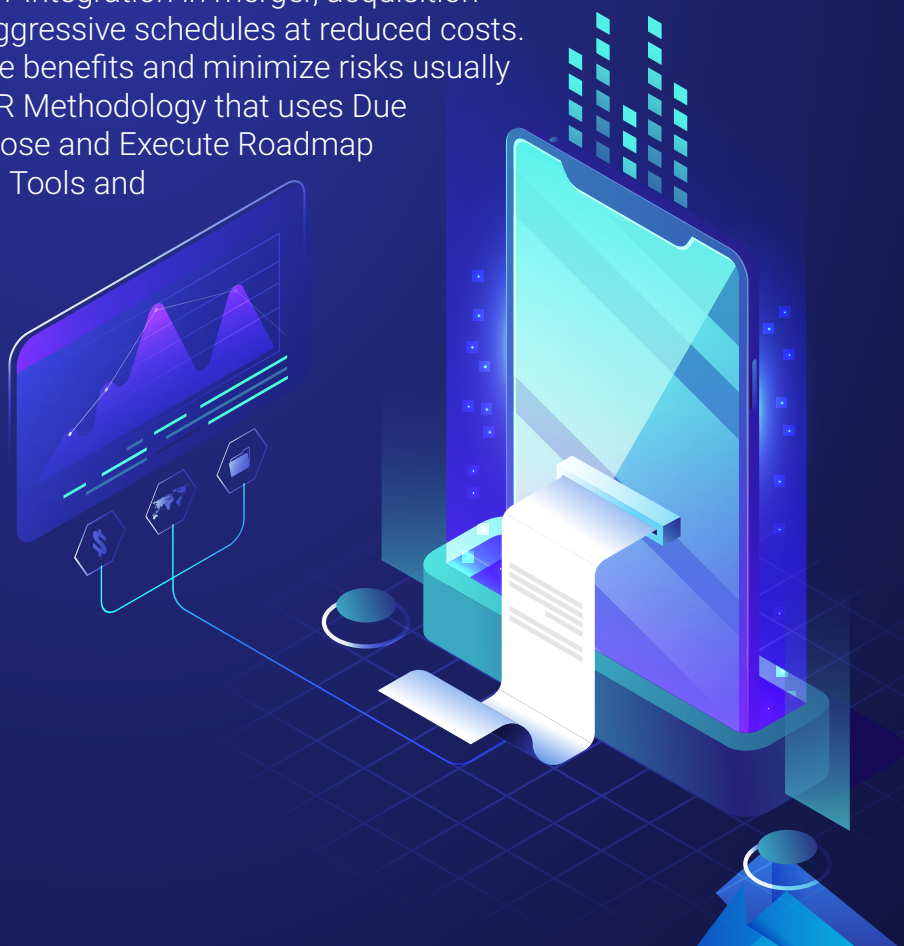
EAI is a critical IT solution that provides a reusable and scalable backbone to an enterprise system. Quinnox offers an integration framework that's highly scalable and adaptive to your business requirements. This solution leverages best practices with a methodology-driven suite applied across business verticals. This includes Consulting, Roadmap Definition, Implementation & Migration Services, Support and Upgrades. The Quinnox ESB selection decision tree tool can help you evaluate various ESB systems in the market and select the right product for your business/IT needs (Cloud-Cloud, Cloud-On-Prem, On-Prem-On-Prem integrations).

Business-to-Business (B2B) integration

Enable tighter collaboration and elaborate partner networks for a competitive advantage. Reduce costs, improve efficiency and adapt to changing markets with our proven B2B solutions to manage complex supply chains. Leverage our technical expertise and business domain knowledge in BPM, BAM, SOA, EDI solutions within Quinnox Cloud, webMethods, Oracle Fusion, Sterling Commerce, Gentran, Microsoft, IBM and TIBCO suite of products. Adhere to industry standards such as X12, EDIFACT, TRADCOMS, RosettaNet, cXML/ebXML/ XML, HL7, EIDX, GFF and SWIFT for end-to-end instance tracking.

Mergers and Acquisitions

With M&A on the rise, the role of IT in integration is more critical than ever. Our proven techniques deliver successful IT integration in merger, acquisition and divestiture scenarios, while meeting aggressive schedules at reduced costs. Our comprehensive services also maximize benefits and minimize risks usually associated with M&A. Quinnox uses GATAR Methodology that uses Due Diligence, Assessment, Gap Analysis, Propose and Execute Roadmap stages with use of in-house developed IPs, Tools and accelerators to aid separation activities.



Our enablers that give you the **power** to perform

Quinnox leverages a set of Integration enablers proven to accelerate results and achieve objectives more quickly in real-world scenarios for many of today's leading companies in several major industries.

IntelOps – Integration testing tool -
IntelOps is a smart integration testing tool that can be used by any client who uses a middleware layer.

Decision Trees -
Wizard based tool provides step by step guidance on selection of right integration pattern.

Integration Jumpstart Kit -
A jumpstart kit for Oracle Fusion Middleware, WebSphere, JBoss and Talend that accelerates delivery and reduces risk

Quinnox Migration tool
1. Faster build time
2. Lower defects due to automation
3. Standardized templates and frameworks

Component Cataloging Tool -
Custom tool connects to remote integration servers, TN, MWS, Brokers and collect interface inventory of components.

Outage Management Tool -
Helps in management of planned or unplanned outages.

DevOps framework for integration -
Fully managed, monitored and scalable integration product suites that can be hosted on any cloud provider or in premise.

Trading Partner Management -
Quinnox Trading Partner Management (QTPM) functionality that allows business users, B2B specialists, or developers to easily configure parameters to capture any transactions across enterprise or Trading partner.

Products

Cloud Platforms	Enterprise Integrators	Systems
Azure	MuleSoft	SAP
AWS	WSO2	Oracle
Quinnox Managed Cloud	Talend	SFDC
	SoftwareAG webMethods	Workday
	Oracle FM	JD Edwards
	IBM WebSphere	

Our Value Proposition

Business Integration as a Service

Improved Visibility IT Time and Cost Savings

Enhanced Service Levels

No Business Impact & Enhanced Customer satisfaction

Rapid Customer & Supplier On-boarding

Uplift in on-boarding time by 70%

Improved reporting and visibility across the supply chain

Business Activity Monitoring & Alerts

Increased business flexibility (managed services)

On-Demand Elastic cloud infrastructure Scalability

Expedited, Consistent and High qualitay deliverables

Increased Perfomance & Availability

Reduced Development cost per Integration

Reduced TCO

Caters to Specialized Testing needs of complex integrations

Open Source Frameworks & Libraries

Quicker Issue resolution

Lowered Functional & Support Cost

Faster Development, Migration Execution

Faster Time to Market

Caselets

One of the **world's largest bottlers**

- **Merger and acquisition:** Ensured seamless transformation during the merger and acquisition with minimal impact to business, customers and vendors
- **Application Management Services:** 24x7, L2/L3 Support in an onsite offshore model helped reduce support cost. Facilitated $5.5 M in savings in 36 months
- **Operational Efficiencies:** A new web application for the sales force that works online and offline, which improved the new order booking process.

- **Process Optimization:**
  - Optimized the partner onboarding process
  - API integrations in Direct Store Delivery improved supply chain efficiencies, delivery productivity and reduced costs
  - API integrations for Full Service Vending Machines improved service and fulfillment of vending machines, including better management of repair parts, better manage repair parts, periodic maintenance and refurbishment, collection of service information and equipment inventory
  - Robotic Process Automation resulted in 20% improvement in space utilization

One of the leading providers of **data communications** and **telecommunications equipment** in **USA**

- **Merger and acquisition**: Ensured seamless transition and transformation of operations and technologies during the merger and acquisition with minimal impact to business, customers and vendors
- **Process optimization**: Reduced Trading Partners on-boarding time by 50%
- **Increased Manageability & Standardization**: consolidated Informatica instances across 6 locations; Upgraded to latest Informatica Power Center resulting in improved manageability, standardization and industry compliance
- **Platform Rationalization**: webMethods platform rationalization resulted in increased resiliency, reduced complexity and simplified architecture.
- **End to end visibility**: Enhanced end to end visibility & automation for better decision making, resulting in a 30% improvement in efficiency
- **DevOps, Continuous Integration and Continuous Deployment** ensured seamless integration and data management resulting in a highly available environment
- **Automation**: 100% automation on build, test and ,deployment which reduce the application release duration
- Reduced down time and enhanced application performance resulting in **improved business**

- **Cost:**
  - Move to Virtualization resulted in significant cost reduction with no upfront hardware costs and increased agility to business.
  - Reduced licensing costs.
- Reduced operating costs with the highly scalable AWS platform with load based auto scaling configuration

Application Maintenance Services:

- Maintenance services ensured 99.99% uptime
- Ensured reduction of 15% tickets on annual basis

About Quinnox

Quinnox is an AGILE technology-driven business services enablement partner to forward- thinking enterprises. We drive digital business value, enable industry platforms and solutions, and simplify business processes. Quinnox has engaged in several major verticals, with expert teams that have highly specialized industry experience in financial services, manufacturing, and retail and consumer goods. As a midsize company, we focus on helping customers benefit and gain a competitive advantage from our "sweet spot" in unmatched expertise and enhancing the customer experience.