

## ► Engagement & Pricing Model

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Acuita is focused on building long-term strategic partnership with its customers. With this goal in mind, we provide the flexibility that best serves your unique business requirements thus ensuring a successful outsourcing partnership with us. You have the option to select one of the following pricing models: fixed price, time & materials, ODC as well as combine one or more available models to suit the various phases of your project on custom software, web or database design and development .

## ► Fixed Price Contract

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Fixed Price model is suitable for projects with well defined requirements and schedules. When your need is clearly specified in sufficient detail, Acuita estimates the project scope and complexity, and provides a project delivery schedule along with the fixed price for the complete product development. Under this business model, Acuita ensures quality delivery of the final product within a pre-scheduled timeframe, and the customer pays a mutually agreed fixed price for the project implementation.

The primary advantage of the Fixed Price model consists in allowing the customer to determine exactly the project budget in advance. However, in comparison with the Time & Materials model, Fixed Price contracts tend to be less flexible for managing changes and additional features requests. Any requirement changes or new feature requests occurring during the project implementation process will cause a re-negotiation of the delivery schedule and price.

## ► Time & Materials Contract

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When the project scope, specification and implementation plans cannot be precisely defined at the outset or requirements may change dynamically during the project implementation process, the Time & Materials model provides the flexibility of modulating the size and workloads of the development team assigned to your project, while optimizing time and costs. Under the Time & Materials option, Acuita offers its skilled resources, and the development effort is billed at the end of every month based on the pre-negotiated and mutually agreed hourly rate. Hence, the total project cost is determined by the amount of time and resources expended.

The advantage here is that the Time & Materials model offers you a high degree of flexibility to alter specifications, accommodate unplanned activities rapidly, and adjust project resources based upon your evolving requirements throughout the software development process. Acuita also provides you with the flexibility to switch to the Fixed Price model once the project scope becomes clearly defined and the requirements are firmed up.

## ► Offshore Development Center (ODC)

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Through the Offshore Development Center Acuita offers its customers a strategic outsourcing partnership, providing a pool of highly experienced IT professionals with a wide range of skill sets and proven technology practice areas along with the infrastructure dedicated to your projects. Acuita Offshore Development Center can be integrated with the customer's existing processes to fully support design, development, quality assurance, version control, backup and recovery, thus operating as an efficient and seamless extension of the customer's software development facilities.

The Offshore Development Center comprises a dedicated team trained on your line of business, systems and processes, this team can be changed in size when necessary ensuring quick response to your resource requirements. Empowered with transparent project management and progress tracking processes coupled with high-speed communication infrastructure, our clients have full control over the offshore team committed to their project.

Through setting up an Offshore Development Center and working with a dedicated development team, our customers can enjoy all the benefits of the offshore outsourcing, including cost-effective resources, flexibility and time-to-market advantages.