

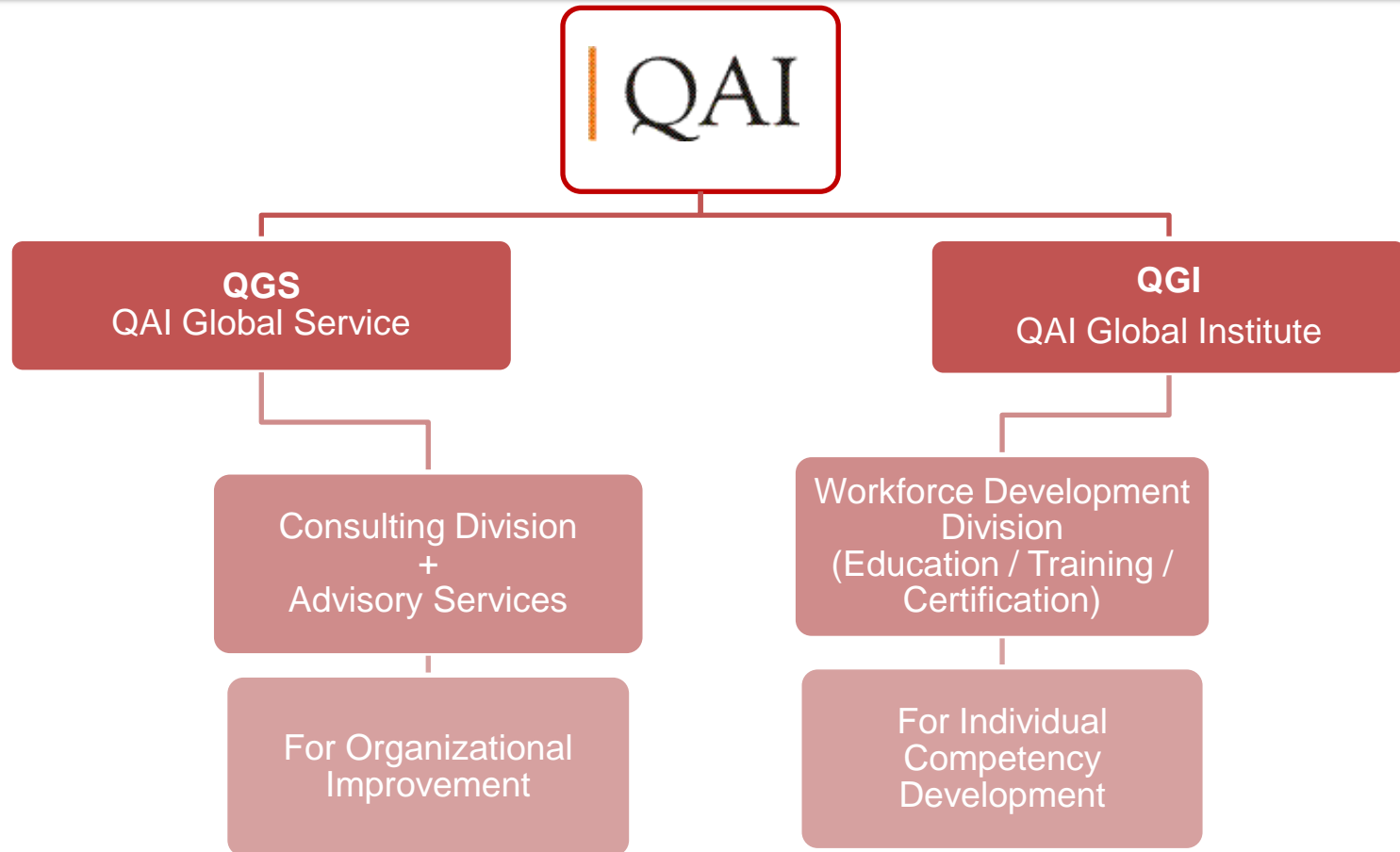
# Partnership For Growth

*The Business Opportunity "The ATP Program"*



A black and white photograph of a person in a dark suit standing on a white, sloping surface, possibly a snow-covered cliff or a large piece of paper. The person is holding a telescope to their eye and looking towards the horizon. The background shows a cloudy sky and a dark, textured surface below the slope.

**To be the World's Premier  
Consulting and Workforce  
Development firm  
in the area of Operational  
Excellence  
For knowledge  
Intensive organization providing  
Measurable Competitive  
Advantage**



# About QAI

QAI is a global workforce development and consulting organization addressing the education and 'Operational Excellence' needs of information technology, information technology enabled and knowledge intensive organizations.

QAI was established in 1980 in Orlando, Florida - USA.

**QAI Global Institute**, the workforce development division of QAI, focuses on creating education and training products and services to address competence development, assessments and professional IT certifications. The Institute conducts industry research, houses the software QA, Testing, Business Analyst and PM Bodies of Knowledge and administers the professional certifications in these domains.

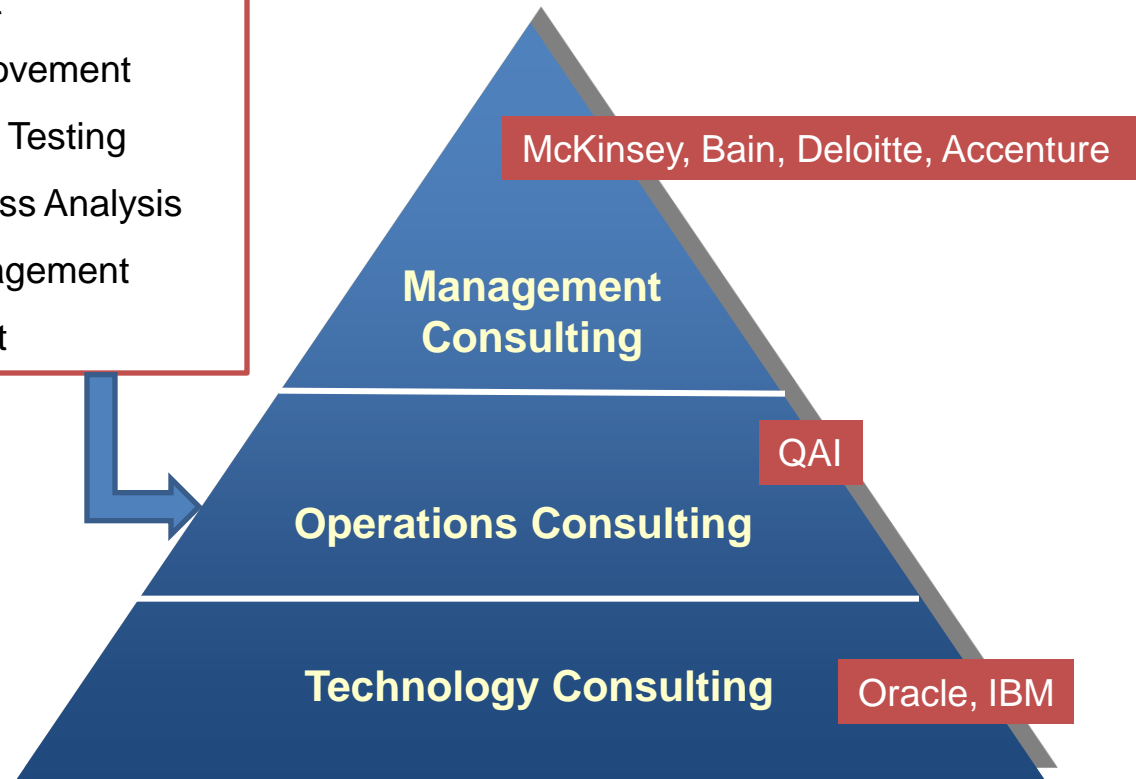
**QAI Global Services**, the consulting arm of QAI, addresses Operational Excellence, which organizations achieve through deployment of best practices and processes in areas such as process management, quality management, innovation management, project management, and IT service management.

# Numbers Speak

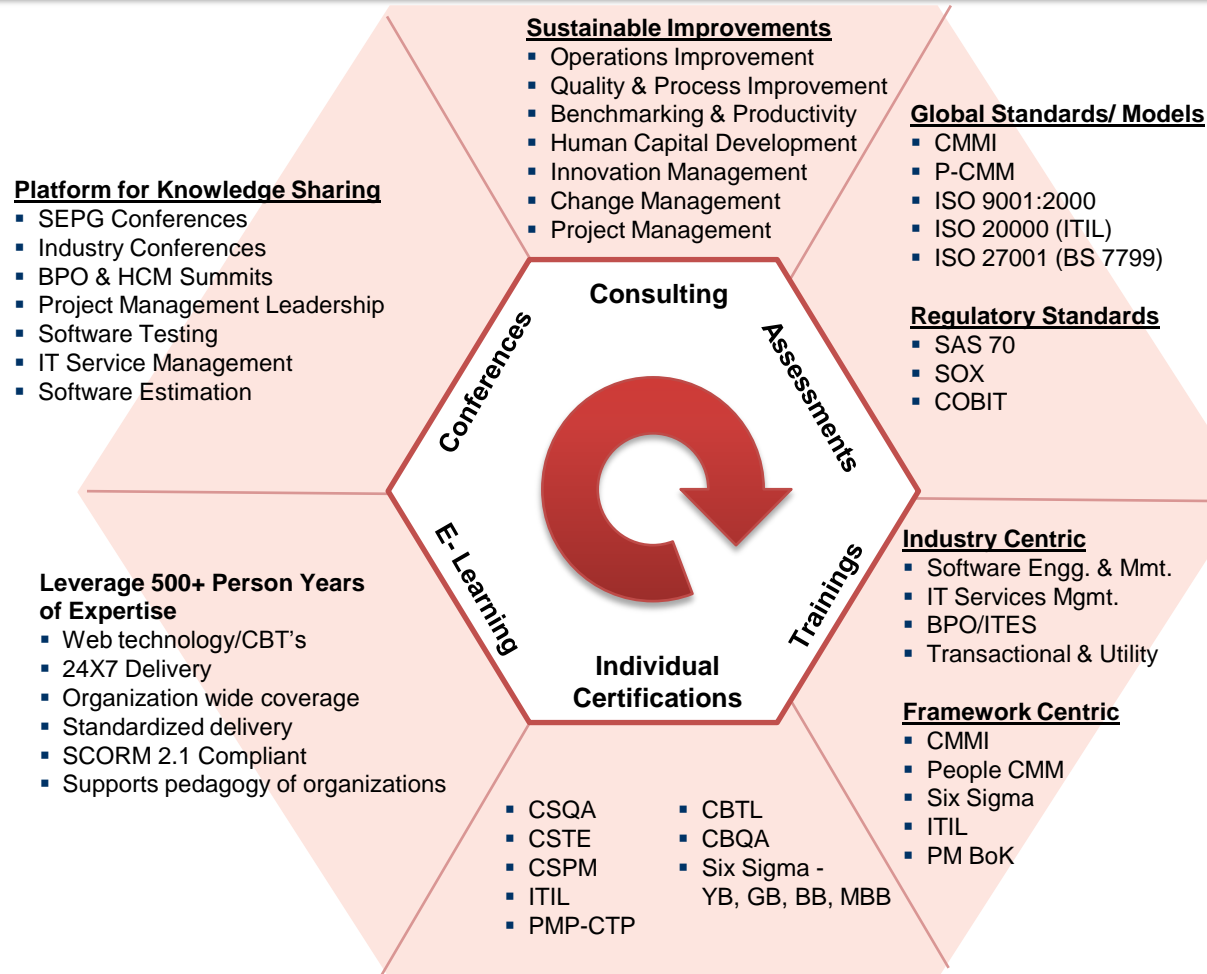
- 50+ Ministries, Departments and Governments overseas have engaged QAI to build industry capabilities
- 180+ people team
- 600 + Person Years of experience
- 300+ CMM / CMMI® clients
- Experience with small and large clients in various industry domains.
- Multi-cultural experience across 30 countries.
- 200+ CMM / CMMI® Appraisals by QAI LA's / 90 High Maturity Appraisals
- 2000+ Six Sigma Projects mentored
- 1,60,000+ professionals Trained / 40,000 + Certified
- 70+ Instructor led Trainings/ 450+ Hours of e Learning

# What We Do – QAI Space

- Program & Project Management
- IT Service Management
- Quality & Process Improvement
- Software Engineering & Testing
- Requirements & Business Analysis
- Human Capability Management
- Innovation Management



# Holistic View Of QAI Services



# Building Nations Of IT Excellence

QAI believes in contributing to the development of 'Nations of Software and IT Excellence' by working closely with government bodies, government funded agencies, research institutions, defence organizations, software parks, industry associations and the World Bank funded projects in several countries.



**Bangladesh**



**Egypt**



**Russia**



**India**



**Singapore**



**Sri Lanka**



**China**



**Ukraine**



**Malaysia**



# Leaders Engage Us

- **11 / 15 India's Top Software Co.s**  
(TCS, Infosys, Wipro, Satyam, HCL, iFlex, Hexaware, L&T, Siemens, Flextronics, IBM Global)
- **Top Fortune 500 Co.s**  
(GE, IBM, HP, Verizon, JPMC, Dell, Microsoft, Motorola, Intel)  
[Others from Fortune Global 500 Co.s include AXA, Siemens, Samsung, SONY]
- **8 / 10 World's Top Software Enterprises**  
(IBM, Microsoft, CSC, Accenture, HP [Digital, now HP], Oracle, CapGemini, Unisys)
- **5 / 10 USA's Top IT Co.s (IBM, Dell, Lucent, Intel, TI)**
- **4 / 5 BIG 5 (Deloitte, Accenture, PWC, CGEY)**
- **4 / 5 World's Top Semiconductor Co.s (Intel, Samsung, TI, Infineon)**
- **World's largest conglomerate – GE**

## Fortune 500



## Consulting



## Technology



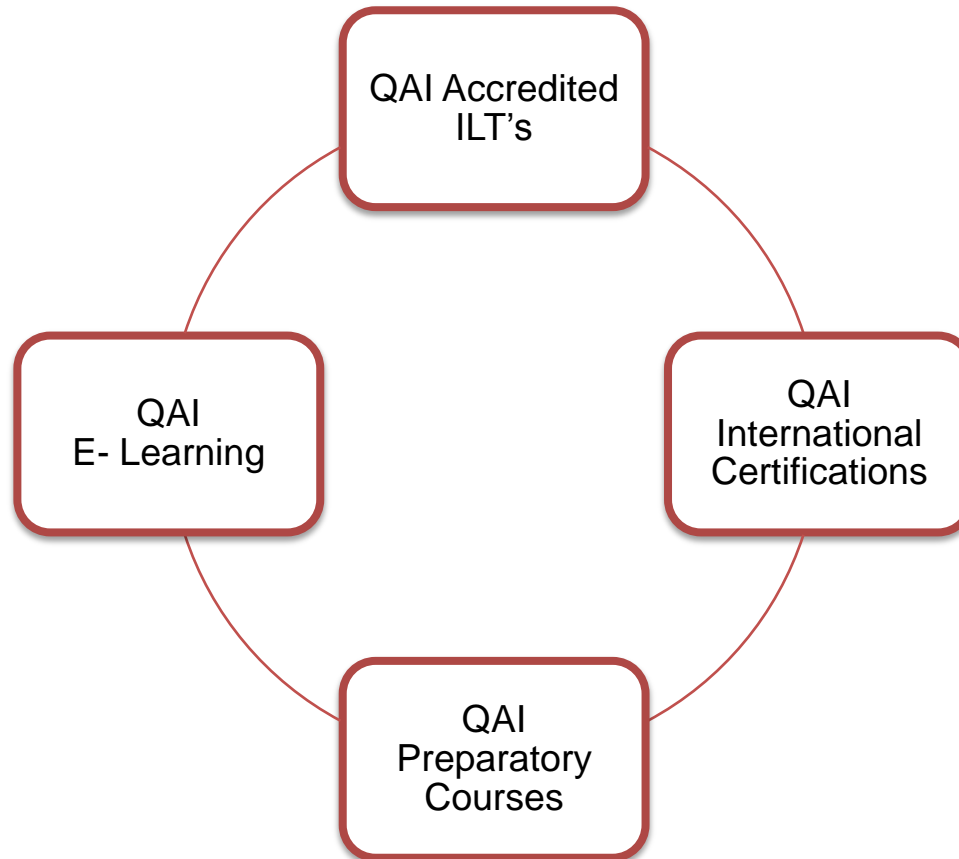
## IT Services



# Leveraging Synergies – Authorized Training Partner Program



# What's On Offer



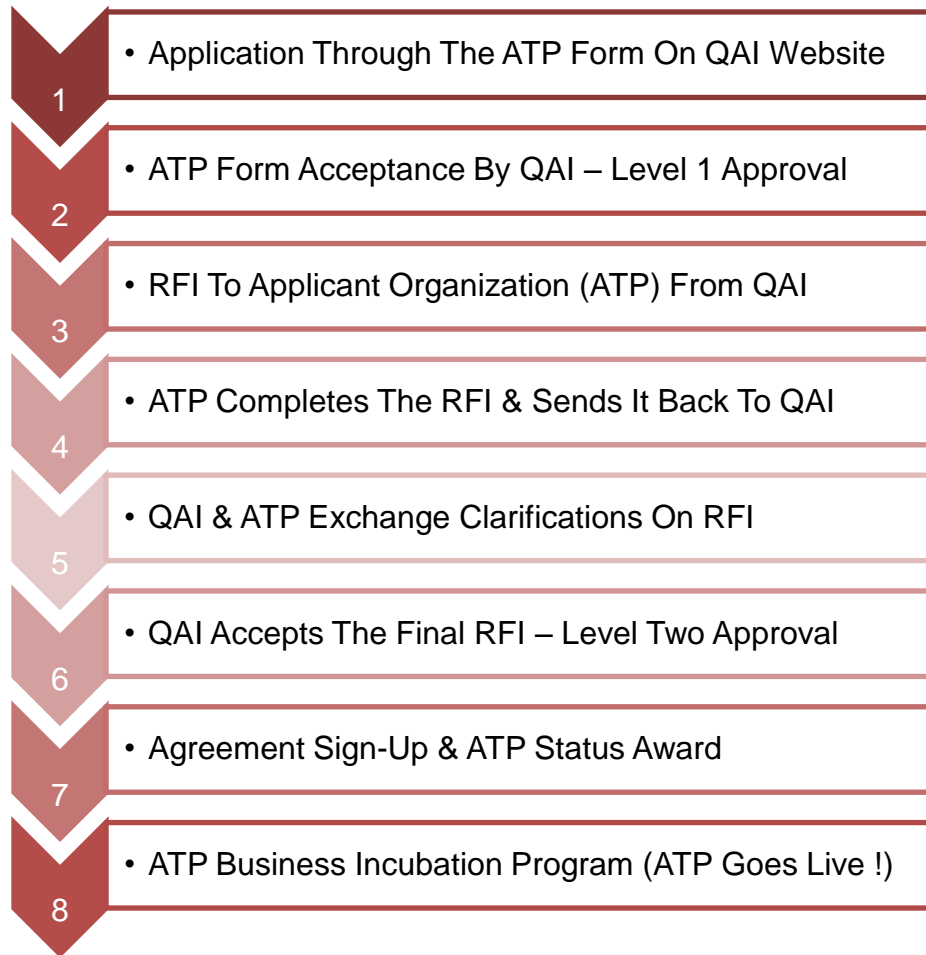
# What's On Offer

Career programs	Professional Development	QAI Certifications
Diploma Program in Software Testing leading to Certified Associate in <b>Software Testing</b> (CAST)	Certified Strategic Leader	<b>Software Testing</b> <ul style="list-style-type: none"><li>- Certified Associate in Software Testing (CAST)</li><li>- Certified Software Tester (CSTE)</li><li>- Certified Manager of Software Testing (CMST)</li></ul>
Certificate Program in Software Testing leading to Certified Associate in <b>Software Testing</b> (CAST)	Certified BPO Team Leader	<b>Quality Assurance</b> <ul style="list-style-type: none"><li>- Certified Associate in Software Quality (CASQ)</li><li>- Certified Software Quality Analyst (CSQA)</li><li>- Certified Manager of Software Quality (CMSQ)</li></ul>
Certificate Program in Software Quality Assurance leading to Certified Associate in <b>Software Quality</b> (CASQ)	Certified BPO Workforce Management Professional	<b>Project Management</b> <ul style="list-style-type: none"><li>- Certified Software Process Engineer (CSPE)</li><li>- Certified Quantitative Software Process Engineer (QCSPE)</li></ul>
Certificate Program in Software <b>Project Management</b>	<b>Six Sigma Green Belt Certification</b>	<b>Business Analysis</b> <ul style="list-style-type: none"><li>- Certified Associate Business Analyst (CABA)</li><li>- Certified Software Business Analyst (CSBA)</li></ul>
Certificate Program in Software Business Analysis leading to Certified Associate <b>Business Analyst</b> (CABA)	<b>Six Sigma Black Belt Certification</b>	<b>Six Sigma Master Black Belt (MBB)</b>
Certified BPO Customer Service Professional	<b>Six Sigma Master Black Belt Certification</b>	Business Process Improvement
	<b>Innovation Practitioner Certification</b>	<i>Certifications are also available with Certification Preparatory Trainings</i>
	ITIL® 2011 Foundation, Intermediate, Expert Certification	
	ITIL® Service Manager	
	PMPO® Contact Training Program	

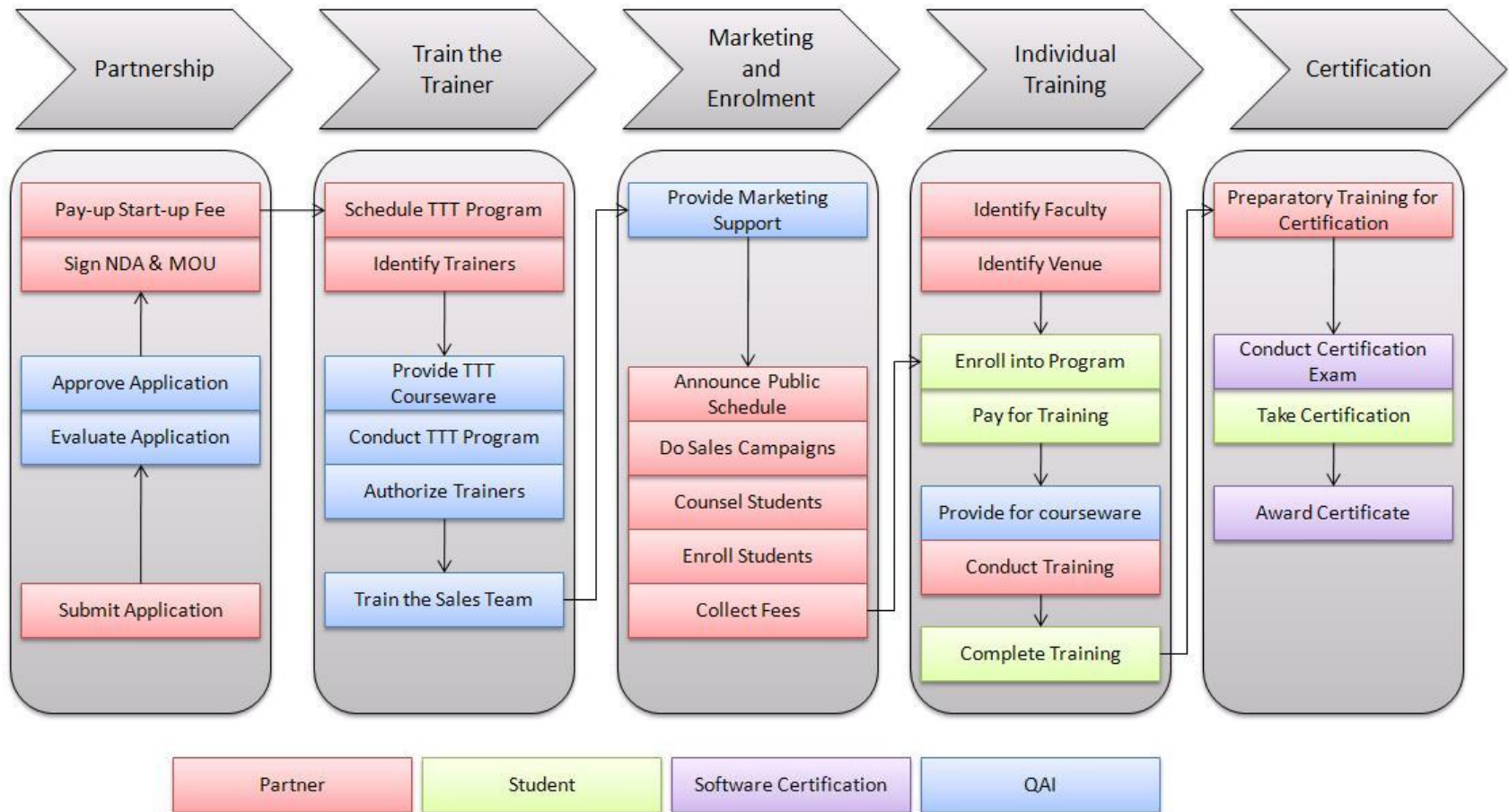
*Also,*

**QAI's Authorized Training Partner would be able to offer certifications and learning solutions of TCCS and HDI, USA**

# Authorized Training Partner Appointment Process



# Authorized Training Partner - The Partnership Process



# Few Of Our Global Customers

- HSBC Colombo
- Zee Labs (Pvt) Ltd.
- Dialog Telekom Ltd.
- Esoft Computer Studies Pvt Ltd
- IT Enabled Services Association of Srilanka
- Navantis IT Ltd.
- Senid Business Solutions (Pvt) Ltd.
- CGI
- US Dept of Education
- Nationwide Ins.
- Cadbury
- JP Morgan Services (I) Pvt Ltd.
- Yahoo India Global Ministry of Defense
- Hewlett-Packard
- Panasonic
- OCBC Bank
- Star Hub
- The Great Eastern Life Assurance Co. Ltd.
- JVC Asia
- Software Park Thailand
- FPT Software JSC
- Danang Software Center
- Panasonic Taiwan Laboratories Co. Ltd
- SPI Technologies
- Globe Telecom
- Equicom System Management
- RCG IT
- Headstrong
- Neusoft Co. Ltd.
- ZTE Corporation
- Honeywell

***...and many more***



# Thank You!

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Partnership queries: **aep@qaiglobal.com**

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