

# *QAI's Corporate Overview*

**USA**

**INDIA**

**UK**

**CHINA**

**MALAYSIA**

**SINGAPORE**

**CANADA**

**BANGLADESH**



# Client Stories

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**accenture**

*Innovation delivered.*

*“Accenture chooses QAI for process improvement in their Software and BPO businesses in India, China, Philippines, Mauritius”*

**Deloitte  
Consulting**

*“Deloitte awards a Global Contract for CMM® for its 22 Delivery Centers worldwide ... Assessments at Australia, Spain, India, Canada already completed”*

| QAI

# Client Stories

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GOVERNMENT OF THE  
REPUBLIC OF SINGAPORE



*“Government of  
The Republic of Singapore hires QAI yet again  
to bring transactional excellence using  
SIX SIGMA to the functioning of 30 + Public Agencies”*

**Consortium  
Project, Egypt**

*“QAI wins eight Global bids of the Egypt Government  
funded project for end-to-end CMMI® Implementation  
and Process capability development across 40 local  
companies ”*

# Client Stories

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**NASSCOM™**

*“QAI has developed Certification Programs for the front-line managers in the BPO industry:*

*CBTL-1 & CBQA*

*Part of the NASSCOM Executive*

*Development Program”*



*“Motorola*

*China, Chicago and India seeks a higher*

*ground of performance by incorporating Newer Paradigms*

*in Quality ... QAI implements*

*CMMI® in a Six Sigma Organization”*

| QAI

*Who makes their quest for  
Operational Excellence possible?*

QAI

| QAI

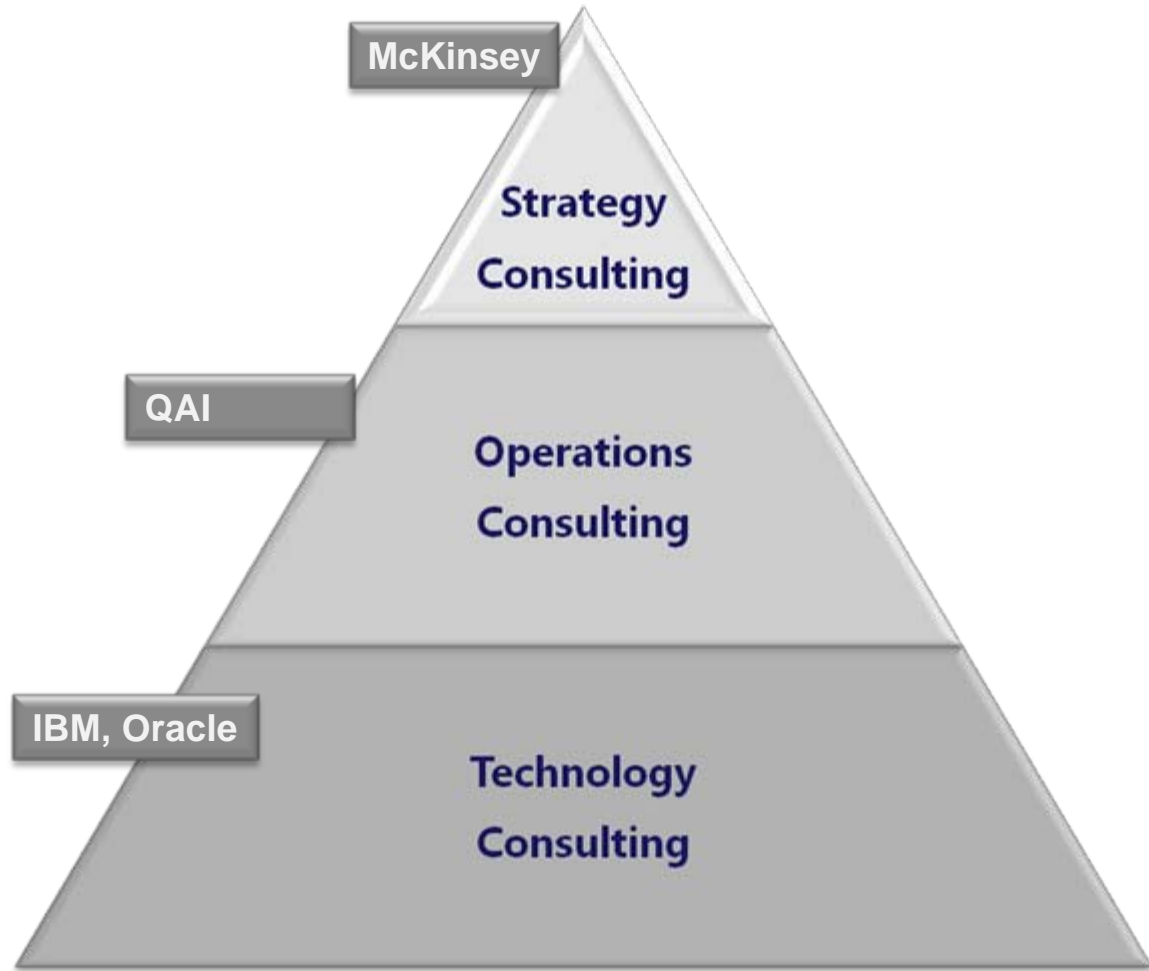
To be the **World's Premier**  
**Consulting and Workforce Development firm**  
in the area of  
**Operational Excellence**  
For knowledge intensive  
organizations  
providing  
**Measurable Competitive Advantage**

# *Numbers Speak*

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- ❖ 50+ Ministries, Departments and Governments overseas have engaged QAI to build industry capabilities
- ❖ 180+ people team
- ❖ 550 + Person Years of experience
- ❖ 300+ CMM / CMMI® clients
- ❖ Experience with **small and large** clients in various industry domains.
- ❖ Multi-cultural experience **across 30 countries.**
- ❖ 150+ CMM / CMMI® Appraisals by QAI LA's / 85 High Maturity Appraisals
- ❖ 60+ COPC® Implementations for BPO's
- ❖ 2000+ Six Sigma Projects mentored
- ❖ 1,40,000+ professionals Trained / 35,000 + Certified
- ❖ 70+ trainings on Software Engineering & Management/ 450+ Hours of e Learning

# Operational Excellence



QAI  
SPACE

| QAI

# Some QAI Customers

Fortune 500



XEROX.

SONY

Consulting

accenture

PRICEWATERHOUSECOOPERS

CAP GEMINI  
ERNST & YOUNG

Deloitte

Technology

Canon



SONY

Lucent Technologies  
Bell Labs Innovations



TEXAS INSTRUMENTS

IT Services

CSC

ORACLE®



UNISYS  
imagine it. done.



QAI

- ❖ 11 / 15 India's Top Software Co.s  
(TCS, Infosys, Wipro, Satyam, HCL, iFlex, Hexaware, L&T, Siemens, Flextronics, IBM Global)
- ❖ Top Fortune 500 Co.s  
(GE, IBM, HP, Verizon, JPMC, Dell, Microsoft, Motorola, Intel)  
[Others from Fortune Global 500 Co.s include AXA, Siemens, Samsung, SONY]
- ❖ 8 / 10 World's Top Software Enterprises  
(IBM, Microsoft, CSC, Accenture, HP [Digital, now HP], Oracle, CapGemini, Unisys)
- ❖ 5 / 10 USA's Top IT Co.s (IBM, Dell, Lucent, Intel, TI)
- ❖ 4 / 5 BIG 5 (Deloitte, Accenture, PWC, CGEY)
- ❖ 4 / 5 World's Top Semiconductor Co.s (Intel, Samsung, TI, Infineon)
- ❖ World's largest conglomerate - GE

*Leaders Engage Us*

| QAI

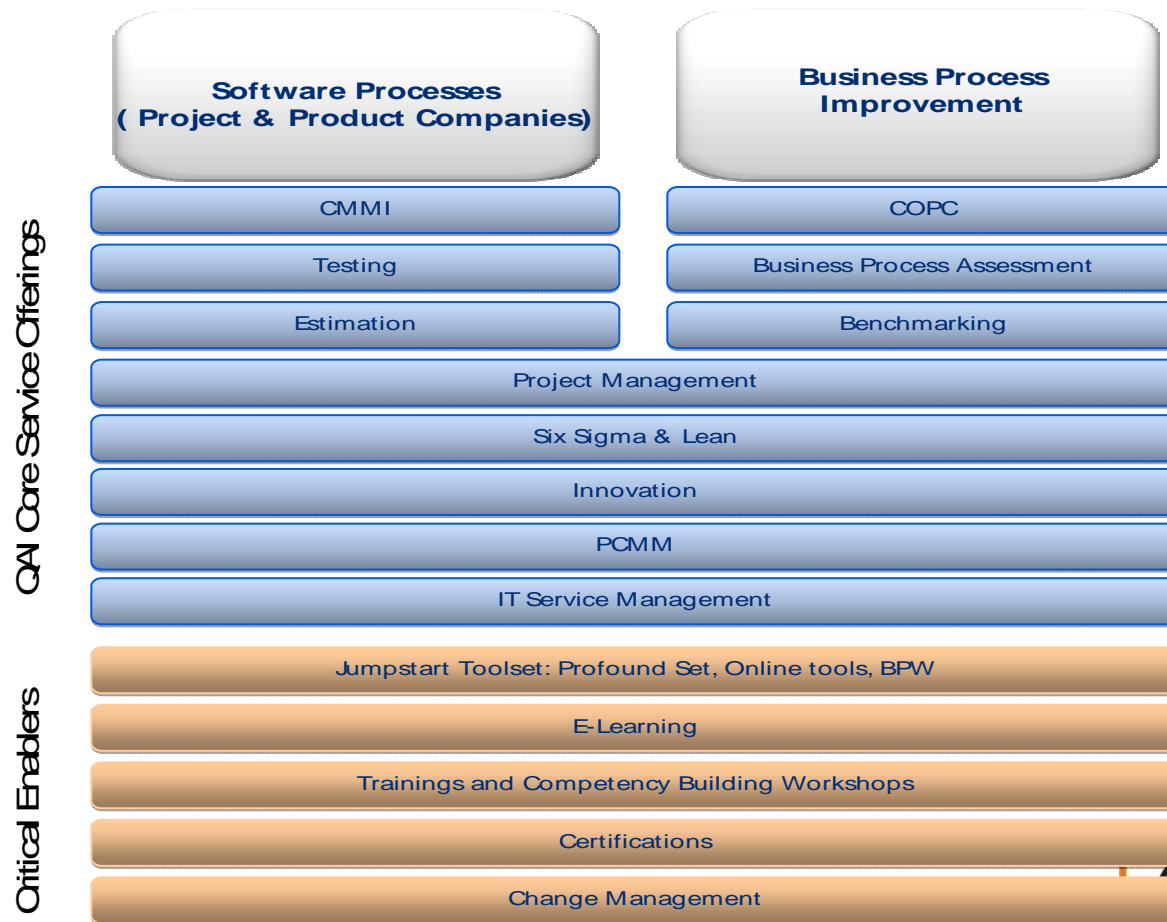


(Consulting division)



(Workforce  
Development division)

# QAI delivers Operational Excellence Impact through multi faceted interventions



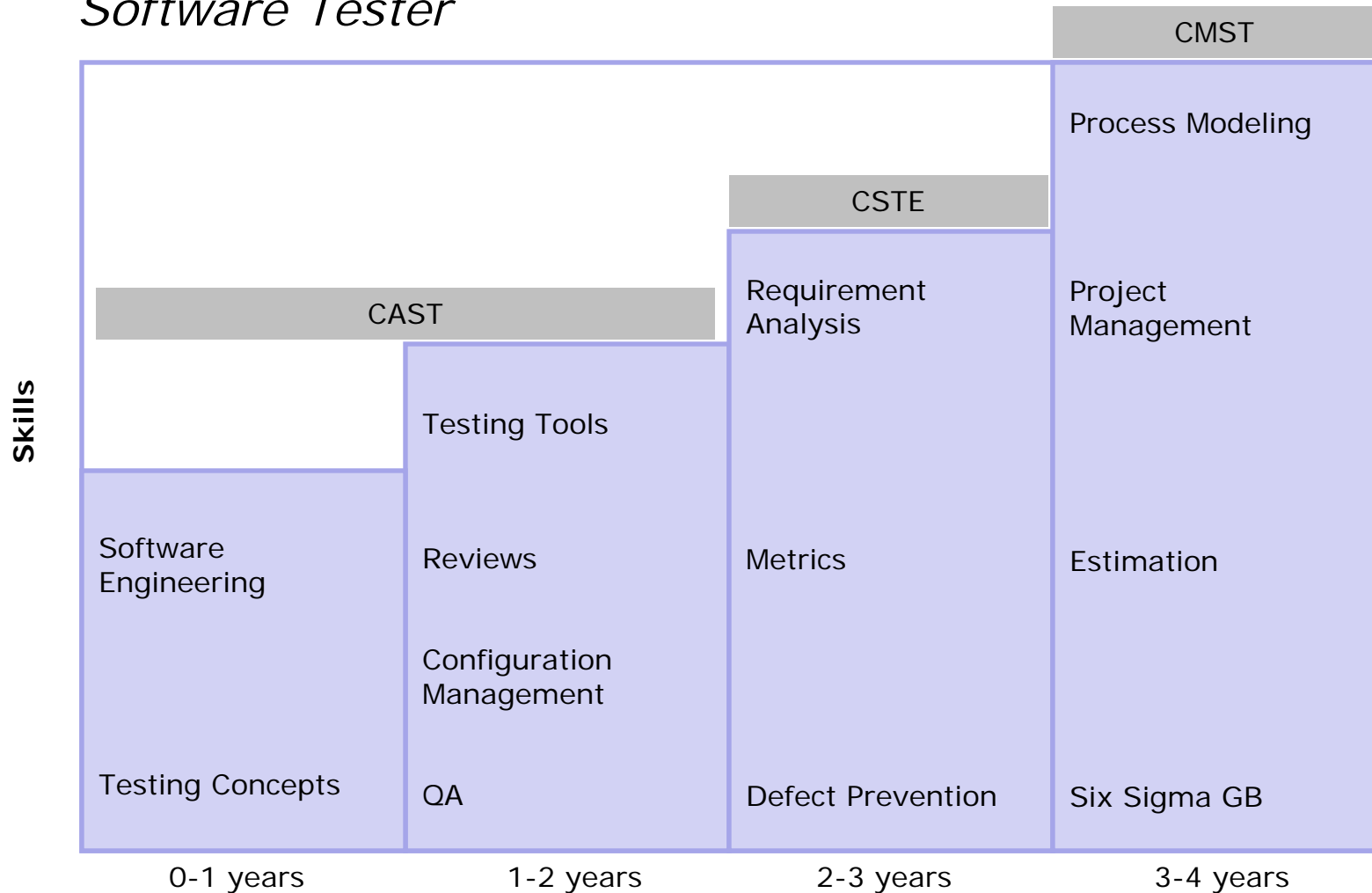
# WFD: What Do We Do?

Customer Set

Service Lines				
	Competency Analysis	Competency Development	Certifications	Conferences
Corporate	<ul style="list-style-type: none"> <li>Gap analysis report</li> <li>Action planning report</li> </ul>	<ul style="list-style-type: none"> <li>Elearning</li> <li>Instructor led training</li> <li>Assessment</li> <li>Certification</li> </ul>	<ul style="list-style-type: none"> <li>QA</li> <li>Testing</li> <li>Project Mgt.</li> <li>Process Engg.</li> <li>Business Analysis</li> <li>Six Sigma</li> <li>BPO</li> </ul>	<ul style="list-style-type: none"> <li>Software Testing</li> <li>Project Management</li> <li>Estimation</li> <li>ITSM</li> </ul>
Government	<ul style="list-style-type: none"> <li>Gap analysis report</li> <li>Action planning report</li> </ul>	<ul style="list-style-type: none"> <li>Elearning</li> <li>Instructor led training</li> <li>Assessment</li> <li>Certifications</li> </ul>	<ul style="list-style-type: none"> <li>QA</li> <li>Testing</li> <li>Project Mgt.</li> <li>Process Engg.</li> <li>Business Analysis</li> <li>Six Sigma</li> </ul>	
Educational Institutes	<ul style="list-style-type: none"> <li>Gap analysis report</li> <li>Curriculum design</li> </ul>	<ul style="list-style-type: none"> <li>Elearning</li> <li>Instructor led training</li> <li>Assessment</li> <li>Projects</li> <li>Certifications</li> </ul>	<ul style="list-style-type: none"> <li>QA</li> <li>Testing</li> <li>Project Mgt.</li> <li>Six Sigma</li> </ul>	
Retail	<ul style="list-style-type: none"> <li>Online skill assessment</li> </ul>	<ul style="list-style-type: none"> <li>Elearning</li> <li>Instructor led training</li> <li>Assessment</li> <li>Certifications</li> </ul>	<ul style="list-style-type: none"> <li>QA</li> <li>Testing</li> <li>Project Mgt.</li> <li>Process Engg.</li> <li>Business Analysis</li> <li>Six Sigma</li> <li>BPO</li> </ul>	<ul style="list-style-type: none"> <li>Software Testing</li> <li>Project Management</li> <li>Estimation</li> <li>ITSM</li> </ul>

# Competency Development Path:

## Software Tester



*This is just a suggestive roadmap. It will vary depending on the organization & the individual's career progression path.*

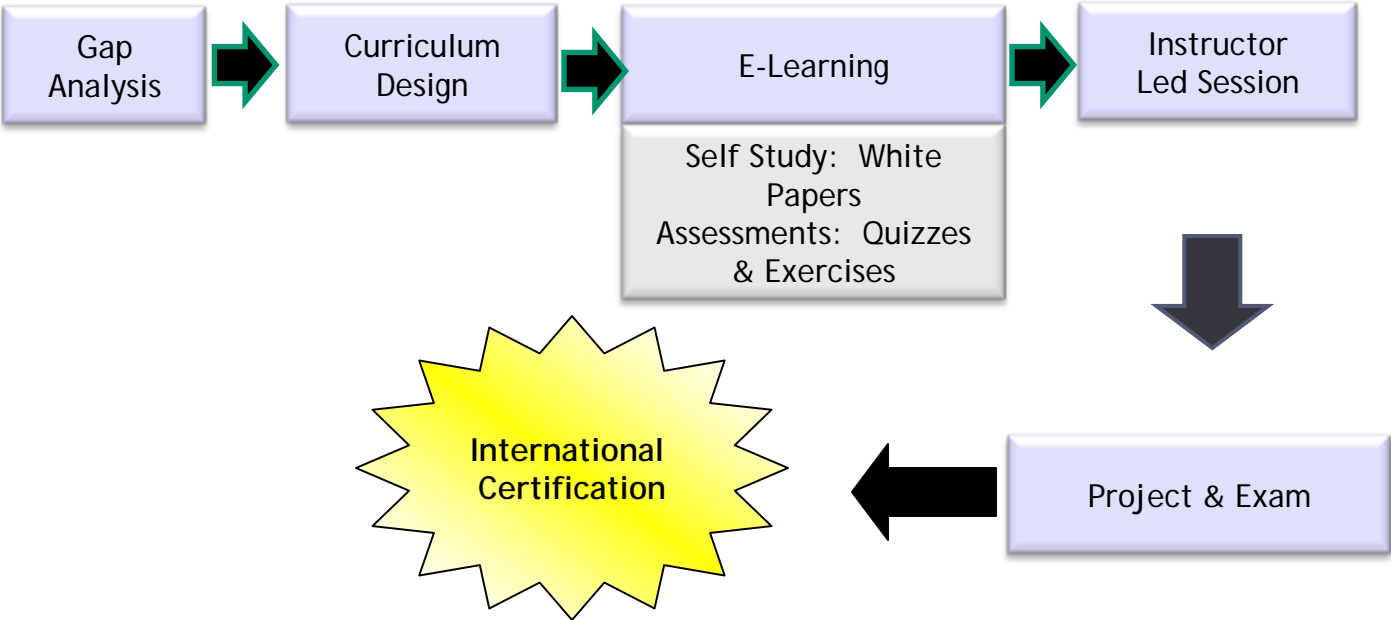
# WFD Business Model

*Designed to Deliver Content Range and Depth*

Content Creation	Solution Development	Sales & Collection	Delivery
Assess industry development and identify new courses.	Identify and analyze customer needs and price expectations.	Advertise and market public workshop , certification programs.	Design and host workshops.
Prepare course material and process them for multiple delivery channel.	Design various solutions.	Customize offering for specific customer and negotiate contracts.	Evaluate candidate pre and post trainings.
Continuously audit and upgrade existing courses.	Assess competitor offerings/ solutions and prepare collateral.	Generate and filter leads to build pipeline.	Establish and implement LMS for various clients, deliver timely report.
Serve copyrights & patents in proprietary content.		Closeout contracts, bill customers and payment collections.	Train consultants to deliver and host various courses/ workshops.
		Set targets and compensation plan for sales force.	Obtain feedback and customer satisfaction score, provide inputs in solution development program.

# Example of Competency Development Solution

## for Educational Institutes



# Certification Offerings for Retail

## SOFTWARE TESTING

- Certified Software Tester (CSTE)
- Certified Associate Software Tester (CAST)
- Certified Manager in Software Testing (CMST)

## SOFTWARE QUALITY

- Certified Software Quality Analyst (CSQA)
- Certified Associate Software Quality (CASQ)
- Certified Manager of Software Quality (CMSQ)

## PROCESS ENGINEERING

- Certified Software Process Engineer (CSPE)
- Certified Quantitative Software Process Engineer (CQSPE)

## PROJECT MANAGEMENT

- Certified Software Project Manager (CSPM)

## BUSINESS ANALYSIS

- Certified Software Business Analyst (CSBA)
- OMG Certified UML® Professional (OCUP)
- OMG Certified Real-time and Embedded Specialist (OCRES)
- OMG-Certified Expert in Business Process Mgt (OCEB)

## ESTIMATION

- Certified Software Function Point Estimator (CSFPE)

## CONFIGURATION MANAGEMENT

- Software Configuration Management Professional (SCMP)



- **History**
  - 1980                                      Founded as Quality Assurance Institute by William E Perry
  - 1982                                      Established Quality Assurance Association in Orlando
  - 1982                                      QAA conducts first group meeting in Los Angeles
  - 1985                                      Developed Professional Certification for Quality Analyst
  - 1990                                      Formal Examination Process launched
  - 1992                                      Developed Professional Certification for Software Tester
  - 2005                                      Developed Professional Certification for Project Management
  - 2008                                      New certifications launched for BA, Process Engineering & entry & master level for Testing & QA
- **Objectives**
  - To create a professional association for providing leadership in quality
  - Focus on professionals in information technology.
- **Core Activities**
  - Training & Education
  - Online Learning
  - Conferences
  - Research & Development
- **Facts at a glance**
  - Assessments and Certifications provided in 07 domains
  - 13 Professional Certifications
  - 02 Professional Assessments
  - 35,000 Professionals certified in 43 countries
  - Available in 135 countries at 3000+ locations
  - Recognized by over 400+ organizations worldwide

# The Top 8 Clients

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## ▣ TCS

5,000+ for CSQA

## ▣ Infosys

4400+ for CSQA and CSTE

## ▣ Accenture

2200+ for CSQA and CSTE

## ▣ Satyam

716+ for CSQA and CSTE

- CSC

879+ for CSQA and CSTE

- IBM

752+ for CSQA and CSTE

- Cognizant

711+ for CSQA and CSTE

- Syntel

623+ for CSQA and CSTE

- 35,000+ IT Professionals certified in 43 countries
- Available in 135 countries at 3000+ locations
- Recognized by over 400+ organizations worldwide



| QAI *BANGLADESH*

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**Facilitating** Operational Excellence

| QAI