

# Customer Engagement Model

Software Engineering

## General Software Development Lifecycle

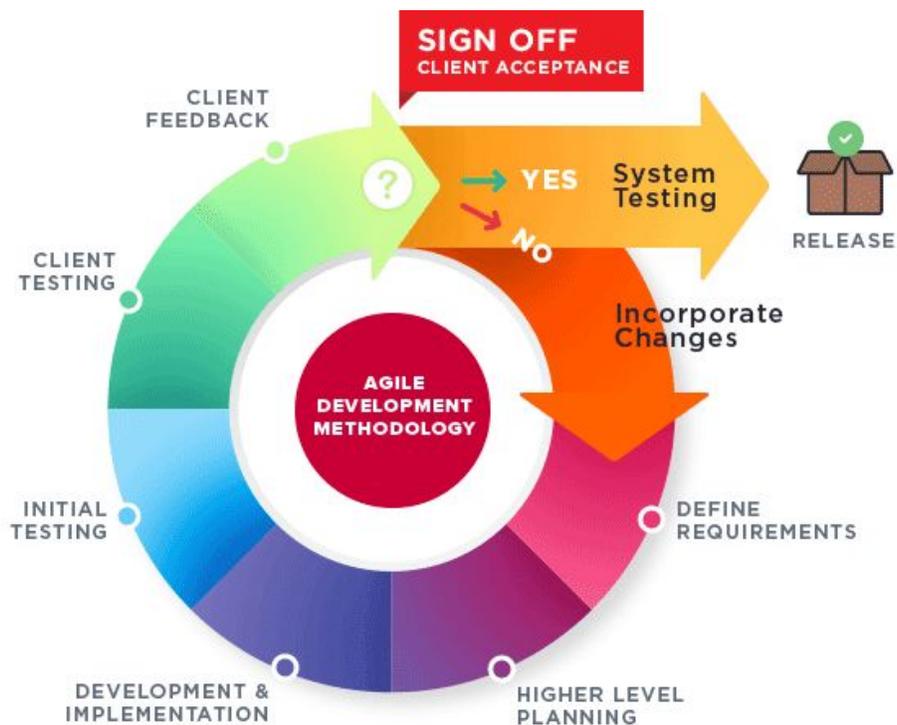
### Requirements Elaboration

We always ensure that we figure out what our customers actually want and that has been a rule of thumb for Saberion. We are also aware that there can be uncertainties in the project and that's why we have a sprint retrospective and we include our clients in the process of our development.

- Detailed Requirement Analysis
- Prototyping
- Requirement Evaluation
- Project Timeline Evaluation
- Project Costing Estimation

**Outputs:** Detailed Project Proposal & Prototype/Design

### Software Release Cycle



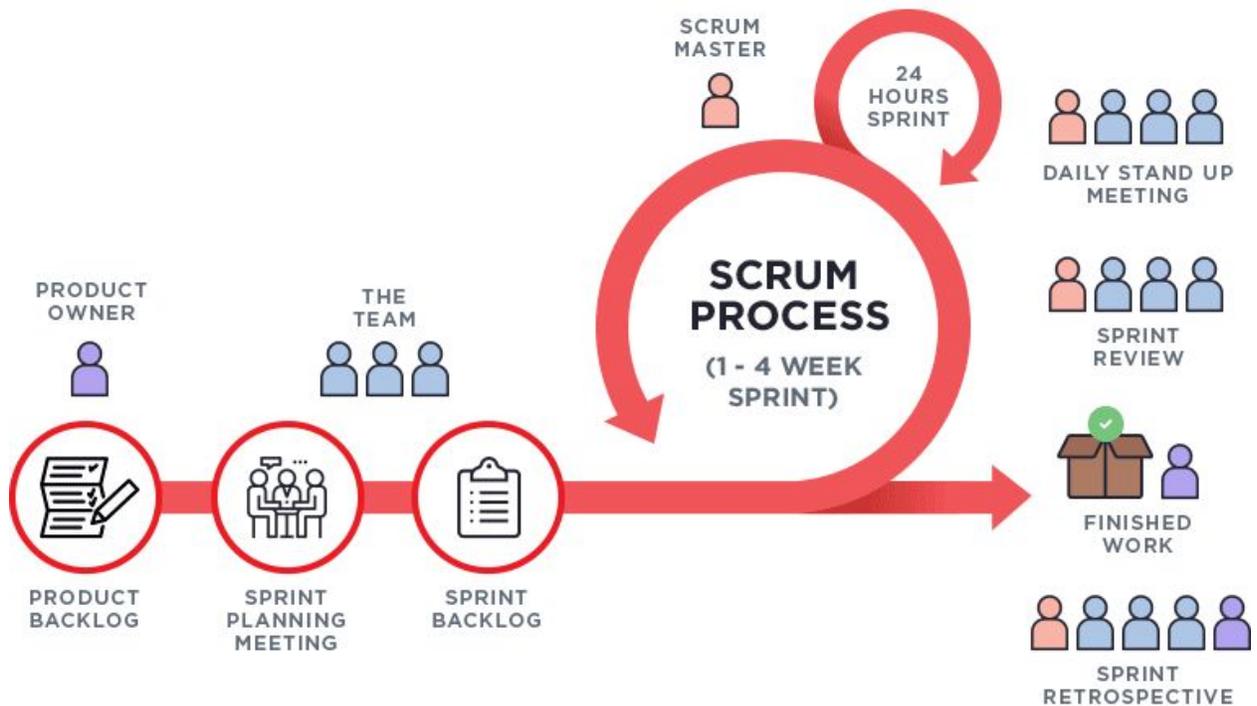
**Outputs:** Developed & Tested Software/Mobile Application

## Approach & Methodology

Agile development is an umbrella term for several iterative and incremental software development methodologies. The most popular agile methodologies include Extreme Programming (XP), SCRUM, Crystal, Dynamic Systems Development Method (DSDM), Lean Development, and Feature-Driven Development (FDD)

At Saberion we enforce the SCRUM project management technique as referred to above. This approach embraces short iteration cycles where releasable pieces of the software system are created. Releasable means also tested. Unit tested, system tested, functional tested, acceptance tested and often also performance and load tested.

The agile method of development covers project development from interface designing, development, testing, deployment and launch.



## The Sprint Plan

The entire project workload is broken down into short iterations or sprints so that the client is fully aware of any progress. Keep it simple and to the point. We talk about our client requirements more than the solution. As we believe that “Talk about what it should do for us.” That’s exactly to say how relevant – it is, but in short measure.

## How Sprints Work

1. Each sprint is preceded by a planning meeting, where the tasks for the sprint are identified and an estimated commitment for the sprint goal is made, and followed by a review or retrospective meeting, where the progress is reviewed and lessons for the next sprint are identified
2. During each sprint, the team creates finished portions of a product.
3. The set of features that go into a sprint come from the product backlog, which is a prioritized list of requirements. Which backlog items go into the sprint is determined during the sprint-planning meeting.
4. During this meeting, the Product Owner informs the team of the items in the product backlog that he or she wants completed (the ones with the highest priority).
5. The team then determines how much of this they can commit to complete during the next sprint, and records this in the sprint backlog.
6. During a sprint, no one is allowed to change the sprint backlog, which means that the requirements are frozen for that sprint.
7. Development is time-boxed such that the sprint must end on time; if requirements are not completed for any reason they are left out and returned to the product backlog.
8. After a sprint is completed, the team demonstrates how to use the particular component developed.

## Project Completion

Once the project is developed and the project closure documentation signed, we hand over everything to the client at no additional charge including all source files, designs and training. All our clients are empowered to either remain with Saberion for support and hosting or move to a third party of their choice.

Key points in our development methodology that help us to deliver great solution:

- Saberion fully embraces the Agile Development Methodology.
- Our project team leaders drive execution but they also empower the rest of our staff to work proactively on the tasks allocated.
- Our management team conducts daily project stand up meetings ensuring a hands-on and highly engaged approach to all our projects.
- A focus on self-development allows our employees to adapt rapidly and cost efficiently in response to changes in the business environment and the availability of new technologies for better and faster development.
- The entire project workload is broken down into short iterations or sprints so that the client is fully aware of any progress.

## Adopting the correct process to the context of the work and the client

Having worked with a variety of clientele over the past 15 years in operation our project managers and team leads understand the realities in any development project as well as use our processes to ensure that all uncertainties are worked out in a clear and definable process. Using this logic in line with the SCRUM development methodology and other processes defined in this document, we are proud to have a good track record of delivering projects on time and in budget.

- All source code are the property of the client and are handed over on completion of the website
- All client correspondences are handled via BASECAMP, an internationally acclaimed collaboration tool which tracks everything from issues to tasks allowing simple, transparent and timely correspondences between parties.
- A project lead will be allocated from Saberion to liaise directly with the appointed lead from the client team to avoid any confusion or delay.
- At every significant milestone the client and Saberion will sign off on documentation agreeing that the delivered functionality is of the quality acceptable to the client. Changing things after this may incur a time and cost however we believe in providing some flexibility depending on the volume of the change.
- We never restrict the client to a single visual but work with the client on a number of visuals until the client is satisfied to proceed.
- In short we believe in processes however we incorporate a degree of flexibility within these processes to ensure that we embrace the nature of the organization and the realities of every situation.