

# Digital Engineering Partner

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OPSTREE GLOBAL CONSULTING | BUILDPIPER

# Who we are | Quick Story

A reliable **digital transformation and platform engineering partner**, delivering outcomes **since 2014**.

## Hands-On Tech Founders & DNA

Sales isn't our strongest muscle; Solving Hands-On, Software Engineering challenges is!

## Problem Understanding

We understand Software Delivery comprehensively, from agility, efficiency to security very well!

## Trust & Credibility

From 2 People to ~300 people team today, we have grown through customer trust and references and work with some of the largest Fortune companies!

## Learning Ethos

Built & scaled with our 'Heads-Down', continuous learning, knowledge sharing & 'Always be working' ethos!

10+  
Years

150+  
Clients

~300  
SMEs

250+  
Cloud  
Journey

50000+  
Pipelines

20000+  
Micro  
Services

~100+  
Open  
Source

~350+  
Tech  
Blogs

90%  
Repeat  
Business

&  
Build-  
Piper

# Trusted by leading brands across the globe



*Many more...*

## Our Partners



# We help Tech-Business Leaders to Achieve More!

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**INNOVATE, LAUNCH PRODUCTS & COMPETE,  
BUT THEY USUALLY STRUGGLE WITH**

Velocity

Security

Cost

Quality

Skills &  
Productivity

Tech  
Chaos

Reliability

User  
Experience  
&  
Performance

# How we work with Global Consulting & Services Companies

We simplify the most challenging part - *Software Delivery!*

Typical Service Lines	Capabilities & Expertise	Sample Workstreams	Potential Opportunities That OpsTree Delivers On
<b>Strategy &amp; Advisory</b>	Business & tech Transformation Consulting	Digital Transformation Roadmap	Cloud/Infrastructure & DevOps Strategy
<b>Digital Customer Experience</b>	Experience Design, Digital Marketing	UI/UX, User Journey Research, SEO,	
<b>Product Engineering &amp; Management</b>	Application Development & Modernisation	Dev & Quality Engineering, Containerisation & Microservices	<ul style="list-style-type: none"> <li>• Development &amp; QA Productivity &amp; Experience</li> <li>• Metrics for Org Standardisation &amp; Efficiency</li> </ul>
<b>Digital Platform Engineering</b>	Cloud, DevOps, Data & Security	Migrations & Modernisation, Data & AI Engineering, DevSecOps & Agile, Intelligent Automation,	<ul style="list-style-type: none"> <li>• Automation &amp; System, tooling Efficiencies</li> <li>• Metrics for Velocity &amp; Shift Left</li> <li>• Niche Project Delivery Partner</li> </ul>
<b>Site Reliability Engineering</b>	Application & Infrastructure Support	Monitoring, SLA driven Managed Services,	<ul style="list-style-type: none"> <li>• Intelligent Automation with Process Efficiencies</li> <li>• Operations Cost Savings</li> </ul>

# Large Global Consulting Companies trust us

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Trusted by **McKinsey** for our **Niche Automation & Application Delivery** Expertise

<b>One of Top 3 Global Tech Services Company</b>	<ul style="list-style-type: none"><li>Identified &amp; Reviewed <b>8 Large Projects (500–2000 FTE) for Automation Efficiencies</b> across SharePoint and other critical technologies for Custom Application Development</li><li>Defined &amp; delivered <b>7% FTE savings</b> across these projects with multiple, custom automation tools &amp; utilities</li></ul>
<b>India Listed Global Tech Services Company</b>	<ul style="list-style-type: none"><li>Consulted &amp; Reviewed <b>AD, AMS &amp; QA teams (~4500 people)</b> across technologies (incl. Mainframes etc.) for workstream overlap, system efficiencies &amp; automation opportunities.</li><li>Delivered on <b>8% cost reduction</b> through system &amp; operational inefficiencies</li></ul>
<b>US headquartered, Digital Services Company</b>	<ul style="list-style-type: none"><li>As part of Tech Due Diligence, <b>delivered on the mandate to optimise 5% Operations Spend</b></li></ul>
<b>NASDAQ Listed, Top 5 IT Services Company</b>	<ul style="list-style-type: none"><li>Reviewed and automated segments of their <b>Core Document Generation &amp; Management System</b> that drives their <b>Complete Customer lifecycle</b> (Invoicing, Client onboarding, SoWs, Contract etc.) for <b>~25% Man Hour Savings</b></li></ul>

# Industry Trends across Software Engineering

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*Velocity, Productivity & Efficiency are the cornerstones!*

**Copilots & AI-augmented  
Development**

**IDP – Internal Developer Portal**

**Low Code/No Code  
Development & COTS Delivery**

**Gen-AI driven Triaging &  
Debugging**

**FinOps & Invisible Ops**



**Hyper-Intelligent  
Automation**

**Engineering Intelligence  
& Insights**

**AI Driven Code Reviews**

**Platform Engineering**

**Green & Sustainable  
Engineering**

# Automation is a business function, not tech!

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*Scripts =/ Automation*

## Key Drivers & guiding factors for Automation journey

**Objective** – Competitive Advantage, Standardisation or Cost Optimisation?

**Metrics** – Only Measure or Deliver?

**Baseline** – Innovation or incremental?

**Projects** – %age split of development, Cloud Migration, Infrastructure projects.

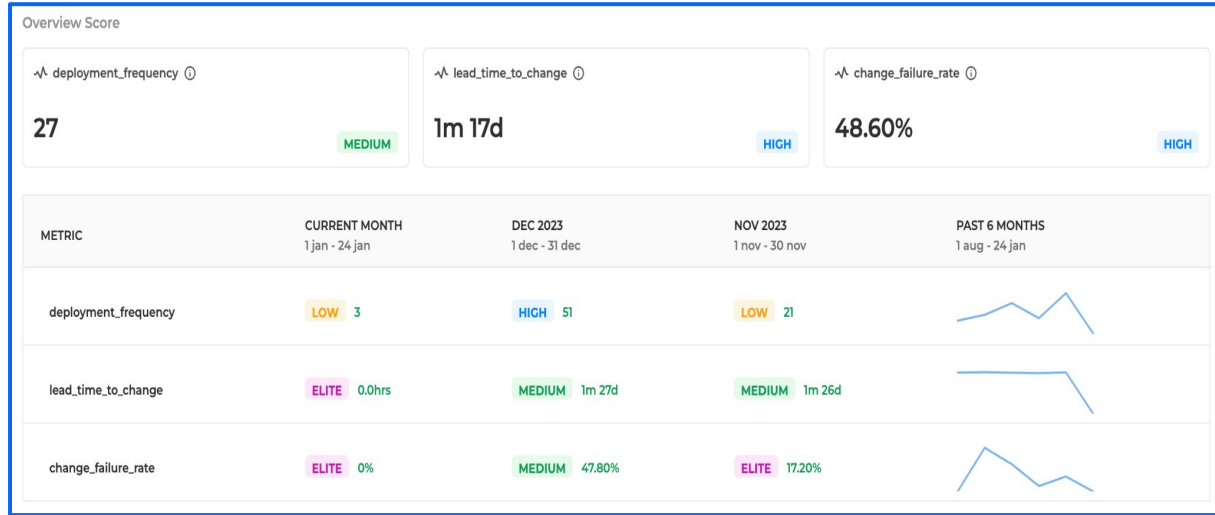
**Contracts** – FPFT, T&M or Long Term Retainer Pods

**Scope** – Internal/External Applications; Tech – Legacy/Digital Native ?



# For Software Engineering & Delivery, DORA Metrics could be good starting point!

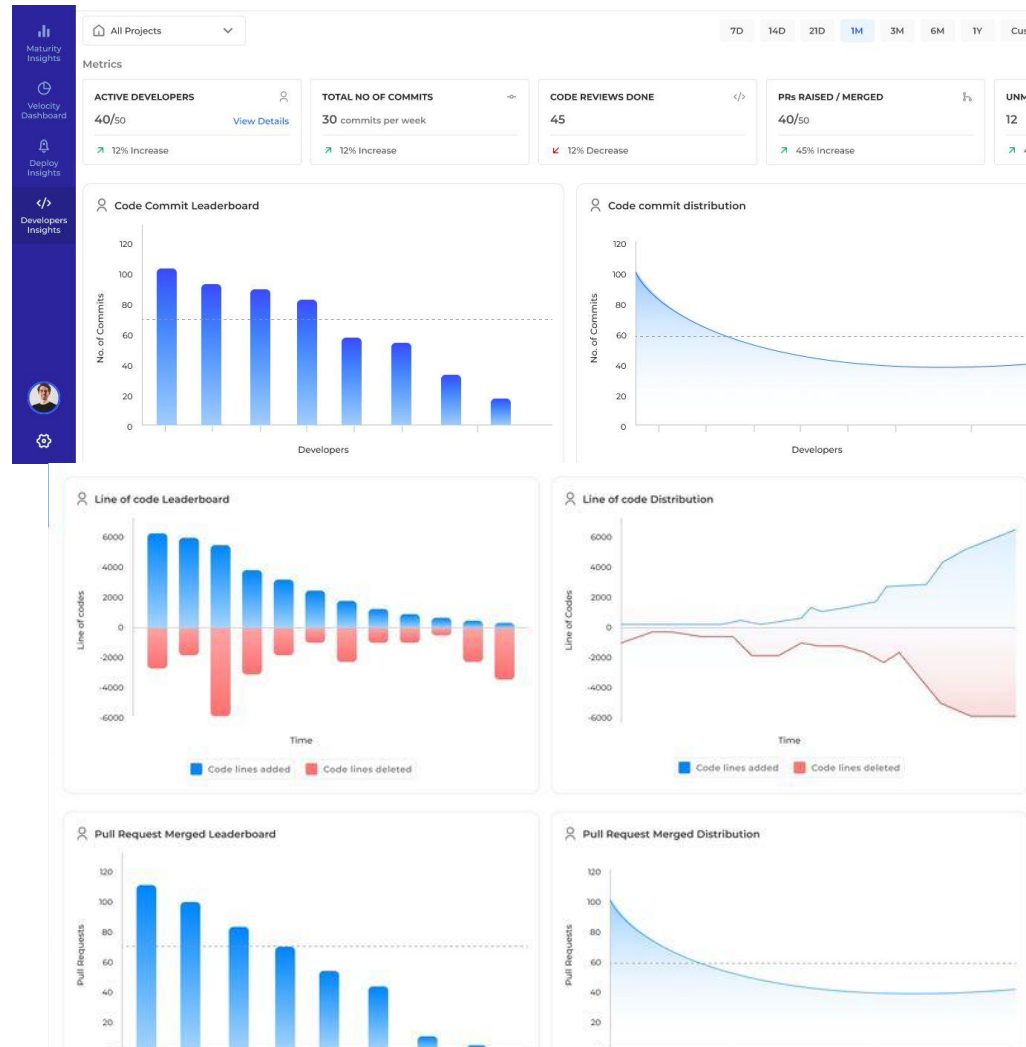
- Lead Time to Change → **Velocity**
- Deployment Frequency → **Architectural & process efficiency**
- Change Failure Rate → **Software Quality**
- MTTR → **Resilience & Reliability**



# Indicative Choke Points!

## Software Engineering (Dev/QA)

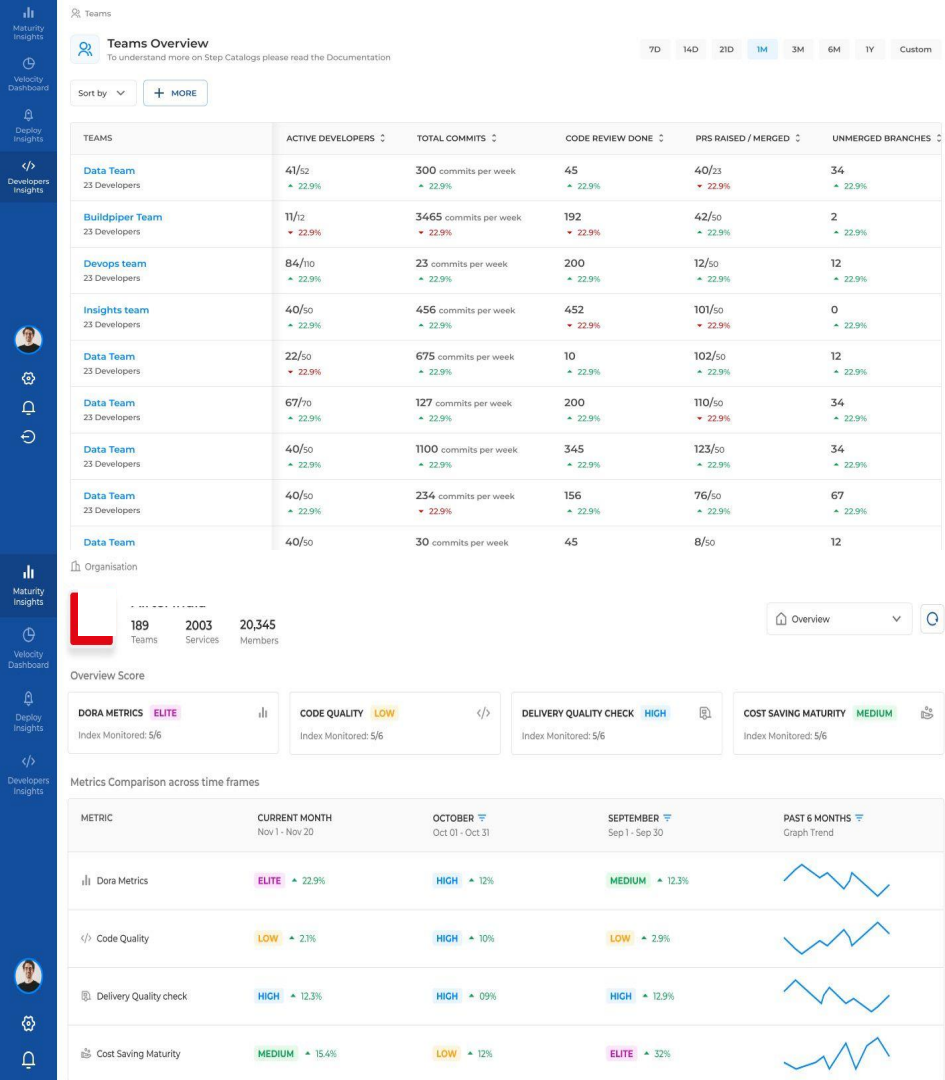
Measure	Automate
Cycle Time	Early Feedback on Security, Quality, Pre-Commit Hooks,
Sprint Scope Churn	JIRA Developer Integration
Developer Efficiency	AI Support - Copilots etc. Lines of code added/deleted
Undelivered/Dead Code	Commit Frequency; PR Merge; Automated Code Deployments
Code Quality & Security	Nightly Regression Checks, AI Driven Code reviews



# Eliminating Choke Points!

## Future Ready Automation

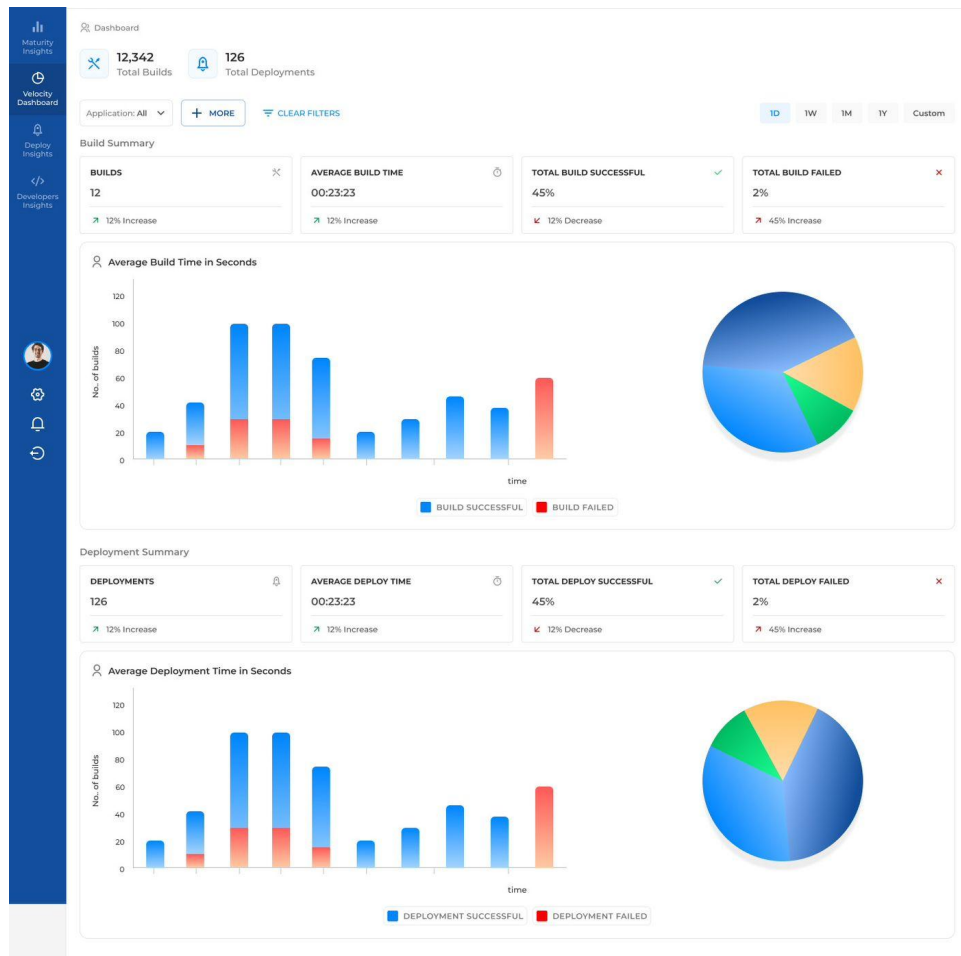
Invisible Ops	AI/ML Led Software Delivery
Automated Environments & Linkage to Stable Environment	Intelligence driven, threat based Code Review Stringency patterns
Slack Bot based Build, Deployment, Health Analysis etc.	Intelligence driven Dependency modelling & Backward Compatibility validation including DB changes
Zero effort in Discoverability via Software Catalog Management	Intelligent Regression Suite & Downstream Merge – eg. Prod DB to lower environments with masking, de-duplication etc.
AI based triaging, issue detection and auto recovery/rollback and knowledge support	Intelligence driven Feature Flag & Canary Analysis and deployments



# Indicative Choke Points!

## Software Delivery (DevOps, SRE)

Measure	Automate
BAU Vs Automation Split	XaaS - Anything as a Code : Infra, Config, Policy
Time required to deliver Releases, Recover, Provision Infra etc.	DevSecOps Journeys & Comprehensive CI with SAST etc.
Drift Discovery & Software Configuration Time	Continuous Delivery with Regression, Security, Performance & Drift Analysis
Availability & Service SLAs - SLO/SLI/Error Budgets	Commit Frequency; PR Merge; Automated CODE Deployments
Audit Readiness & Time Spent	Compliance Checks & Reporting



# Eliminating Choke Points!

## Future Ready Automation

### AI/ML Led Software Delivery

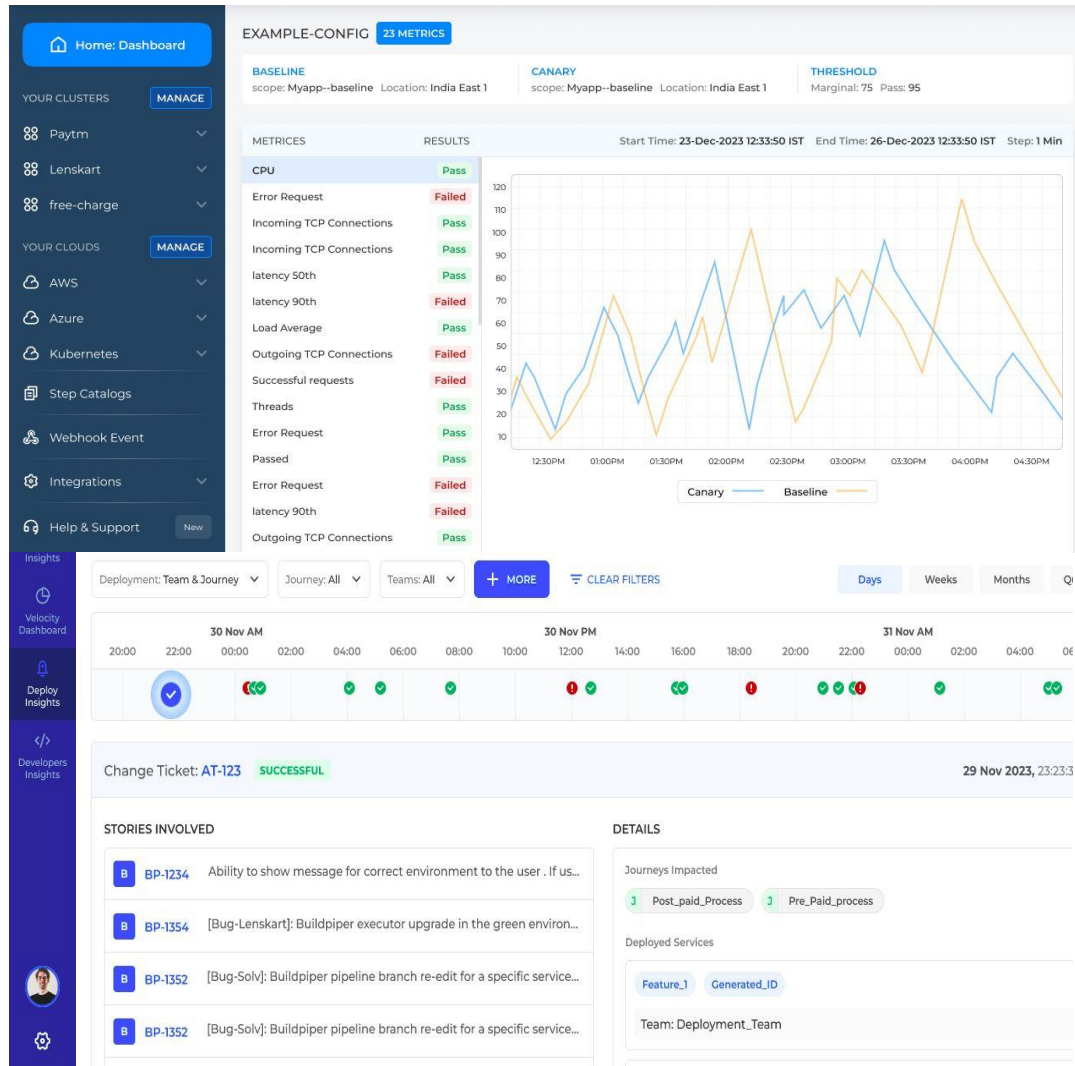
FinOps Analysis with Cost Tagging to get Unit Economics

Automated Infrastructure Scaling & Optimisations based on Usage Patterns

Release timeline tagging with automated time series based anomaly detection leading to rollbacks

Intelligent Ticket Creation based on Rollbacks

Automated Recovery via RPA & Intelligent Automation



# Value that we bring as your Automation Delivery Partner

## Purpose Built Product & Accelerators

Created **BuildPiper** that is leveraged across some large global enterprises for solving these challenges and many other accelerators.

### Your Internal Engineering Platform



## Trust & Credibility

## Proven Experience & Niche Automation Expertise

With 150+ customers & a decade of experience of working across ~250+ Software Delivery Journeys, we have solved these problems over & over.

**We know what hyper productive teams want.**

# Global Customers trust us

Trusted by Enterprises; Embraced by Mid Market and Loved by Startups

<b>World's Biggest Smartphone Maker</b>	<ul style="list-style-type: none"><li>• <b>4X Cost reduction</b> with Comprehensive Cloud operations automation for their Ads Platform</li></ul>
<b>Global Healthcare Giant</b>	<ul style="list-style-type: none"><li>• <b>\$1Mn Lower TCO annually</b> for an enterprise wide modernisation initiative with 50% saved engineering hours and 10X velocity.</li></ul>
<b>India's Biggest Fintech Innovator</b>	<ul style="list-style-type: none"><li>• <b>50% Improvement</b> in System Performance &amp; Security Posture</li><li>• <b>~57% cost Reduction</b> for critical Cloud operations management</li></ul>
<b>Global Retailer with 2500+ Stores</b>	<ul style="list-style-type: none"><li>• <b>100% Invisible Ops</b> - deployment time &amp; product readiness reduced 10X with BuildPiper</li></ul>
<b>India's Largest Fashion &amp; Beauty E-Commerce Provider</b>	<ul style="list-style-type: none"><li>• <b>8X Reduction in Recovery Times</b> - Fail &amp; Recover faster with 360 degree observability to deliver consistent user experience</li></ul>
<b>Middle East's E-Commerce &amp; Fintech Leader</b>	<ul style="list-style-type: none"><li>• <b>5X Faster Time to Market</b> - Build, Deployment &amp; Value realisation time reduced through seamless multi-cloud automation</li></ul>

# Talk to us!

For any queries/projects!

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