Creating Business Values
From Personal Values

develo pment

collaboration

success

BUSINESS

PERSONAL

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Consultancy on Infrastructure Management

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Service Portfolio

- RFP Response Professional Services

- RFP Response Product

- Training to Pre-Sales

- Solution Design & Vetting

- BOQ Designing

- Solution Architecture

- LLD Preparation

- Product/service Stabilization support

- Troubleshooting

- Root Cause Analysis

Inclusions -

- Technical Proposal

  - Introductory Content

  - Approach

  - High level architecture design

  - Deliverables and Schedule:

  - Assumptions & Recommendations

- Completion of Technical Compliance sheet

- High level BOM for budgetary purpose

- Implementation project plan with RISK

- Assistance in Pre-BID discussion

- Assistance in SOW finalization

#	Category	Efforts (Hrs)	Price in $
1	Large	8	175
2	Medium	4	88
3	Small	3	66

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RFP Response (Product)

Inclusions -

- Data Center Modernization

- Data Center Migration

- Security Solutions

- Network Upgrade and Network Deployment

- Third party backup solution

- DC and DR

- MS for infra part .

#	Category	Efforts (Hrs)	Cost in $
1	Large	16	350
2	Medium	8	175
3	Small	5	110

Inclusions -

- Understanding of Infra Solution

- Hardware installation and component used for traditional hardware implementation

- Hardware Sizing

- Selling of business value out of personal value (Pre-integrated box solution , remote deployment , Remote support)

- Datacenter Concept

- Network Solution

- Security Solution

- Backup Solution

- Enablement on upcoming/new technology

#	Category	Efforts (Hrs)	Cost in $
1	Pre-Sales	4	87.5
2	Sales	2	43.75

Solution Design & Vetting

Inclusions -

- Understanding the requirement

- Proposing the solution consists of

- Overview

- Deployment approach

- Mapping the solution with respect to scope agreed with customer

- Finalization of bill of material

- Deployment approach

- Finalizing the test cases with expected output

- Detailed Activities plan

- POCat lab provided lab setup pre-requisite are met.

#	Category	Efforts (Hrs)	Cost in $
1	Large	24	525
2	Medium	12	265
3	Small	8	175

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Troubleshooting (1st Occurrence)

Inclusions -

- Collect the historical log

- Simulate or collect from LIVE scenarios

- Understand and analyze the logs

- Create the incident report and share with customer

- SLA – 3 days

#	Category	SLA (Days)	Cost in $
1	First Time Occurrence	3	175
2	Repetitive	5	265
3	Repetitive & Complex	10	525

Troubleshooting (Repetitive)

Inclusions -

- Collect the historical log

- Simulate or collect from LIVE scenarios

- Analyze the log

- Share the incident report

- RCA

- Share the final report with recommendation

- SLA-5 days

#	Category	SLA (Days)	Cost in $
1	First Time Occurrence	3	175
2	Repetitive	5	265
3	Repetitive & Complex	10	525

Troubleshooting (Multi Environment)

Inclusions -

- Collect the historical log

- Reproduce the scenarios in lab

- Analyze the logs

- Recommendation with remedial action plan

- Implement the action plan

- SLA- 10 days

#	Category	SLA (Days)	Cost in $
1	First Time Occurrence	3	175
2	Repetitive	5	265
3	Repetitive & Complex	10	525

Troubleshooting (One Product)

Inclusions -

- Troubleshooting product

- Hardware issue

- Network issue

- OS issue

- Database issue

- Security issue

- Mailing issue

- Performance

- SLA – Custom, based on Scope

- Cost – Customer, based on Scope

Root Cause Analysis

Inclusions -

- Repetitive and complex in nature

- Collect the historical log

- Reproduce the scenarios in lab

- Analyze the logs

- Recommendation with remedial action plan

- Implement the action plan

- SLA-5 days

#	Category	Efforts (Hrs)	Cost in $
1	Large	24	525
2	Medium	16	350
3	Small	10	220

Catergorization for Professional services

#	Small	Medium	Large
Comercial Vlaue	≤ 1mn INR	≤1 mn to ≤2mn INR	≥2 mn INR

Engagement Model -1

#	Engagement @ Week	Efforts (Hrs) @ Month	Cost in $
1	One Day	32	630
2	Two Days	64	1190
3	Three Days	96	1680

Exclusions

- MAF – Manufacture Authorization Letter

- Companies financial and operational record

- Commercial proposal

- OEM approval

- Third party license support (SW/HW)

- Direct liaising with end customer