

## Accelerate Your ERP/CRM Investments

*FocusFrame is a global leader in business technology optimization (BTO) consulting services. We can partner with you to reduce risk, time, and cost across your business application lifecycles.*

In today's global economy, IT is an essential strategic resource—as important as finance or sales. Yet Meta Group reports that “more than 75% of line-of-business managers perceive IT to be failing or lacking credibility.” Standish Group notes that “only 9% of technology investments were completed on time, on budget, or within scope, and 29% failed completely, wasting \$80 to \$140B per year in capital investments.”

At FocusFrame, our mission is to solve these problems—providing comprehensive BTO consulting services that help your company reduce cost, put less strain on its workforce, improve time to market, minimize errors, and drive an overall higher ROI on IT investments. Since 2000, we've helped hundreds of global companies—including Allstate, AT&T, BMW, Cisco, Ikea, Johnson & Johnson, Oracle, and The Home Depot—to find new ways to optimize IT and gain a competitive advantage.

### Accelerate Productivity with BTO Consulting Services

BTO is a process that optimizes every aspect of development and production to meet business goals. Addressing key processes across each stage of the business application lifecycle, it bridges the gap between business and IT, helping you achieve strategic objectives in the most efficient way possible.

FocusFrame BTO consulting services are based on a Center of Excellence strategy. We recommend the standards, solutions, and staff you need to transform IT and testing organizations across your enterprise—while providing decreased costs, lower risks, and higher ROI such as:

- Up to 400% more testing with same or lower headcount
- Up to 75% reduction in production defects
- 800% reduction in application downtime
- 4x performance gain with no additional hardware
- 75% improvement in mean-time-to-resolution for problems

2006, 2005, 2004, and 2003 winner of the Mercury BTO Partner Awards

Deep Big 5 consulting experience drives innovative methodologies and proven results

Innovators of testing accelerators—pioneers in the development of business process testing

Global presence—worldwide development centers and 24/7 onsite, near-shore, and offshore capabilities

Independent subsidiary of Hexaware Technologies, providing resources worldwide



## Accelerate Functional Testing with BPT Accelerator

Our BPT Accelerator is powerful software that automates the testing of your core system applications. Rather than force programmers to scrutinize line after line of code, the FocusFrame BPT Accelerator rapidly executes full suites of regression tests to verify that changes to the system do not introduce defects into production. Using the BPT Accelerator, your IT teams can rapidly isolate and diagnose defects, eliminate human error, and put FDA- and other government-regulated applications through all necessary checkpoints.

We offer custom versions of the FocusFrame BPT Accelerator for SAP, Oracle, PeopleSoft, and Siebel applications. Because the solution is fast and easy to use, even business owners without programming knowledge can create and execute tests.

## FocusFrame BTO Consulting Services and Solutions

### Strategy

- Center of Excellence design and implementation
- QA and testing design services
- Application-specific QA strategy

### Applications

- Automated testing: BPT Accelerators for SAP, Siebel, Oracle, PeopleSoft
- Web and custom BPT Accelerators
- Performance validation and optimization
- Project portfolio implementation
- QA outsourcing

## Operations

- Application monitoring design and implementation
- Business availability outsourcing and maintenance
- Project portfolio management design and implementation
- Project portfolio outsourcing and maintenance

## About FocusFrame

FocusFrame, a Hexaware company, is a leading provider of BTO consulting services. Founded by executives with decades of experience working for Big 5 consulting firms, we build long-term, high-value relationships that reduce enterprise business system failures, risks, and costs.

Specializing in end-to-end enterprise systems validation and optimization for CRM, ERP, and Web-based business technologies, we offer a full suite of services, combining proprietary process methodology with strong platform experience, and third-party automation validation and optimization tools. With offices worldwide, FocusFrame has helped hundreds of global companies reduce defects, mitigate risk, and lower the total cost of ownership of their IT investments.



FocusFrame services help you optimize your CRM, ERP, and Web-based investments. [www.focusframe.com](http://www.focusframe.com)

*Reduce time. Reduce cost. Reduce risk.*

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