



Outsourcing to China Networking With America



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Partnerships That Transcend Borders

The decision to **outsource** selected sectors of your American-based corporation has been considered, analyzed, and concluded. The cost analysis has proved the opportunity will reduce costs and increase market share and revenue. For Those in China, you have assembled an impressive staff of software engineers, IT specialists, BPO, and data processing teams. You also want to increase your market share and utilize this team of talents that have demonstrated commercial success in their technology areas. **Digitalane, Inc** has facilitated numerous lucrative and productive alliances coupling corporate entities sharing the same long-term goals. We specialize in **uniting American business with Chinese service providers** into one formidable partnership.

The **value** of having a mediator who *understands best business practices in China and America* greatly increases the chances of developing a **mutually beneficial relationship**.

Digitalane, Inc ensures:

- American companies **join a partnership**, not just hire workers.
- Chinese service providers are not simply awarded a contract, but forming a business relationship with a credible partner..

- Both sides **improve profitability**
- American companies are *guaranteed provider expertise*, capability, competitive pricing, and industry knowledge.
- Chinese providers get the reputation of the American corporation and a mediator who understands how to provide the most **productive cultural fit**.

Digitalane, Inc (DGL) partners highly qualified Chinese leaders in technology to develop, test, document and support for commercial software products and on-demand services with North American companies. **Digitalane, Inc** extensively examines all Chinese vendors who can provide software engineering, *IT support*, localization, test, BPO and data processing teams before offering these services to North American partners. Quality and expertise is essential to maximize the success of all the businesses involved in these partnerships and to ensure **Digitalane, Inc** becomes the most trusted name in the IT industry.

About US

Using extensive outsourcing knowledge and experience, **Digitalane, Inc** has been able to assist North American based companies meet outsourcing needs with an exclusive focus on software and IT projects. The outsource teams are thoroughly qualified and carefully chosen from experienced Chinese technology teams. The very best technologists are screened and certified before **Digitalane, Inc** makes them eligible to join this unique relationship. This talented base of development, localization and testing professionals allows **Digitalane, Inc** to present clients with the unprecedented reliability and the best possible value.

The company is incorporated in Atlanta, Georgia, USA, so we are quite experienced in American business models and cultures as well as Chinese. Our mission is to build bridges between the North American companies that wish to take advantage of the premiere development teams in China. China's substantial development industry can provide, at a low cost, the highest value service.

We take the qualification process seriously. The quality of work and production from these Chinese vendors reflects on the entire network that we have built. **Digitalane, Inc** takes great care in selecting Chinese engineering, localization and test teams that have demonstrated commercial success in their target technology areas and possess expansive knowledge of domains. This network of the China's preeminent software development specialists, IT, localization and testing teams provides North American clients unsurpassed service and professional management. Our outstanding network exemplifies extraordinary technical capabilities among this group of executive professionals.

A partnership is only as good as the components involved to create that union. **Digitalane, Inc.** is the catalyst for that union. We unite the best possible

match of qualified Chinese technology vendors with the North American companies looking to take advantage of an outstanding outsourcing opportunity and establish a strong relationship. **Digitalane, Inc.** continues to be involved to make sure the joint venture proceeds smoothly to a successful conclusion.

Our goal is to develop long-term relationships with all partners. Selecting from a pool of technical resources, marketing and sales services we are able to exceed the expectations of North American clients and satisfy the needs of the increasing Chinese tech support industry. By building upon this industry and utilizing the available tools we are able to sustain and develop mutually beneficial relationships.

Industry Focus

Our US Technical professionals have comprehensive industry experience and broad domain knowledge. Our team has demonstrated success in the same areas as our customers, including:

- Global **software development** and information technology assisting companies in expanding development capacity, accelerate time-to-market, and build flexible distributed models to negotiate risk.
- Knowledge of J2EE, COLBOL, Java, Delphi on Oracle, Sybase, DB2, Informix

Remote Database Support 24 hours a day, 7 days a week, working in the office even when you're not.

- Oracle, Sybase, Informix, DB2 certified professionals
- Remote proactive maintenance, monitoring and responding to your database system alerts.
- Comprehensive monthly reviews and reports
- 24/7 availability with guaranteed response time.
- Dedicated internet connection to the U.S. network backbone to ensure high speed server connection to the North American customers.

GIS Application

- Geographic Information Systems allows us to collect, manage and analyze large volumes of data for you with an integrated system of information with geographic components.

QA Testing

- Ensures thorough testing and objective reviews
- Strong knowledge of using industry de-factor test tools

- Results to meet the highest Compliance and functionality.
- Independent, Systemic testing and verification.

Services

Digitalane, Inc's certified network of Chinese vendors are dedicated to excellence in outsourcing services. Take advantage of US field support and marketing. We help you build a relationship with Chinese service providers that are carefully selected to provide the best services in:

Software Development

- Our China development team takes care in understanding all the elements of your project - budget, time constraints, expectations, and projected uses.
- Our US based field support team is accessible to all our clients to ensure a prompt service response.
- Enterprise applications
- System Integration
- Testing, verification, and validation

The scope and depth of our software development experience and service packages are far-reaching. After a consultation, we can determine the steps necessary to meet your project requirements.

Remote Database Support

- Weekly status reporting and monthly database audit reports
- Oracle, DB2, Informix
- Comprehensive 24/7 Monitoring of your database environment
- Problem resolution, troubleshooting and emergency response services
- Backup strategy consulting and implementation (Oracle 8i, 9i and 10g database servers including Real Application Clusters)
- Proactive database maintenance for daily, weekly and monthly processes
- Support for standalone, clustered and "warm-standby" configurations
- Database performance tuning
- Backup process monitoring

QA Testing

Not only do you save significantly on costs, but the QA testing done by one of our network providers is performed independently. This is a perfect re-enactment of your customer's experience. With testing, you are able to test compatibility and detect any inefficiencies before your end users and customers are exposed to any imperfections. Use our QA testing package to aid you in:

- Migration test
- Regression test
- Test plan
- Test Management
- Functional and parametric test
- Compatibility test
- Simulated load performance test
- Feature and product test

Outsourcing Assistance

Have direct supervision of your development branch in China. We have history working in both the US and China. We are familiar with both business cultures. You can take full control of your projects proprietary intellectual properties and have a virtual branch office that understands your needs and knows how to address your concerns. No hassle and no inconvenience. You manage this remote branch as if it were your own office.

With a simple and easy consultation, we can discuss with you how to utilize this virtual office option to save time and costs. Contact us now.

Provider Teams

Digitalane, Inc customers have confidence that they will be provided the best service from the most efficient and qualified technical and management teams. Projects are completed on time, on budget, in detail with all requirements met. We guarantee that our teams will exceed all your expectations. We can provide expert services in areas including:

- Software Engineering
- Project Management
- Localization and Internationalization
- Testing
- Quality Assurance
- System Architecture
- Product Design

Our network of Chinese vendors have track records of success. They have demonstrated time and again their abilities to deliver quality. Experts in their particular industries and technical fields our Chinese Development Teams include, but are not limited to:

- **Digitalane_HIME Team:** MainFrame(IBM IMS, DB2, Sybase, Informix IMS, COBOL,JCL/JES2Rexx/CLIST,CICS,TPNS,Xpediter)
- **Digitalane_Hypersoft Team** Specializing in J2EE,Web Service, SOAP
- **Digitalane-SpringHappensess Team** Specializing in (GIS)

We make sure offshore outsourcing works to benefit both partners immensely. Our Executive Team has expertise in both the US and China. We have had succeeded in general management, engineering management, project management, offshore outsourcing management, management consulting, and product development.

Chinese Partners

Chinese partners are encouraged to submit an application for review. The review process is rigorous in order to uphold the standards of **Digitalane, Inc** and ensure that both partners are qualified and satisfied with the pending arrangements.

Chinese Vendors with qualified staff that can effectively provide support in the following fields, please complete the form and our specialists will quickly review your application or pre-qualification form:

- Software Development
- IT Support
- Design
- Maintenance/Enhancement
- BPO
- Localization
- Local Support
- Testing/QA
- Data Processing

You also have the option of completing a full [application](#) for a more thorough review and explanation of your company's qualifications. You can submit it online or download it now and return it to us via fax.

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