

Coeus Solutions

Business Models

Assignment 1

ASSIGNMENT # 1

- Get to know Coeus business models from Mr. Ahsan Naseem and what his Job role is.

History of Coeus Solutions

The history of Coeus Solutions starts from 2005 when a group of five students from FAST University participated in a competition related to programming. Unfortunately the group did not win that competition but on the other side they set an example for all students later, on the advisor's suggestion they started working as a team in Freelance field.

After graduating one of the student from that group shifted in Confiz Solutions. In 2006 the remaining four people started working professionally in Computer Science field as a team. In 2008 they managed to establish a company in Germany named as Coeus Solutions GmbH. It is an Internet and mobile application development and consulting agency focusing on ecommerce, online travel and mobile app development.

In start of their professional career Ali Shaheen (C.E.O at Coeus solutions GmbH) and Ahsan Naseem (C.O.O at Coeus solutions GmbH) handled all tasks of Coeus Solutions together but in 2009 they divided their tasks equivalently according to proper hierarchy and after that they kept on performing tremendous job in growth of the company.

It is because of their untiring efforts that Coeus Solution is listed among one of the the prestigious organizations.

Role of Mr. Ahsan Naseem (C.O.O)

Mr. Ahsan Naseem is COO (Chief Operating Officer) at Coeus Solutions. In Coeus Solutions his roles include:

- Managing HR general operations
- Managing accounts
- Budgeting tasks

- Setting quality standards for concerned departments
- Finalizing Contracts

Coeus Business Models

The company is revolving around two Business Models:

1. Fixed Price Model
2. Dedicated Developer/ Dedicated Time and Material Model

1. Fixed Price Model

- In this model client mention his requirements clearly and keeping in view the type of requirement company decides whether the requirement demands cost or not.
- Under this model the quality delivery of project/product is ensured within a pre-scheduled timeframe.
- This Model generates more revenue because of high risk management.
- This Model is inconsistent so it is less beneficial for company.
- Fixed Price model is variable for projects with well-defined requirements and schedules.
- This model is used when;
 - The project requirements are clear and defined
 - Direct cost of project is required in advance
 - Little or no flexibility in project's requirements is required

2. Dedicated Developer/ Dedicated Time and Material Model

- The biggest advantage of this model is that you're able to lock external skilled resources for the entire project duration and scale up and down flexibly to adjust to macroeconomic factors or changing project demands.
- Under this model the total project cost is determined by amount of time and resources expended and actual effort towards development.
- This model generates less revenue so there is less risk management.
- This Model is consistent so this is more beneficial for the company.
- This model is used when;

- The project requirements are not clear
- The fixed and dedicated team is required for development of any project
- High degree of flexibility is required