

TRIMLINE SYSTEMS & SOLUTIONS

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COMPANY PROFILE

Thank you for your interest in Trimline Systems & Solutions.

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Introduction

The information contained in this packet provides you with a brief introduction to who we are, what we do, and how *Trimline Systems & Solutions* can be of value to your business. To accomplish this, we present an overview of our services, highlight our capabilities, and offer some brief examples of our experience. The content is broken down as follows:

Corporate Overview

Experience

Available Services

Client References

Contact Information

Because every client's project poses its own set of unique challenges, it is impossible to compose one document that completely addresses everyone's specific needs. What we have attempted to do in the following pages is simply provide a glimpse into some of our capabilities. *Trimline Systems & Solutions* is a full custom services firm. As such, it's our business to quickly adapt to meet our clients' diverse needs... and we have a proven track record of doing just that.

We are always interested in exploring new projects, so if you're interested in discussing your particular development challenges with us, please contact us. We're confident that our staff of experienced professionals can be a valuable addition to your team.

Who We Are

Trimline Systems & Solutions is a custom software services firm based in Nairobi, Kenya. We have extensive experience in many diverse areas of both software and hardware development. Our experienced staff of professionals has worked with a wide array of platforms, languages, and tools in the course of our various projects.

What We Do

Quite simply: we write code. However, unlike most software companies, we realize that's only part of the job. We don't just write code... We *develop professional software*. This is why our clients choose *Trimline Technologies*. Many companies can find programmers to generate code. However, few have the experience to produce professional quality software.

Our ability to develop code is only the beginning of our capabilities. Being a "custom" firm, *Trimline* is able to provide our clients with a variety of services. A few of the services available from *Trimline* include:

System Architecture and Design

Development

Project Management

IT Support and Network Administration

Testing and Quality Assurance

Feasibility Studies

Technical Documentation and Training Services

Placement and Recruiting Services

Trimline's services are available on both a fixed and variable cost basis.

Partnerships

Our goal at *Trimline Systems & Solutions* is to become our client's first choice for software services. To accomplish this, we strive to exceed our client's expectations. *Trimline* clients cannot simply be satisfied with the job we do... they must be *impressed*. In this manner, *Trimline* strives to build lasting partnerships and ensure client satisfaction. It is upon this foundation that our clients are confident in returning for future development needs.

Experience

Providing quality software services begins with experience and ends with dedication. *Trimline Systems & Solutions's* professionals have years of experience in design, development, and testing of countless software projects. It is this experience, along with our dedication to giving clients the best quality service possible, which sets *Trimline* apart from other firms.

A Proven Track Record

Trimline Systems & Solutions has a proven track record of providing high quality, custom software and project management services. Our client list includes micro finances, SACCOS, government agencies, and small businesses. Our experience is broad and spans the complete software development cycle.

Dynamic

As a custom software development firm, *Trimline Systems & Solutions* has amassed an impressive resume of projects. It's the custom nature of our development projects that has enabled *Trimline* to acquire vast experience in many diverse areas of software development. Our experience, in conjunction with our quality personnel, enables *Trimline* to be dynamic enough to tackle almost any software development project.

Trimline has a proud history of utilizing experience to provide our clients with the best services possible. This difficult task is accomplished by applying experienced personnel to every project. *Trimline* was founded on the principle of gathering an elite group of software engineers and professionals, and leveraging their collective abilities. Naturally, each of these "producers" brings their own particular specialization and experience to the table. Once they join the *Trimline* team, we cross-train our consultants to diversify and increase their overall skills. The result for our clients is a group of individuals that can genuinely contribute and have a positive impact on development projects.

Areas of Expertise

Trimline consultants have experience in many different aspects of the development process. Because we are a custom firm, there are no limits on what projects we can undertake. It is this ability that has enabled *Trimline* to accumulate experience in so many diverse areas. A few of these include:

- Agency Design and development.
- Atm Bridge
- Mobile banking (ussd, Mobile apps)
- Application Design, Development, and Testing (GUI, Database, etc.)
- Web Development (Internet/Intranet)
- Web-Enabling Applications
- Engineering, Scientific, and Data Collection
- Point-of-Sale and General Business Services Applications
- System Architecture and Implementation
- Client/Server Applications and Distributed Systems
- Systems Integration
- Platform Migrations and Code Porting
- Object-Oriented Design and Analysis

- Project Management Consulting
- Technical Documentation and Training
- Industrial Integrations.

No matter what your development challenge, *Trimline* consultants are a valuable resource.

Languages, Platforms, and Tools

Another advantage of providing custom services is that *Trimline* consultants have gained extensive experience with a wide variety of languages, platforms, and tools during the course of our projects. In addition, *Trimline* consultants have become experts at adjusting quickly when faced with new development environments. We are able to rapidly “come up to speed” on existing projects. The following lists just a few of the languages, platforms, and tools with which we have experience:

General Languages:	C#, Vb.net, Asp.net, Perl, Python, Android, java
Web Technologies:	Android, .NET, XML, HTML, Java, JSP, J2EE, J2ME, ASP, VBS, Web Servers, Firewalls, IIS, ApacheTomcat, MySQL, and more
Frameworks:	CRMs, SAPs, Visual Basic, Visual Foxpro, PowerBuilder, and more
Platforms:	Windows (XP up to windows 10), Linux, Handhelds (Windows CE), Android
Database Engines & APIs:	ODBC, JDBC, SQL, Access
Tools & Methodologies:	Entity framework, json, gson, Soap, MVC
Networking:	Wireless, LANs/WANs, TCP/IP, Windows Networking, DNS, NIS, VPNs

Windows Experience

In the Windows applications arena, *Trimline* developers have written applications since the first release of Windows xp. We know the operating system and have extensive experience with the fundamentals of Windows development. *Trimline* developers have worked on everything from personal nutrition software to GPS satellite tracking systems during the course of our development experience.

Web Experience

Although Windows and Web development share many common traits (GUI design, backend database hooks, etc.), there are also many significant differences in the underlying application architectures that one must fully understand to create a successful Web-based application. Over the years *Trimline* has gained this type of experience through our projects in both the Windows and Unix environments. *Trimline* has Web-enabled existing applications, developed numerous Web-based systems, utilized various backend databases, and setup/administered: Web servers, email servers, FTP sites, and firewalls. The Web development market is a fast-paced environment where technology is always changing. We stay abreast of the latest changes in tools and languages including XML, Java, and others.

Available Services

Trimline Systems & Solutions provides its clients with a wide range of services spanning the entire development process. Clients can utilize *Trimline* for the entire development cycle or only for selected portions that require additional support and consultation. Our services are available on an hourly or project basis (see Rates and Billing).

At *Trimline*, we draw upon our vast experience to provide our customers with the best possible services. As a custom software development firm, there are no limits on what projects we can undertake. However, most software development efforts require the same basic types of services. Some of the common services available from *TRIMLINE* include:

System Architecture and Design

Design is often the most critical phase of any software development effort. In many cases, the quality of the finished software is directly proportional to the quality of the initial design. One metaphor is particularly appropriate... Ask yourself this question: What quality of house would you get if you built it with no blueprints? Custom software development is an investment. As with any substantial investment, planning is crucial. However, there is a trade-off. It is possible to over-design. This leads to lost time and money. *Trimline* has the experience to strike the proper balance.

Development

The key to quality development is sharp people with a well thought-out plan. Good organization allows developers to modularize the development process. This results in rapid implementation of a system that can be easily tested and expanded for future versions. *Trimline* provides a highly qualified technical staff with years of software development experience.

Project Management

Trimline clients often require additional consulting and managerial support to supplement their in-house development efforts. *Trimline* is uniquely qualified to provide this vital support. The professionals at *Trimline* have worked on countless software development efforts, and as a result are well equipped to quickly anticipate and address problem areas on a given project. *TRIMLINE* can serve as troubleshooters or, if need be, assume management of an entire project.

IT Support and Network Administration

Trimline has IT network professionals familiar with all types of heterogeneous networks. Clients have utilized our services to design, install, and manage their network systems. Some clients have even outsourced the IT support for their entire office to Trimline.

Complete Turnkey Systems

Complete, integrated systems are no problem for Trimline. Integrating hardware and software to form a new automated system is a classic utilization of *Trimline*'s resources. *Trimline* has negotiated discount hardware reseller agreements with Network Appliance, Auspex Systems, Tatung, and Wallingford Computer Services to help provide our clients with a low-cost source for their hardware needs. No matter what your hardware needs are, from massive file servers down to desktop PCs, *Trimline* can get it for you... and often for less than buying it direct!

Testing and Quality Assurance

With our experience in the software development field, *Trimline* can provide an extremely valuable third-party perspective, when brought in to test/QA another vendor's software. System testing is fundamental to the quality of any software. Although many developers take short-cuts and settle for only testing their software during development (Alpha-Testing), we at *Trimline* always encourage our clients to include a *distinct* testing phase to any software project. This testing phase allows the system to be tested as a completed unit, and is usually done by someone other than the developer. In this manner, additional user feedback on the functionality and usability of the software can be integrated prior to initial release. Completion of the testing phase is accomplished through preliminary use by actual end users of the software in the real world conditions of the client's site (Beta-Testing).

Feasibility Studies

Prior to committing substantial resources to a given project, often clients want to obtain more data on the obstacles related to successfully completing the project. *Trimline* team members have experience serving in this “recon” type role. They can quickly and efficiently identify the primary and secondary “hot spots”, then prepare a Feasibility Report for the client. This report contains a ranked list of all the technical, logistical, and managerial problems associated with the proposed project. In addition, it provides preliminary estimates for cost and time.

Technical Documentation and Training Services

Trimline consultants have developed numerous user manuals, reference guides, and introductory training materials to accompany our custom software over the years. This experience has provided us with the ability to quickly generate production quality documents. Rather than hiring technical writers (who are often unfamiliar with the underlying technology) to extract information from developers, many of our clients simply have *Trimline* develop the supporting materials. *Trimline* consultants have become so good at this in fact, that many clients have engaged *Trimline* for the sole purpose of creating technical documentation and complete training programs.

Placement and Recruiting Services

Finding just the right person for a challenging technical staff position can be quite difficult. Standard placement services often provide overwhelming lists of “candidates,” however many of the resumes provided to the client firms are seldom worth reviewing. This is because the placement firms are not technical people and therefore cannot properly filter the resumes for the hiring managers. *Trimline* solves this problem for managers by taking a low volume, high quality approach. With our technical background, we can serve as a front-end filter for managers who don't want to spend their time reviewing every resume with “C” listed as a language.

Rates and Billing

Trimline Systems & Solutions Inc. has two general methods of payment for its services: fixed cost and hourly.

Fixed Cost

Fixed cost is used primarily when there is a clearly defined project. For example, the goals, tasks, and scope of the project are well defined. This method is often used for our application development efforts in the Windows environment. The end project cost is directly proportional to the complexity and scale of the application and are negotiated on a project-by-project basis.

Hourly

The hourly method is used when these items are less clear. For example, on an R&D project, or when it is not practical to thoroughly define a project up-front due to time limitations or lack of information. This method is more common in the EDA industry. Hourly rates vary based on type of work, the experience level of the person performing the work, and the length of the engagement. Engagement terms are generally: Individual hourly, 3 months, 6 months, and 12 months, with rates decreasing for longer term engagements. Rates range are from \$30/hr for low-end documentation and testing up to \$150/hr and higher for top-level project management and high-end technical development.

Maximize Value

Trimline Systems & Solutions's rates are structured to maximize the value for our clients. Rates are scaled according to the type of work done and the experience of the individual doing the work. *TRIMLINE* staffs

projects with the proper combination of team members to maximize the return for the customer thus saving them time and money.

Billing and Payment

Trimline Systems & Solutions's standard billing practice is to invoice semi-monthly with payment due within two weeks of the invoice date. This practice is used on all hourly contracts unless a separate payment arrangement has been negotiated. Billing terms on fixed price contracts is always defined within the project's contract. These terms generally reflect a percentage up-front, a percentage upon completion of a significant milestone, a percentage upon delivery, and a percentage as a retainer until final acceptance by the client.

Clients and References

References and detailed project descriptions are available on product profile document.

Contact Information

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