



**SAMA PARTNERS**  
THE SECURITY INTELLIGENCE COMPANY

## **Rightshoring with SAMA PARTNERS for a Sustainable, Effective & Efficient Digital Transformation**

**We Enable your Digital Transformation**

Maximize your Return on Investment – Minimize your Overhead

## Effective Digital Transformation Rightshoring Services with SAMA PARTNERS – Real Facts

Whether you are heading your sector, catching up with competitors, digitalization helps you to foster your position or change the scene of your convenience.

### Challenges in the field

- Shortage of resources and know-how
- High investment requirements
- Strict data protection rules
- Complex IT security requirements
- Lack of standards
- Challenging industry environment

## SAMA PARTNERS Digitalization Approach

### Digital Transformation

- Is not a simple undertaking, but a complex process. It involves challenging topics, particularly with regard to information security.
- In the long-term unavoidable, as otherwise competitive disadvantages will arise.
- A secure design of the digital transformation and a solid strategy for risk management are therefore prerequisites for long-term success.



Thoughts about your future business model are more important than thoughts about technologies to be used today



Digitilization is a way to an end and not an end in itself



Digital transformation is a process, not a switch



Information security is the basis for successful digital transformation



Basic approach: successful deliverables with full control while minimizing uncertainty and maximizing efficiency

## Our Rightshoring in your Digital Transformation Plan

Our rightshoring is the best way to mitigate the outsourcing risks (Data security, skills shortage, job losses, culture /work ethics, legal) and to overcome the barriers.



### Your Added Value

- More efficient processes
- Customer requirements
- Technologies
- Cost minimization
- Transparency Time expenditure



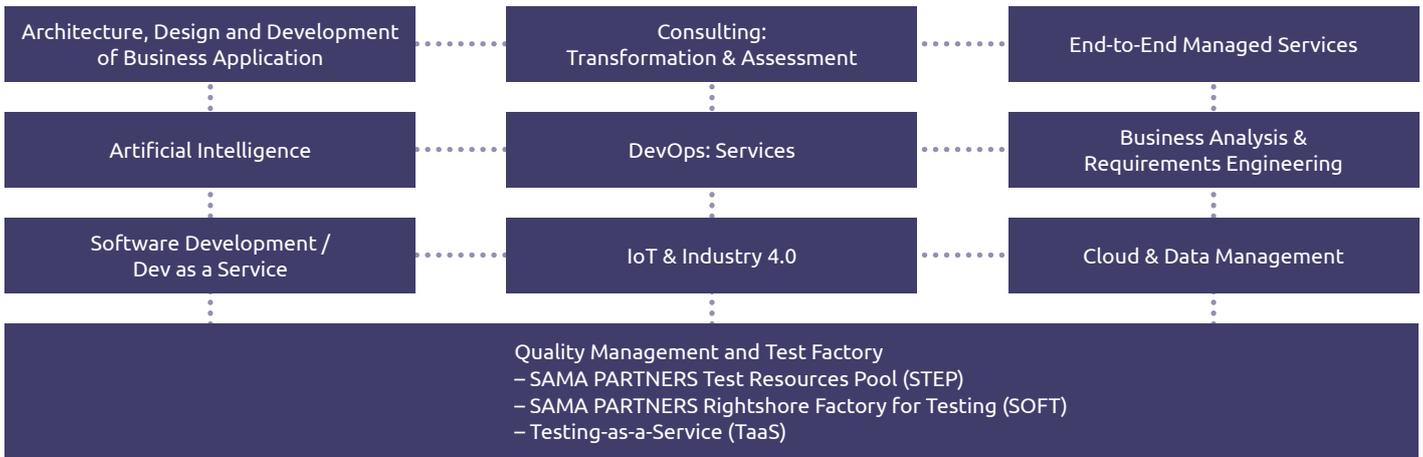
### Your Barriers

- Time expenditure
- Sourcing management
- Know-how employees
- High cost structure
- Data security

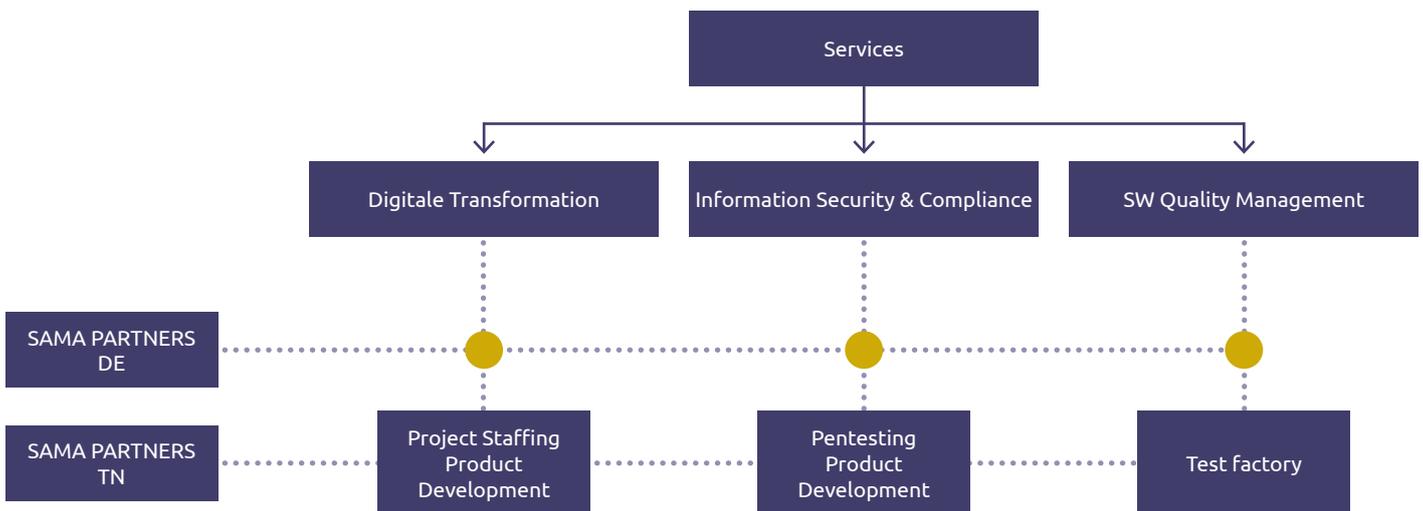
We provide you a well addressed model with 24h available skilled team and adhering to the german law via a direct trustful contract with the headquarter!

**WE  
ENABLE  
IT!**

## SAMA PARTNERS Rightshoring – Service Portfolio



## Your Rightshoring Service Strategy with SAMA PARTNERS



### Architecture and Development with SAMA PARTNERS

- Business Analysis and Requirements Engineering
- Architecture and Design
- Agile Development of:
  - Mobile Apps, Full Stack Software, AI/ML Software, Business Intelligence Dashboards
- Conception of Cloud Architectures
- Rapid Prototyping
- Conception of High Secure Available Architectures

#### Full Coverage of your Development Needs

We provide flexibility to cover end to end or specific parts of the development process and technologies based on customer needs to extend and maintain existing business applications as well as the creation of new software from Scratch.

### Quality Management and Test Factory with SAMA PARTNERS

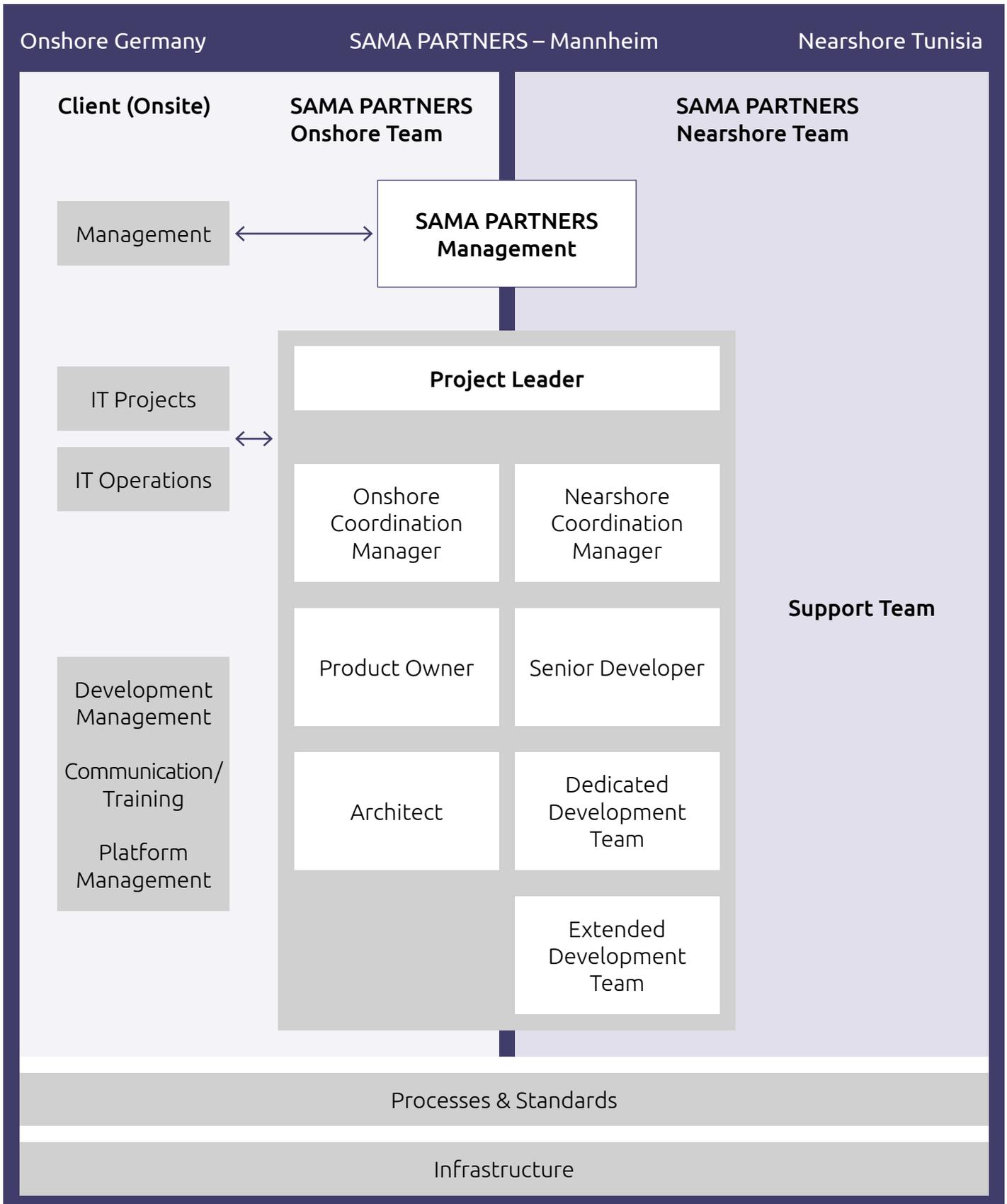
- Functional Testing
- Compatibility Testing
- User Experience
- Compliance Testing
- Localization Testing
- Test Automation
- Performance Testing
- Security Testing

#### Assured Care for your Concerns

We fully understand the concerns of our partners and strive to provide best match QA & Testing services guaranteeing fulfillment of your relevant industry standards. We guarantee you a full stack secure design of your digital transformation based on a sustainable strategy for your long-term success.

# Rightshoring Delivery Model with SAMA PARTNERS

SAMA PARTNERS Rightshoring Delivery Model combines the best of Onsite, Onshore and Nearshore delivery models.



## Our Rightshoring serves a German Energy Company

### About the Energy Company

Our customer manages one of the largest mixed energy portfolios in Germany. It has a unique infrastructure for the supply of power and diesel fuel to mobile and stationary consumers. Business areas they do cover: Lead management, co-ordination and monitoring of the organization entire energy management operations, plus energy supply, management and consultancy services for other customers from trade, commerce and industry.

### Customer Needs

On a Green-Field, our customer needed to introduce a new agile project management approach enabled by a multi project management tool that helps implementing their new SOA-Integration platform and the services/ business processes running on this platform. One of the key outcomes was to establish a monitoring cockpit that enables project leads to see the current status, the defined KPIs as well as generating reports for management reporting purposes.



### Methodology

The whole project has been based on an agile methodology. Requirement specifications based on user stories for functional and non-functional aspects, mockups and usability. Architecture & Design: Creation of architecture blueprints based on established patterns as well as security and data flow architecture diagrams. Implementation: developed solution (both backend & web-front-end), documentation of the implementation and of the delivery artifacts. Testing based on ISTQB methodology: Test cases derived from the requirements specification phase as well as the customer acceptance test protocols.

### Project Results & Deliverables

SAMA PARTNERS' experts worked out and established a complete scaled agile framework including corresponding methodologies which cohere with the customers requirements regarding the agile manifesto and the support of a multi-stream projects running side by side. The developed cockpits monitor the running task flows, their current state, escalation path (i.e. for clearing) and the corresponding KPIs. The report generation works with the established tool landscape of the customer where the reports can be integrated for the management reporting.

## Our Rightshoring serves a German Healthcare Company

### About the Healthcare Company

The customer is one of the market leaders in healthcare diagnostics and services worldwide. As part of their continuous improvement of patient experience, increasing healthcare quality and digitalization of healthcare, they established a complete digitalization strategy for all treatment processes in healthcare.

### Customer Needs

Development and quality assurance (web & mobile) of an imaging s – image processing software, picture archiving systems and information systems. The customer wanted to offer to all healthcare users a mobile solution to read and document findings in radiology of the emergency patients without any loss of time. The solution had to adhere to the healthcare HIPAA and FDA as well as data privacy and security requirements.



### Methodology

The complete project has been developed as a turnkey solution in an agile approach. The Key success factor was the continuous integration and testing of the developed increments. The high quality requirements of the healthcare domain didn't pose any issues to SAMA PARTNERS experts. They are able to cover all legal requirements in healthcare imaging as well as security and data privacy standards.

### Project Results & Deliverables

SAMA PARTNERS delivered a secure and high available mobile application for radiology imaging reading and documentation that can be used in emergency use cases due to a lack of radiologists onsite. The delivery included the software, the commented code, the installation procedure and a user manual based on customers' requirements. The artifacts delivery and documentation of the development processes and deliveries matched a maturity of CMMI Level 4.

## Our Rightshoring serves a German Industry Company

### About the Industry Company

The customer is one of the leading manufacturers of crimping tools for professional and industrial needs. These tools are used widely at the automotive industry where reliability and quality are the key success factors of the manufacturing processes.

### Customer Needs

As part of the digital transformation in the automotive industry, the customer was looking to integrate its tooling into the digital manufacturing processes. The new developed digital tools data are collected and transferred to the cloud, so every user can assure the quality and the manufacturing process specifications. All data has to be available for analysis and deviation recognition.



### Methodology

The development of the software followed in a SCRUM based approach. The deliveries after each sprint have been deployed on an acceptance environment to be finally reviewed by the customer. Each investment was carefully designed and tested with respect to the high security standards at SAMA PARTNERS. The quality assurance included the German documentation of the requirements, the testing based on ISTQB standards and the on-time delivery of the ordered functionalities those were developed together. A close and truthful relationship with our customers is the main pillar of our success.

### Project Results & Deliverables

Key result of the project was a mobile app for IOS and android mobile devices (tablets and mobile phones, as well as a windows app) that can read all collected information from the tool and display any deviation to the tool user. In addition, the data are transferred to the AWS cloud where various dashboards are summarizing the most important data. A complete documentation of the software, the functionalities and user manuals, as well as ideas and visions for further use cases were part of our work.

**We invite you to partner with us!**

**We provide you the optimal model to the effective and efficient way to your digital transformation.**

## Benefits of Rightshoring in Tunisia with SAMA PARTNERS

- **Scalability** Ramp-up the team within few days
- **Competence** We provide an experienced and highly skilled team for all your development needs
- **Pricing** Top value for money offering
- Proximity to stakeholders
- After Delivery Support Proven successful development projects in various industries
- Own Entity ... Share House Opportunity to create and manage your own rightshore entity with highly competitive cost structure

Our delivery approach is based on instant communication and feedbacks within each of the project steps **PLAN, BUILD, DEPLOY** and **OPERATE**.

## Why SAMA PARTNERS

- Certified according to **ISO/IEC 27001: 2013** (TÜV-SÜD).
- SAMA PARTNERS, labeled **IT Security made in Germany & IT Security made in Europe**, one of the few providers in the EU, those are highly skilled and specialized in the domain of Cyber Security.
- Adhering to the German law and working with a skilled team adopting a German methodology and security culture.
- You expect a cooperative partnership with experienced experts who will provide you with goal-oriented and practical support.
- Professional, fast and efficient implementation of your requirements.
- Familiarity with the context of your organization and long experience in consultancy for various sectors.

**10+ Years in Operation** | **70+ Professionals** | **250+ Successful Projects** | **6+ Languages**

## About us

### Development

Business Applications: Development, Maintenance, Integration and Secure Cloud Migration

### Processes

Governance, Service Management, Secure Business Processes (Redesign, Management)

### Architecture

Secure Architectures: Enterprise, Software and Infrastructure Architecture

### Cyber Security Operation Solutions

Security Auditing & Reviews, Information Security Management, Penetration Testing, Red Teaming, SCADA Cyber Defense, Security Operations Center SOC, Forensics & Incident Response, Cyber Threat Intelligence

an ISO-IEC 27001 Company

### Headquarter

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