Case Study
Realization Technologies

talentica
SPREAD YOUR WINGS

It's a combination of the one team approach, quality of developers and transparency that makes Talentica such an attractive partner to work with. We have been working with them for the past four years now, and they are an integral part of our R&D team.

- Ravi Shankar, VP - Engineering
Realization Technologies

Domain

Execution & Project Management Solutions

Product Vision

Help large organizations execute projects efficiently and faster

Strategy

→ Global product development team.

Results

→ Expanded Market
→ Better Product
→ Top Management could focus exclusively on business growth
→ Reliable Offshore R&D team that functions like the core team

Key Statistics

→ Duration: Ongoing since last 3 years
→ Engagement Model: Dedicated Development Team with option to transfer ownership.
→ Team Size: 20

Realization Technologies offers execution and project management solutions to help organizations increase speed and efficiency. Organizations such as Boeing Space & Intelligence Systems, P&G, US Air Force and Amdocs use their products for engineer-to-order manufacturing; IT systems development; maintenance, repair and overhaul; new product development; and other project based operations.

The Product

Concerto, Realization's flagship product, is based on Dr. Eliyahu M. Goldratt's theory of "Critical Chain Project Management". Projects managed using the critical chain method have a far greater chance of delivering the required outputs on time and on budget than those managed any other way. Concerto enables and enforces execution management rules: pipelining of projects so that resources are not spread thin; ensuring that planning estimates do not become execution commitments; and providing execution priorities and early warning signals.

Outsourcing Strategy

Realization Technologies joined hands with Talentica in 2006. They primarily wanted a team which could work on new functionalities since their core team could not spare much time from resolving customer implementation issues.

Talentica Execution

We helped Realization by taking over the research and development of the product. The challenge was to enhance the overall product in harmony with the aggressive customer-specific releases which left no room for error.

Initial Setup

We began with a small team to jumpstart operations. The team ramped up to ten times the size as Realization gained confidence in Talentica. The R&D team presently comprises 20 members who add further value to Realization's product.

Technology

→ Languages: C++, VB.NET, ASP.NET, JavaScript

→ Database: Oracle , SQL Server, Access

→ Tools: Visual Studio, MFC, COM/DCOM, .NET, SilkTest, Wise, InstallShield, Badboy, OpenSTA.

Working Together

Team members interact with each other on a regular basis via Skype, Webex, emails and phone. Besides, the global team is also part of Realization's daily Executive Management Meetings, where goals are set in alignment with the prevalent customer demands. This ensures that the team has a clear understanding of the requirements of the end users.

Team members also interact directly with the implementation team of Realization. This saves time spent in creating detailed product specifications.

Managing Product Complexity

With the growing number of customers, the number of product enhancements also increased. It was important to deliver a well-coded, thoroughly tested product to each customer with their required set of features within the given deadline.

With the help of the global team, Realization shifted the entire framework of the product from ASP to ASP.Net to make it more agile, scalable and browser independent. The shift from manual testing to automated testing made the product more reliable. With the help of knowledge brought in by the global R&D team, a host of new features were added to make the product robust and comprehensive.

Results

A Dedicated Team

Realization got a dedicated research and development team that
→ Enhanced the product performance drastically,
→ Helped them focus on business productivity and capture various market segments,
→ Reduced the turnaround time for customer requests

A Successful Solution

Today, Realization is a name in the MRO (maintenance-repair-overhauling) and Engineering-to-Order (ETO) industry. Some of the organizations who improved their operational performance with the help of Realization are Delta Airlines, French Air Force, US Air Force, BHP Billiton, TATA Steel, ABB and US Marine Corps to name just a few. Realization has also achieved breakthrough success in the IT industry by reducing the project cycle times and increasing the throughput by a significant 25 per cent.

Talentica Software (I) Pvt Ltd

USA: +1 408 332 5790
India: +91 20 4075 1111
Email: info@talentica.com
Web: www.talentica.com