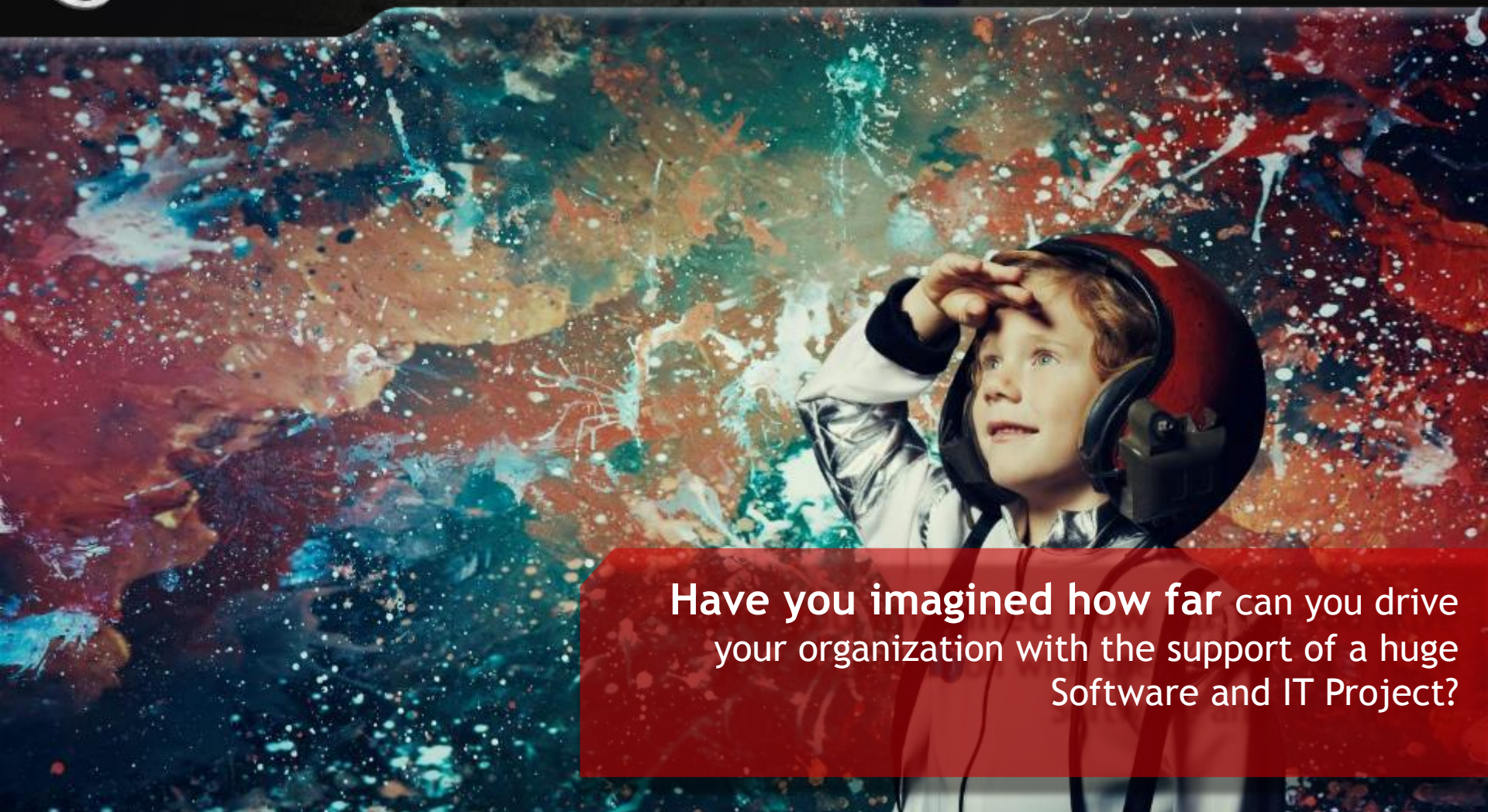
HEINSOHN
GRUPO EMPRESARIAL

HEINSOHN
BUSINESS TECHNOLOGY



Have you imagined how far can you drive your organization with the support of a huge Software and IT Project?

HEINSOHN
BUSINESS TECHNOLOGY

We can do it for your business,
we are able to transform the most advanced tecnology into simple aplications and software.

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Beyond offering software solutions,
we want to build a partnership that delivers value and innovation through outsourcing services that meet any kind of IT needs.

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Heinsohn Corp

Your IT partner in Latin America

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ABOUT US

CERTIFICATIONS

- ISO 9001
- OHSAS 18001
- CMMI DEV / Level 5
- CMMI SVC / Level 3

800+
EMPLOYEES

OFFICES ACROSS THE AMERICAS

- United States of Amrerica
- Colombia
- Ecuador
- El Salvador

38 YEARS
OF EXPERIENCE IN THE MARKET

1200
CUSTOMERS

OFFICES IN COLOMBIA MAIN CITIES

- Bogotá (Casa Matriz)
- Medellín
- Bucaramanga
- Barranquilla
- Cali
- Manizales
- Pereira
- Armenia
- Tunja

MARKETS / INDUSTRY KNOWLEDGE

- Government
- Financial
- Transportation
- Education
- Technology
- Manufacturing
- Healthcare

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BUSINESS PARTNERS

IBM Business Partner

IT professional services based on IBM tools

TIBCO The Power of Now™

Services providers and anchor partner in Latam region

SAP Gold Partner

SAP Business One "Gold Partner" N° 1 in Colombia and North Region

We enhance our products portfolio with Oracle Technologies

ORACLE PARTNER

PDO partner to create cloud applications in the innovative cloud platform (PaaS)

salesforce

Software Development and licensing with a wide variety of solutions

Microsoft Partner

UNIVERSITIES ALLIANCES

- Post-graduate programs and diplomas taught by Heinsohn's engineers
- Committees for technology Research
- Projects developed in conjunction with University students and professors
- Student exchange programs

Academic Relationship

Universidad de los Andes Colombia

UNIVERSIDAD NACIONAL DE COLOMBIA

Pontificia Universidad JAVERIANA Bogotá

UNIVERSIDAD DEL QUINDÍO

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SOME OF OUR CUSTOMERS

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YOUR IT PARTNER IN LATIN AMERICA

HIGLIGHTS

Delivery **model onsite-nearshore**

4 Delivery Centers **in the USA time zone**

Extensive expertise executing **both small and large IT projects**

Engineers with **English Professional Proficiency**

Strong experience in the **latest Technologies and Standards**

BENEFITS

Competitive operating cost & Increased ROI

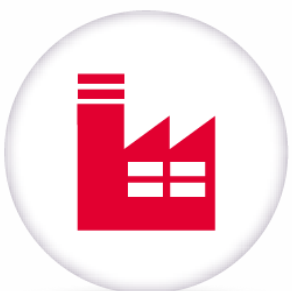
Lower Time to Market and TCO

30% to 50% **reduction in IT costs**

Flexibility for resources ramp up and down as per your business needs

About Heinsohn

We are a global business Company that create solutions through Technology.



ERP
Enterprise Resorurce Planing

Finantial
Solutions

Software & Aplication
Development

IT
Consulting

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OUR OFFERING

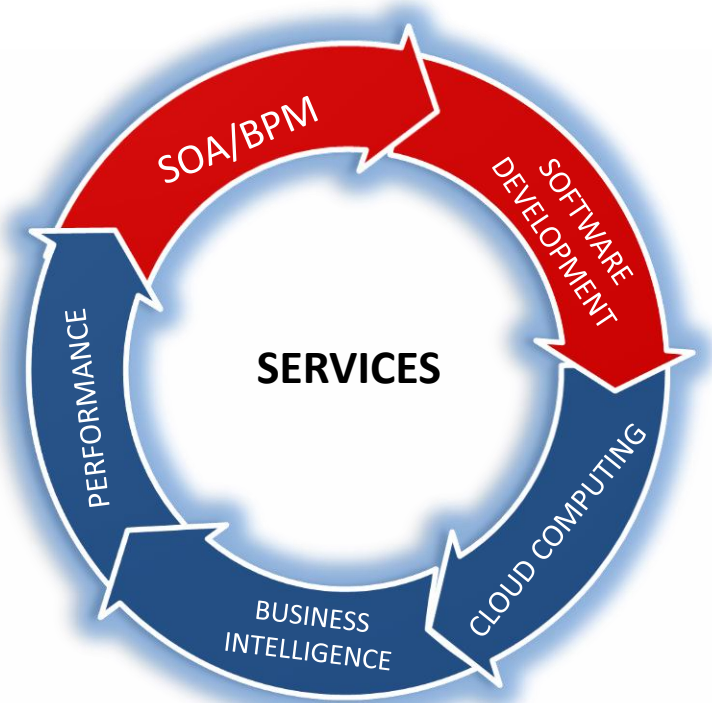
SOA/BPM:

- SOA Architecture Assessment and road map definition.
- Establishing SOA standards
- Legacy Systems Integration.
- Training and consulting services in different platforms

IBM Business Partner TIBCO The Power of Now ORACLE

PERFORMANCE:

- Application Performance Assessment and road map
- Application Performance Tools & Strategy.
- User-Centric Performance Tuning.
- Performance Testing.
- Code Quality Management



Spotfire TIBCO Software IBM COGNOS

SOFTWARE DEVELOPMENT

- Agile scrum development.
- Onsite and offsite managed projects.
- Web , mobile , stand – alone applications.
- Scale up and down
- Strong expertise in high performance applications.
- Applications development based on high security standards.

Scrum

CLOUD COMPUTING

- Migrating Applications to the cloud.
- Bring the cloud to your Data Center
- Software development on the Cloud platforms.
- Private and public cloud deployments.

Windows Azure Java amazon web services

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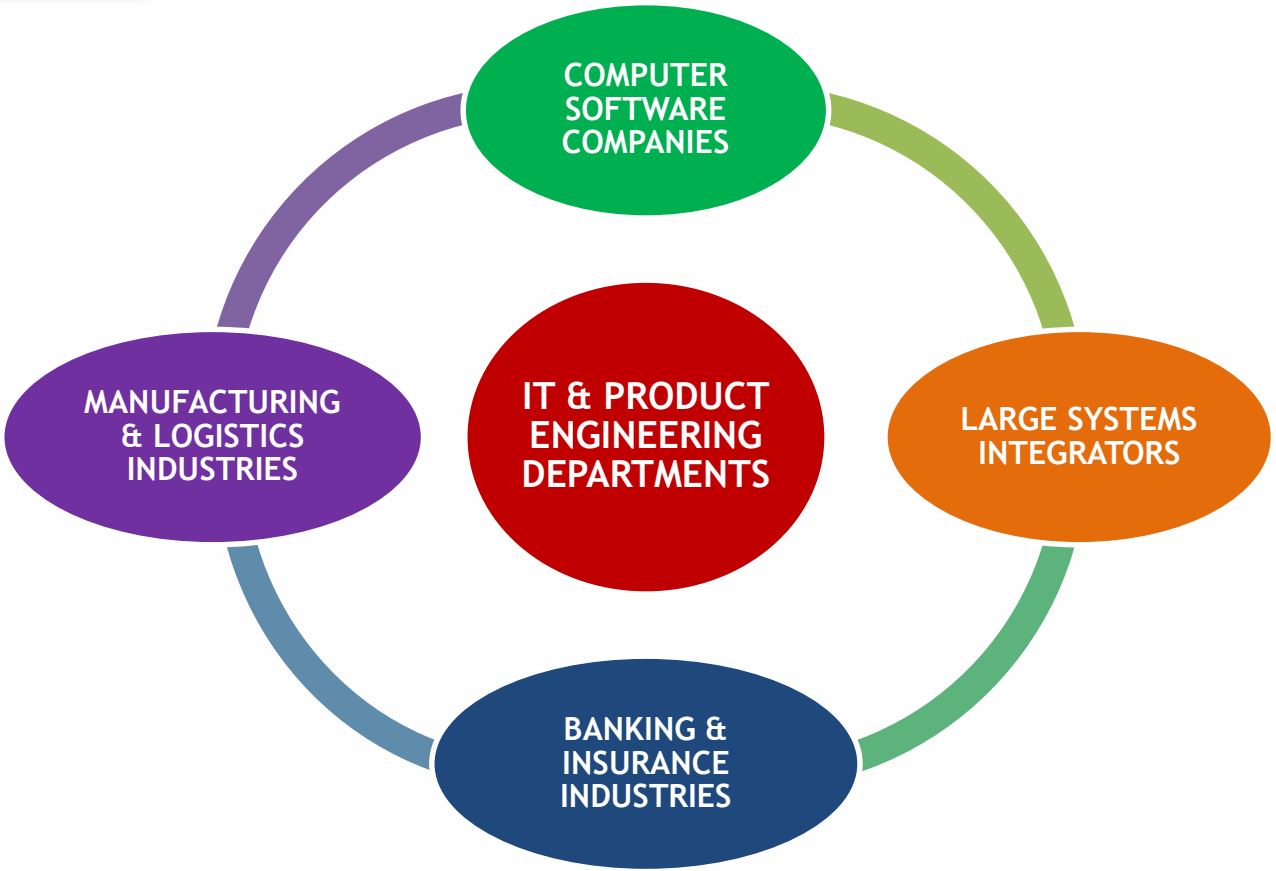
OUR MAIN EXPERTISE



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VALUE PROPOSITION

SOA / BPM

- Reduced time-to-market
- Business Automation
- Enhancement of Security and systems
- Real Time Monitoring
- Better aligned IT & business governance framework

Performance

- 360 degree vision of the application performance
- Reduction of IT incidents
- Measurement of critical applications' performance
- Achieve optimal performance, lower costs and improve service
- Cost effectively manage your complete IT infrastructure.

SW Development

- Scale up and down to meet your software development needs
- Flexibility to manage projects onsite/offsite
- Increase of your customer's service levels
- Costs and resources optimization
- Leading development platforms, tools & practices to meet your IT needs

Cloud computing

- Self-provision of IT resources
- Flexibility in the deployment of new solutions and features
- Payment based on resource use
- Elasticity and scalability to meet ever-changing Hardware requirements

BI

- Real insight into companies' performance
- Collect and analyze thoroughly internal and external data to any level of detail
- Improve and accelerate decision making and customer service
- Facilitate management across the entire organization

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BUILDING CUSTOMER RELATIONSHIP : FREE TRIALS

Performance

- Performance Assessment and Application Tuning

SOA / BPM

- Service Oriented Architecture Diagnostic
- Road map Definition

SW Development

- Software sizing & estimating service at the outset
- First month Free software development services *(In case of onsite model, living expenses for deputed consultants are shared with customer)*

Cloud computing

- Cloud computing assessment
- Road map Definition

BI

- Building of Reports and dashboards with customer's data

SERVICE DELIVERY MODEL

NEARSHORE

Heinsohn's Responsabilities

- To provide knowledgeable & qualified personnel, according to customer specifications
- Management of all the Human Resources and Project
- Resources located in Colombia, with planned travels to the USA *(monthly/bimonthly basis)*
- Lower rates vs the onsite model

ONSITE

Heinsohn provides

- Knowledgeable & qualified personnel.
- Engineers able to work onsite
- Competitive rates

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SOME SUCCESS STORIES

TIBCO
The Power of Now

DHL

NRT
NATIONAL SINGLE TRAFFIC RECORD

Heinsohn at Silicon Valley

CUSTOMER

TIBCO Software Inc. (NASDAQ): TIBX pioneer of real-time technology. TIBCO is an established and leading independent provider of infrastructure software. More than 4,000 customers worldwide rely on TIBCO to manage information, decisions, processes, people, and data in real time

SITUATION

The relationship between the two companies began in 2011, when Heinsohn saw an opportunity to cross borders and expand its partner portfolio. TIBCO needed to optimize its internal development through BI, BPM and SOA applications. Because of this, an outsourcing service provider was needed

CHALLENGES

- Improve usability and performance of TIBCO's internal application
- Optimize the TIBCO's sales process automation
- Build and maintain internal process Application like: sales, EPM Enterprise product management, and employee and contractor onboarding system

RESULTS

Because of Heinsohn's support, **TIBCO increased its development productivity in a 30% capacity**, compared to working with other providers

Usually, the risk in a software development project is not estimated, Heinsohn does provide such estimates. This, along with quality and talent is what makes HBT a leader in the market

Initially TIBCO hired us just for software development. As of today thanks to the positive experience, Heinsohn also provides support on architecture and application-tuning

A nearshore success storie

CUSTOMER

DHL Global Forwarding is one division of the largest courier companies in the World, which provides air and ocean freight forwarding services worldwide. DHL is present in over 220 countries and territories across the globe with a workforce of about 285,000 employees, providing solutions for an endless number of logistics needs. DHL standardized logistics operations and multi-modal transport solutions to greatly individualized industrial projects.

SITUATION

Since 2013 Heinsohn and DHL Global Forwarding have been involved in several projects intended to help DHL gain more prominence in the extended supply chain, by analyzing, consolidating and integrating relevant data. Outsourcing of the logistics function is a business dynamic of growing importance all over the world" (Razzaque & Sheng, 1998). That's why Heinsohn offers value-added services to different companies from all industry sectors, including DHL by helping them with the technological expertise at optimal cost/benefit levels, achieved by linking professional experts.

SOLUTION

The use of BI and IT within the FTA (Free Trade Agreement) with The United States is a vehicle to open markets and facilitate the growth of this industry in the country. Therefore, consumers and new potential clients can benefit from these kinds of partnerships such as DHL.
DHL trusts Heinsohn in providing solutions for their technological needs implementing: System Architecture, Business Intelligence and Mobile solutions.

RESULTS

Heinsohn has created several applications for DHL to track and manage their shipments, helping DHL in the decision-making process.
Nowadays, Mobile Network Services, Telecommunication Infrastructure, Storage Systems and Logistics have superior performance in DHL's daily operations. DHL customers now have more reliable information and it has become a sustainable Business Intelligence model.

Heinsohn has helped DHL Global Forwarding all across the Venezuela, Costa Rica, Chile and United States markets, accelerating business value and resulting in improved feedback by its customers.

National Single Traffic Record

CUSTOMER

Department of Transportation - It is the Government agency responsible for formulating and adopting policies, plans, programs, projects and economic regulations of transportation, transit and infrastructure, between roads, seas, rivers, rails and airspace of the country.

National Single Traffic Record is an Information system for the registration, centralization and validation of information regarding vehicles, drivers, traffic accidents, auto-insurance, public transportation companies, etc.

SITUATION

Customer was looking for an IT partner to provide services of IT architecture, consulting and implementation services, being complaint with their requirements for security, scalability, and performance. To meet time and quality requirements, in a development project of 1500+ uses cases, in 9 months. Remote software development in 4 different cities, with 70+ engineers.

SOLUTION

The team implemented a flexible, scalable, and highly available IT platform to offer a broad portfolio of software engineering services to customers in industries, such as public sector. Software solution developed on Oracle-based platform, consolidating transit and transportation information in Colombia and integrating data from nearly 900 government agencies. Used Oracle SOA Suite, Oracle Coherence Grid Edition, and Oracle Identity Management to support 1,500 concurrent users and 50 million more transactions per year for the RUNT project. Increased the productivity of about 80 engineers in the NRT project development team, accelerating development timelines by 30%. Project integrated multiple technologies: SOA, BPM, Biometrics and Security. Built of Oracle Fussion Middleware (SOA suite, Identity Management, Application Server, J2EE etc)

RESULTS

High availability for every hardware and software component. 30+ application nodes per datacenter. Security: Authentication based on user/password and fingerprint validation / Digital Signature for every transaction on NRT / Transaction non-repudiation / Database Auditing. In real time validation, authorization and registration of every transaction related to transportation. Centralized and unified information related to the transportation sector in Colombia, including information related with vehicles, drivers, traffic accidents, and more. Supports policy planning done by transportation organizations, improving the decision making process.

THANK YOU
Heinsohn Corp
Your IT partner in Latin America