



PROFILE OF TECHNICAL SKILLS – AGNI SOFTWARE (P) LTD

Welcome to Agni's Technical Profile. What follows is an introduction to Agni Software, broad areas of our expertise and a brief description of projects that we have undertaken. Kindly read through the profile and if you have any comments, suggestions or proposals, please contact us at:

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Agni Software is a software development company in India specializing in business automation solutions using Delphi and Visual C++. We offer high-quality development services for off-site or remote development. Our developers work to achieve the highest productivity levels to give you the best value for your money.

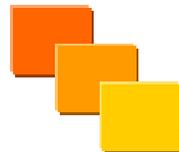
Having started in March 1998, we at Agni Software have focused on building business solutions for companies in India and abroad. In this process we have developed expertise in various technical areas, which we have listed below.

We have also included a small paragraph on outsourcing, addressing your concerns and questions.

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TECHNICAL SKILLS

✦ **Web Services / SOAP**

The Simple Object Access Model is the new and revolutionary way to access services over the Internet. A new technology, SOAP has been actively supported by a number of companies including IBM, Microsoft, Sun and Borland (with the Delphi 6 release). Apart from being an effective way to provide and access services on the Internet, SOAP is also useful for interoperating between different languages and different operating systems. Agni Software has a research team working on SOAP, with our developments mapped out at <http://www.agnisoft.com>

✦ **Microsoft .NET Framework:** We have worked with the Microsoft .NET framework since its early betas in 2000. We understand and have worked with the C# language, VB.NET, ASP.NET. Also part of our research have been Remoting, multi-tier applications using Datasets, Web services, Interoperability with COM and Windows DLLs and Mobile applications using the Mobile version of the framework.

✦ **Borland Delphi:** All of us have a sound Delphi background, and have been working with Delphi since version 2 (The latest is version 7). We have developed components, Wizards, Internet applications (CGI/ISAPI) and Developer tools in Delphi. We even sell products for Delphi, such as HawkEye, a Delphi Component Debugger, and Explorer Enumerators, our custom component set. You can find more information about these tools on our web site at <http://www.agnisoft.com>. Borland Software Corporation has chosen us as Tools and Developer Partners for Delphi.

Most of our products have been developed in Delphi. We have a number of Visual Control Library (VCL) controls and components designed for in-house use in our products. Our web site is also a place to buy Explorer Enumerators, the Delphi components that emulate the Windows Explorer. Some of the other areas we've worked with:

- a) MIDAS (on Delphi 5 and 6), with BDE and ADO. We have built MIDAS servers and clients that work on DCOM and sockets.
- b) BDE/ADO connectivity, DBISAM databases, InterbaseExpress components, Oracle components, ASTA.
- c) Component development: We have been building components for three years, both for internal use and for distribution. We have a number of free and commercial components on our site (<http://www.agnisoft.com>).
- d) C API conversion - Since we also work on Visual C++ , we are able to convert a number of C/C++ APIs for use in Delphi. Our current work is on the ADSI headers, with some other Windows 2000 headers in the pipeline.

★ **Component Object Model (COM) and COM+**

At Agni, we have used COM in a number of ways. We have studied COM in depth: we were the leading corporate trainers in COM and Active Template Library (ATL) technologies in Bangalore, having trained developers at IBM India, Wipro, and Satyam Software. (we have since moved our focus out of training and into software development)

We have developed COM Automation Servers for Active Server Pages (ASP). One of them is commercially available as AspPostIT (<http://asppostit.glopro.com>) Apart from this, we develop COM Automation Servers for internal use in our Financial Accounting Package, Agni Finacc.

We have researched and developed Single and Multi-threaded Apartment servers and clients for them. We have used DCOM in our training courses for demonstration. While developing a MAPI client, we have researched using MAPI interfaces and using structured storage.

We have also used COM in MIDAS, with some tweaks to make it easier to port projects to a multi-tier system. Our developers are also researching COM+ in Windows 2000, to be able to integrate some of the new concepts more easily into future applications.

★ **The Internet** - Common Gateway Interface (CGI), HTML/DHTML, VBScript/Javascript Active Server Pages (ASP) , ISAPI.

We have built ISAPI applications, ISAPI filters and ASP components. We have a commercial ASP component at <http://aspcom.glopro.com> .We have built CGI exe's and used VBScript/Javascript in commercial applications.

★ **Microsoft Transaction Server (MTS)**

MTS is an NT 4.0 technology that we have used it for transaction management. MTS has been helpful in developing server components and for simplifying development of out-of-process COM servers.

★ **Extensible Markup Language (XML)**

XML is a fairly new technology, and most tools for XML are in their infancy. Even so, we have been in touch with progress in this area and have built middle tier solutions using XML. At this time, we have a rudimentary XML parser built, mostly for in-house use. Some of us will be presenting technical papers on this technology in international conferences.

★ **Active Directory Services (ADSI)**

We are resellers for Hosting providers M6 (<http://www.m6.net>) in India. We use ADSI to administer the server and for installing our client sites on Internet Server 4 automatically, creating users, registering components in MTS and in creating mailboxes.

★ **OLE and Windows Shell programming:** At Agni, we've built Shell extensions like context menus, virtual folders, etc. As part of SmartBackup (a tool developed for a client in Germany) we wrote a Shell Extension that added items to the Shell context menu. We've developed a custom Task bar too.

★ **Visual C++ 6.0:** We have developed Client Server Applications, OLE Controls and Multimedia presentation tools in Visual C++. Our experience with Visual C++ goes back to 1995 : some of us were involved in developing ActiveX controls and Shell extensions back then. Now we use Visual C++ to build ATL components for size and speed. Visual C++ is more useful in the middle tier now, where we require cross-network (DCOM) and cross-process functionality.

★ **Active Server Pages (ASP):** We are well versed with ASP technology: we have used it for developing both Intranet and Internet applications. ASP fits in as a presentation layer for our components where we choose to use the browser as a client.

★ **Financial Accounting:** We have developed financial accounting software and business management packages for our clients in India and abroad. The solutions we have provided include automation of business processes (production cycles, remote location management etc.), financial accounting solutions (payroll, accounts receivable/payable, invoicing, bank reconciliation, balance sheet generation etc.) and Resource management (inventory control, attendance recording, bar code generation etc.).

We have been working with a client in the US (whose name we cannot disclose because of an NDA) to provide modules for business automation and financial accounting, including bank reconciliation, accounts payable/receivable, inventory management, sales/purchase orders and job scheduling.

★ **Client Server Databases:** We have worked on Borland Interbase, Sybase SQL Anywhere and Microsoft SQL Server. These form the data layer in our n-tier applications, and our COM components interface with this layer either directly or through other middle tier components. We have a very good working knowledge of SQL and database optimization – we use this in designing our applications.

★ **Socket Programming:** We have developed a number of programs on Windows 95/NT, which communicate through TCP/IP. We have used the Winsock Implementation for all our programs. We frequently use sockets to communicate with POP, FTP and HTTP servers for low-level calls that commercial components do not support.

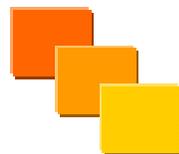
★ **VCL Components:** In the component arena, we have designed and developed many components for Delphi 2.x/3.x and C++Builder. Many of these components are available on the Internet, and for download at <http://www.agnisoft.com>

★ **Internet Commerce:** We have worked with CyberCash, ICVerify and SSL/SET security specifications.

With this broad range of experience, we believe we would be very suitable for your goals in software development.

Our aim is to provide software solutions for corporate and enterprise applications on the Windows platform. Windows 9x and Windows NT (and now, Windows 2000) are where our main skills lie. (We are currently researching development on COM+ and Windows 2000). We intend to provide a great value added service, where long-term associations will blossom. *If your goals are similar, this would be a great opportunity for us to work together.*

Our development center at Bangalore, India has the latest infrastructure, including multiple servers for testing and deployment. Our greatest asset, of course, lies in our people, with whom we can craft great products and solutions.



PROFILE OF PERSONNEL

First, a small note about the founders of Agni Software:

Chirag Patel

As the Managing Director and Chief Operating Officer, Chirag has been actively involved in the development and marketing of Agni FinAcc. Having worked for two years at Icode Software Pvt. Ltd. as a team lead and consultant, Chirag works closely with customers to help address new focus areas, product offerings and customizations required.

Chirag holds a B.E. degree in Computer Engg. from M.S. Ramiah College of Engineering, Bangalore.

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Arun Kumar

Our Chief Technical Officer, Arun Kumar, manages and builds the Agni Technical Team. He has been responsible for working with all our service offerings for clients in India and abroad. Arun has also conducted many corporate training programs for companies such as IBM, HP and Wipro.

Arun holds a B.E. degree (Computer Engg.) from K.R.E.C. Surathkal

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Deepak Shenoy

Agni's Chief Executive Officer, Deepak Shenoy has been actively involved with the marketing of Agni Software's services. He builds relationships with customers and visits them on occasion. He also writes technical papers for magazines worldwide, and presents in conferences all around the world. He is also a member of TeamB (www.teamb.com), a group of highly qualified technical professionals selected by Borland to provide newsgroup support to Borland users worldwide.

Deepak is a B.E. graduate (Computer Engg.) from K.R.E.C. Surathkal

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What follows is a list of key personnel here at Agni Software, including the skills they have and the projects they have worked on.

1. Project Manager and System Architect

Qualification: B.E.

Experience: 6 years

Skills:

Tools and technologies: Borland Delphi 5,6,7 Visual C++, COM/DCOM, Midas, ISAPI/Web technologies, XML/XSL, SOAP/WSDL and Microsoft .NET technologies

Databases: Interbase, Oracle 8i, Microsoft SQL Server, Sybase

Projects worked on:

- a) Insurance Project : (Current) Architect
- b) Accounting project: Project lead and manager, wrote data access and client code, converted to 3 tier using Midas.
- c) Healthcare project: Project manager and lead programmer, wrote core modules.

2. Project Manager

Qualification: B.E.

Experience: 6 years

Skills:

Tools and technologies: Borland Delphi 5,6,7, Visual C++, COM/DCOM, Datasnap, XML/XSL, and Microsoft .NET technologies, Borland Websnap. Databases: Interbase, Microsoft SQL Server

Projects worked on:

- a) Fax server and Form Designer: (Current) Project manager
- b) Accounting project: Project lead, wrote data access and client code, converted to 3 tier using Midas.
- c) Mapi Client: Programmer and project lead, wrote entire MAPI access architecture from Delphi.

3. Project Lead

Qualification: M.C.A.

Experience: 3 years

Skills:

Tools and technologies: Borland Delphi
5,6,7, Visual C#, COM/DCOM, Midas,

Databases: Interbase, Oracle 8i,

Microsoft SQL Server

Projects worked on:

- a) Insurance Project : (Current) Lead programmer, writes Delphi code and stored procedures.
- b) .Net Components Designer and Programmer

5. Project Lead

Qualification: B.E.

Experience: 9 years

Skills:

Tools and technologies: Borland Delphi
5,6,7, Visio, UML,

Databases: Interbase, Microsoft

SQL Server

Projects worked on:

- a) Visio Research project – analysis and design.
- b) Insurance Accounting – Project management.

6. Software Engineer

Qualification: B.E.

Experience: 2 years

Skills:

Tools and technologies: Borland Delphi
5,6,7, Visual C++, Graphics APIs such
as Open GL and DirectX, 3D Graphics

Databases: Interbase

Projects worked on:

- a) (Current) Writing the graphical engine for the visual representation of the printing process, for the Print Automation Software.

7. Software Engineer

Qualification: B.Sc.

Experience: 2 years

Skills:

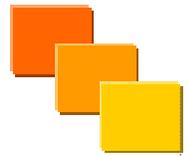
Tools and technologies: Borland Delphi
5,6, Midas, Communication
technologies, Internet development

Databases: Interbase

Projects worked on:

- a) Printing Automation Project:
Building the back-end engine for
rule processing and accounting.

Agni currently employs 20 full time software development personnel. Apart from those listed above; we have QA Engineers, Deployment and Support Engineers, a Pre-sales and Marketing team, and a functional team for Architecture and Analysis.



HOW DOES OUTSOURCING WORK?

Outsourcing is a leap of faith for most: after all, it's difficult enough to hire talented people where you are, so how can you trust someone you've never seen or spoken to? We understand your concern and consider building this very trust as the basic building block of a good relationship.

A few of your questions would be:

1. *How will I assess your skills without losing too much time or money?*

We encourage you to give us a small module or project just to test our skills. We'll do it at no cost to you – if it takes longer than a week, we'll charge you lesser than our hourly rate so you can evaluate us without loosening your purse strings.

It's most important for us to build good relationships with our customers – the money is secondary.

2. *How does the time zone difference affect all of this?*

India is GMT+5.30, which means we're 9 and a half hours ahead of EST and 12 and a half hours ahead of PST. (We do not change time for daylight savings here in India, so in winter the difference becomes 10 and a half, and 13 and half hours respectively)

The difference means that we work as you sleep, which could be to your benefit. If you send us with a spec when you leave your office, a large part of it could be implemented when you check in the next morning.

Of course, this time difference also means that if there are any doubts or clarifications, they need to wait a day to get clarified. To avoid this, we suggest arranging meetings online (say a chat on ICQ, or even a conference call) in the morning your time – we'll stay late so that things can proceed smoothly.

3. *What do I need to do?*

Outsourcing requires some work on your part too. The specifications would need to be clear and detailed. Communication from both sides has to be constant – we will mail everyday even if it is to only say, "Done". Some of the other things that are to be considered are code reviews (for you to see how we code), code transfers (backups, version source), FTP or HTTP sites for data transfer and bug reporting (we have a format for this).

4. *What about payments?*

If we bill you per hour, we will send you time logs of work done every week. We can also work on a man-month basis, where you pay a fixed priced per developer per month or on a fixed-cost basis, where we give you a quote for a project.

Payments could be once a month or, in a fixed cost scenario, spread across milestones of a project.

We hope this has answered some of your questions. If you have any other clarifications, please don't hesitate to contact us at info@agnisoft.com.



COMMUNICATION SKILLS

One more aspect to consider is our communications skills: a concern you will have when contracting work to remote developers. We speak English at our office and are very comfortable in both the written and spoken forms of the language. Communication with our clients has almost entirely been on email - so we give you a guarantee that you will get a reply for any email within 12 hours on weekdays and within 36 hours on weekends.

We aim to make our communication lucid and precise – it should leave no doubt in the mind of the reader. This leads to a benefit in time – if something is clearly understood, then development can proceed faster.

Our focus is on sculpting better relationships with our clients - we provide unconditional support for all our software, including the free components and code we distribute.

If you like what you have just read, please don't hesitate to contact me at shenoy@agnisoft.com or at the phone/fax numbers below. I can give you a cost proposal, references or other details you need. We can work together towards a good partnership.

SOFTWARE DEVELOPMENT PROJECTS

We have listed below a few of the projects that we have developed. This may give you an insight into our development capabilities. If you are interested in a particular project, we could arrange for a demonstration so you can see them working.

<p>PRINTING INDUSTRY AUTOMATION (CUSTOMER NAME WITHHELD DUE TO AN NDA)</p>	<p>The product provides for a graphical and 3D view of the printing process, and has in build support for controlling and monitoring a number of printing machines from a PC. The system is multi-tier, and can be worked with over the Internet.</p> <p>This product is being built by us and is marketed by our customer in Canada.</p> <p>REFERENCES AVAILABLE ON REQUEST</p>
<p>INSURANCE PRODUCT (COMPANY NAME WITHHELD DUE TO AN NDA)</p>	<p>We are currently building a complete insurance solution for the U.S. market. This solution is a complete n-tier system, allowing easy integration of multiple branches of an agency over the internet.</p> <p>REFERENCES AVAILABLE ON REQUEST</p>
<p>HEALTHCARE PRODUCT (COMPANY NAME WITHHELD DUE TO AN NDA)</p>	<p>We have built two complete solutions for psychiatric evaluation, for a company based in the East Coast of the US. These products work over MIDAS and ASTA (one on each) and are usable as thin clients over the Internet.</p> <p>This gives us the power to define diagnostic logic at the server, since all the data resides there. The need for security is very critical, so we have encrypted data at the database level, and during transmission. There are additional encryption levels (header mangling etc.) of data for special kinds of data.</p> <p>We have used Borland Delphi 5 for both projects..</p>
<p>ACCOUNTING SOFTWARE FOR THE US MARKET (U.S. BASED CUSTOMER)</p>	<p>(Product name withheld due to an NDA)</p> <p>We have developed modules for an accounting package currently being sold in the US. We have worked with Accounts Payable/Receivable, project accounting, Inventory management, Job scheduling and Bank reconciliation. The product is being developed in Delphi.</p> <p>REFERENCES AVAILABLE ON REQUEST</p>

ACCOUNTING AND PAYROLL
APPLICATION

(U.S. BASED CUSTOMER)

This application is built for automating county management. It contains modules for payroll, accounting and reporting.

We are currently moving the entire project to a multi-tier version, where thin clients will be available to use data off an internet based server. We use Midas, largely because we need to support Sockets, DCOM and Corba as mediums of transport.

Our customer is based in Pittsburgh, PA. **REFERENCES AVAILABLE ON REQUEST**



FINACC

FinAcc is Agni's first product for the Indian market. An extremely simple and effective financial accounting solution, FinAcc includes advanced support for Inventory management and Invoicing too. FinAcc has a very intuitive interface with "assistants" that help you at every step.

FinAcc is currently being used by over 40 organizations in India. We are aggressively selling it, and will further this by developing add-ons for Internet commerce.

FinAcc has been released all over India in November 1999. Check out www.fin-acc.com for features and updates.

Tools Used: Borland Delphi 5



CONTROLLER

Cantor Controller is a tax automation system sold by Cantor AS, Aalesund, Norway. The product automates the entire year-end/mid-year taxation and even generates the Tax forms required by the Norwegian Tax department. We have written an advanced report generator and document editor that companies use to generate balance sheets, board presentations etc. We have also been involved in the overall design of the product.

Take a look at the features at <http://www.cantor.no>



HAWK EYE

Hawk Eye is a suite of component debuggers for Delphi's components. This suite is the only one of its kind. The suite consists of:

- ◆ **The component debugger:** This is unique in the way it allows design time debugging and runtime debugging at the click of a button. It helps debug property editors and component editors along with debuqaing the component itself. It offers the same



environment as Delphi, so programmers don't have an additional learning curve. It has a complete component platter, an object inspector, a form designer and a log window.

- ◆ **EyeSpy:** This is a runtime spy that you can use to check what messages are fired at which time, find out the values of properties of both visual and non-visual components at run-time, and log all activity on forms.

*Tools Used: **Borland Delphi 3, Borland Delphi 4***

OTHER PROJECTS

We have implemented many other projects, a few of which are listed below.

1. DELPHI VCL COMPONENTS

We have developed plenty of VCL components for varied purposes, some for internal usage in various projects and some for the shareware/commercial segment. Our components include data aware components, UI enhancing components, utility components, system level components etc. Some of the key components include

1.1 SIMPLE SMTP MAIL

This component can send email to a user (or a list of users) given an (or their) email address, a subject and a message body. This component uses sockets to send SMTP commands (as per RFC) to communicate with the SMTP server.

1.2 TRAY ICON

The Tray Icon, is a very simple component, which allows a programmer to place an icon on the tray portion of the Windows task bar. One can also associate a popup menu, which will appear when a right mouse button is clicked on the icon and single and double mouse clicks.

1.3 CATCH IT

Use Catch-it to trap any windows messages to controls and components. Delphi does not allow graceful handling of Windows messages, unless you use the events provided by it. Catch-it allows you to trap any Windows message and handle it in your own procedure. You can manage all these procedures visually...this is the true value in Catch-it.

2. MAPI MAIL CLIENT

This is a mail client that parallels the Microsoft Exchange Client. It can perform regular functions of any mail client like logging on, sending and receiving messages, intimation on arrival of new mail, opening of a custom PST (Personal Storage) file and configuring profiles. In addition, the program supports In-place activation of OLE objects, particularly those specific to a business automation package that this mail client will be provided with. For example, on receiving an invoice by email, the mail client will bring the invoice within the same window as the email text (not as an attachment). This program supports email addresses stored in Personal Address Book (PAB) files generated by Microsoft Exchange and those in the contact database in the Business Automation Package. Messages can be sent to individual recipients or to a personal mailing list.

This program was made using the OLE messaging library (IMAPI). Simple MAPI proved too rudimentary for such an application.

Feel free to contact us at the below mentioned phone, fax or email, or visit our web site for the latest information.



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