

# Resourcing And Staffing Solutions

Outsourcing Services in  
SAP Project Management



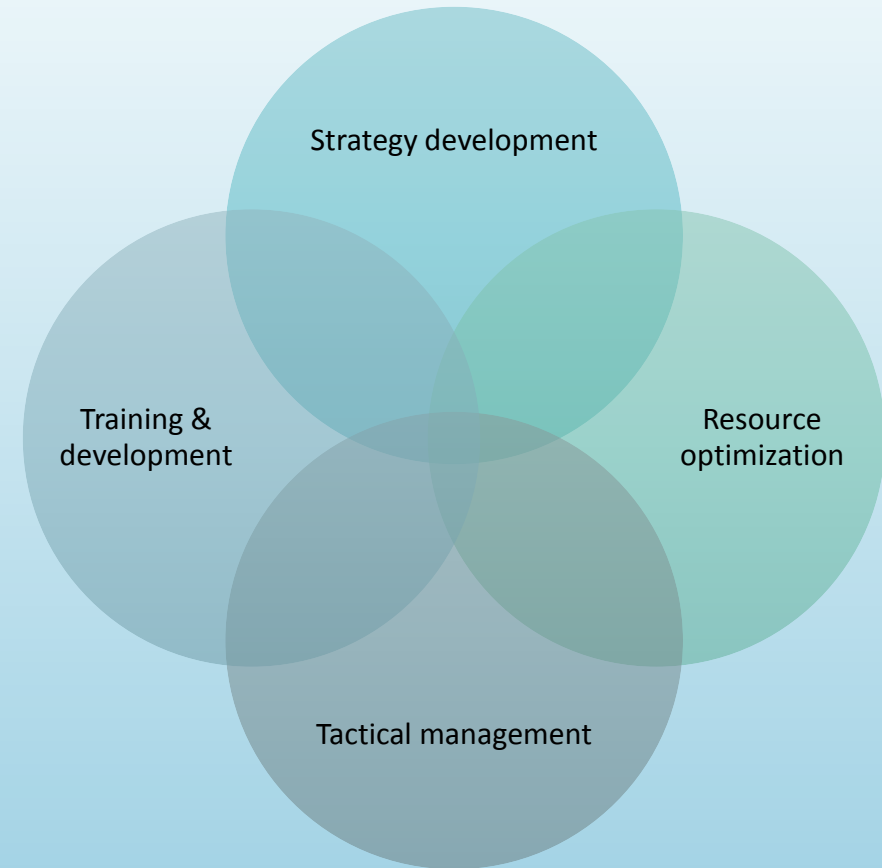
- Prozia Management Consulting Private Limited has been established in Year 2013, as an ERP consulting company with business interests in SAP consulting and business transformation related services.
- It is established by a group of experienced professionals, with 35+ years of experience in SAP consulting, IT service, transformation projects & project management.
- Our consultants have assisted numerous enterprises in various categories such as **Food & Beverages, infrastructure, utilities, retail, SMB's, Pharmaceuticals, chemicals, oil and eCommerce** to support implementations and continual improvements beyond project plans.
- PMC offers the complete outsourcing solutions in SAP project management such as staff recruitments, skills subcontracting, virtual team management, skill trainings & certifications, project team development and other soft skills.
- PMC Key Value Proposition is derived from its complete range of solutions to transform your IT projects into revenue producing assets:
  - Fast-track skills development, leveraging vast network of consultants and recruitment partners, handling outsourcing specialized tasks and hence optimizing costs.
  - Mitigate resource related delivery risks by deploying the most appropriate skills that results from the deep rooted understanding of business needs and project requirements.

## Introduction

- IT projects with varied complexities need specialized resources and skills.
- The ever increasing use of Jargons and overlapping technologies with fast turn around release deployment schedules
- The need to optimize delivery cost and cope up with on-demand timelines.
- Hybrid onshore and offshore delivery models keep the project schedules dynamic.
- Delivery Managers need varied resourcing options and alternatives.
- PMC offers the flexible recruitment & staffing solutions based on the outcome of the detailed due diligence:
  - Propose the right mix of skills including subject matter expertise
  - Keeping pace with new release and fast evolving digital technologies by skill development programs
  - Response to the skill subcontracts and executing outsourced tasks
  - On the fly resource deployment by implementing real time hiring business processes
  - Building a pool of shared resources across projects that are driven by well grounded program management teams
- Also consider ongoing support to help you respond to changes in your projects.

## Business Opportunities

- To help the delivery teams achieve their objectives, PMC can provide support in the following areas:
  - Project Staff Deployment
  - Skills Subcontracting
  - Virtual Team Management
  - Co-located War Rooms
  - Skill Trainings and Certification
  - Project Team Development
  - Soft Skills
  - Resource related Risk Management



## Our Services

- PMC Offers competitive pricing in both Fixed time/cost OR Hourly basis method.
- Pricing Basis:

Type of Hires	Cost
Direct Hires	12-20% of GAS*
Contract Hires	Fixed hourly cost
Freelancers	Fixed hourly cost

Outsourcing Service Heads	PMC Cost (%)**
Project Staff Deployment	80
Skills Subcontracting	70
Skill Trainings and Certification	60
Project Subcontracting	65
Subscription Outsourcing Service	75

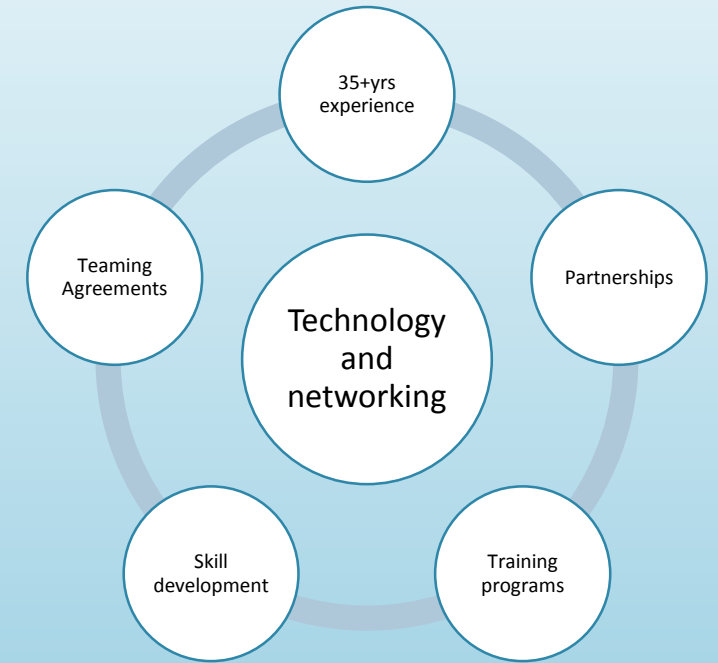
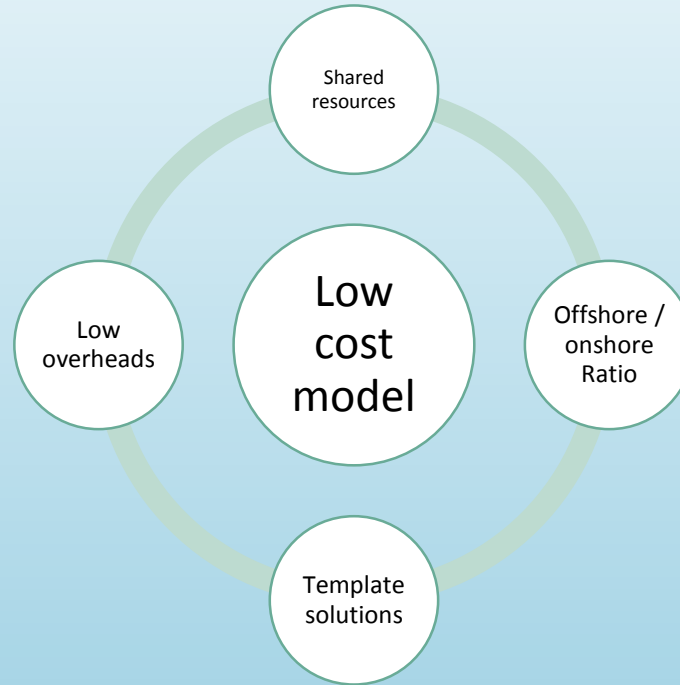
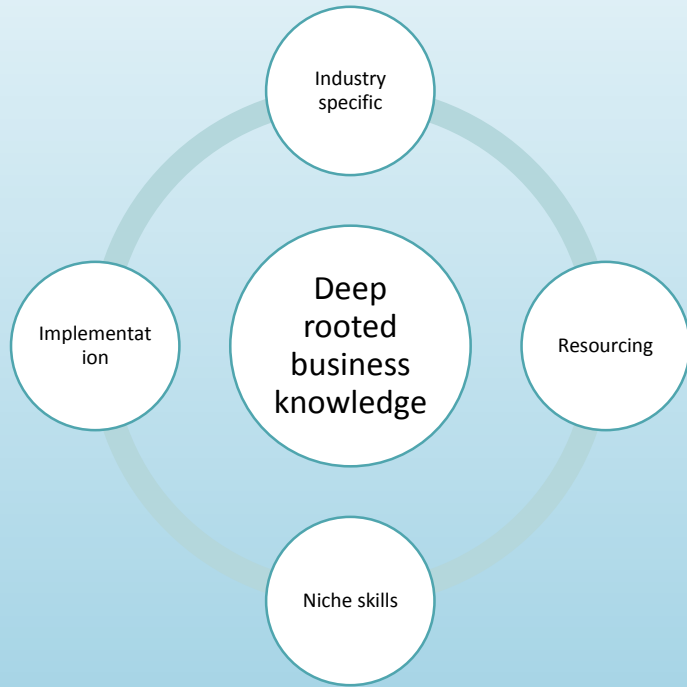
- \* Gross Annual Salary
- \*\* Cost Comparison with market Standards

## Cost Comparison

*According to a survey of 945 IT professionals, **more than 50% of the respondents said they expected to see significant cost savings by outsourcing.***

*Fewer organizations said their objective in outsourcing was to make companies more competitive in the market.*

*Gartner Inc., 2006*



# Our Strengths

- PMC offers resourcing and staffing solutions that provide the following benefits:
  - Investment in our resource models is an investment in your project's success! PMC helps its partners in:
    - Know your customer
    - Know your competition
    - Timing is everything
    - Track and adjust
  - Optimize cost, mitigate risks, Outsourced skill development programs
  - Leveraging the network of recruiters and resource partners
  - In-house training assignments and internships
  - Fast track skill development for specialized project needs
  - Partnering with education institutions to build talent pool
  - Focus soft skill training in building core consulting skills
  - Vast network of recruitment partners for localized needs

## Key Benefits of PMC's Outsourcing Service

- We follow a structured approach that aligns with the resource related best practices.
- PMC's Roadmap:
  - To commission service from PMC:
    - Define the project
      - First, we'll hear you to define your project.
- Submit a recruitment proposal
  - Then, we'll submit a proposal for your evaluation.
- Begin the service
  - When the proposal is approved, we will propose an experienced team to meet the required objectives and on board the team.
- Provide ongoing support
  - We will continue to work with you after we deploy the resources so you get the most value out of PMC's experience.

## Next Steps



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