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## FOLLOW-THE-SUN(FTS) ENGAGEMENT METHODOLOGY



**Logiseek, Inc.** is a fast growing Silicon Valley based CAD and BPO Services Company dedicated to serving Businesses in the rapidly changing global landscape.

The new global workplace has provided business leaders the unique opportunity to harness the talent that is available worldwide and use it to drive and extend their operational reach and productivity. We enable Businesses to capitalize on this opportunity and create real tangible enterprise value by providing accelerated Solutions that combine our deep industry knowledge with technical and domain expertise.

Our Delivery Center is based in Kolkata, India. We are a strong organization with team of highly qualified domain experts, unique delivery methodologies that focus on optimizing implementation cost, and an unwavering commitment to Quality, successfully delivering results and value to our Clients and their customers.

### **OUTSOURCING WITH LOGISEEK.. beyond Cost Reductions**

Outsourcing to Logiseek is not just a cost-cutting tool for our Clients. Delivering strategic value far beyond cost reductions, we help our Clients gain competitive advantage by extending their operational reach and enhance their core capabilities.

We provide global clients with value added, and business specific services in an outsourced model that leverages our dual-shore capabilities.

Logiseek seeks to be the execution partner of choice for our clients and a leading participant in their strategic initiatives.

### **SERVICES PORTFOLIO**

**Paper to CAD** - Digitization of old paper drawings to any required CAD format following client specified CAD standards such as AIA Layering Standards or similar.

**Raster to Vector** - Conversion of raster images/drawings to any required CAD format following client specified CAD standards.

**Design Development Drawings** - Preparation of design development drawings from schematic drawings / sketches.

**Construction Drawings** - Preparation of architectural Construction Drawings from design development drawings and other necessary inputs from the architect.



**3D modeling, rendering and animation** - Creation of accurate 3D models from 2D drawings. Preparation of photo-realistically rendered images following client specified textures and color schemes.

**Red line drawings**- Creation / editing of drawings following client's change instructions through red-lining, mark-ups on paper drawings / existing CAD files.

**Site Plans** - Creation of Site Plans from hand sketches or paper drawings or existing CAD files.

**BOMA Calculations** – Doing BOMA calculations to calculate rentable space using standard BOMA software or client specified methods.

### ENGAGEMENT MODEL

Working with a partner who is thousands of miles away has obvious challenges. Logiseek, with its dual-shore capabilities and unique 'Follow-the-Sun' methodologies, provides high level of communication and collaboration with the Client team, thus overcoming the challenges and ensuring success.

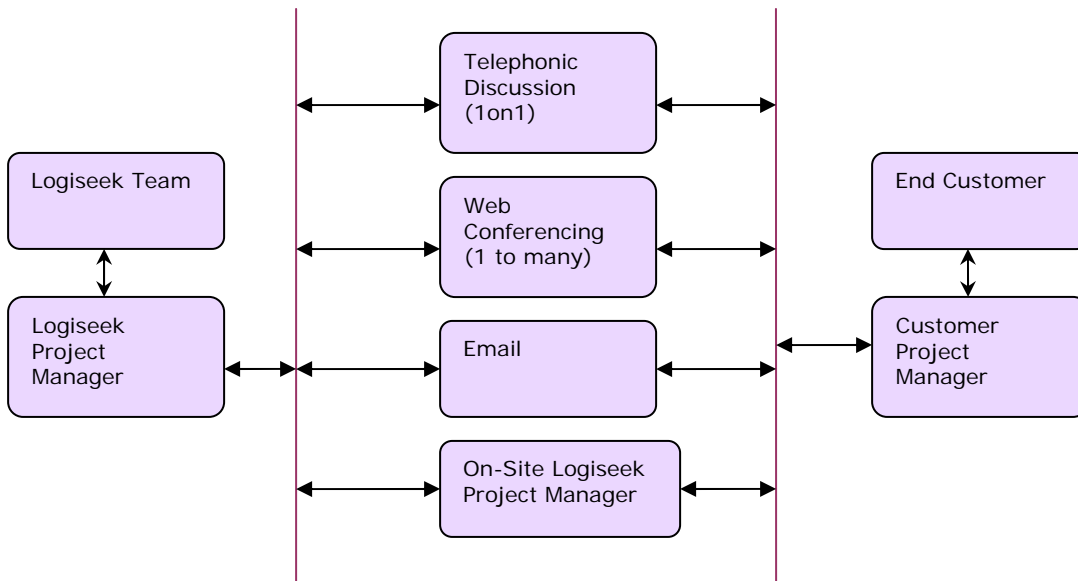


Fig 1 – Logiseek Communication Process

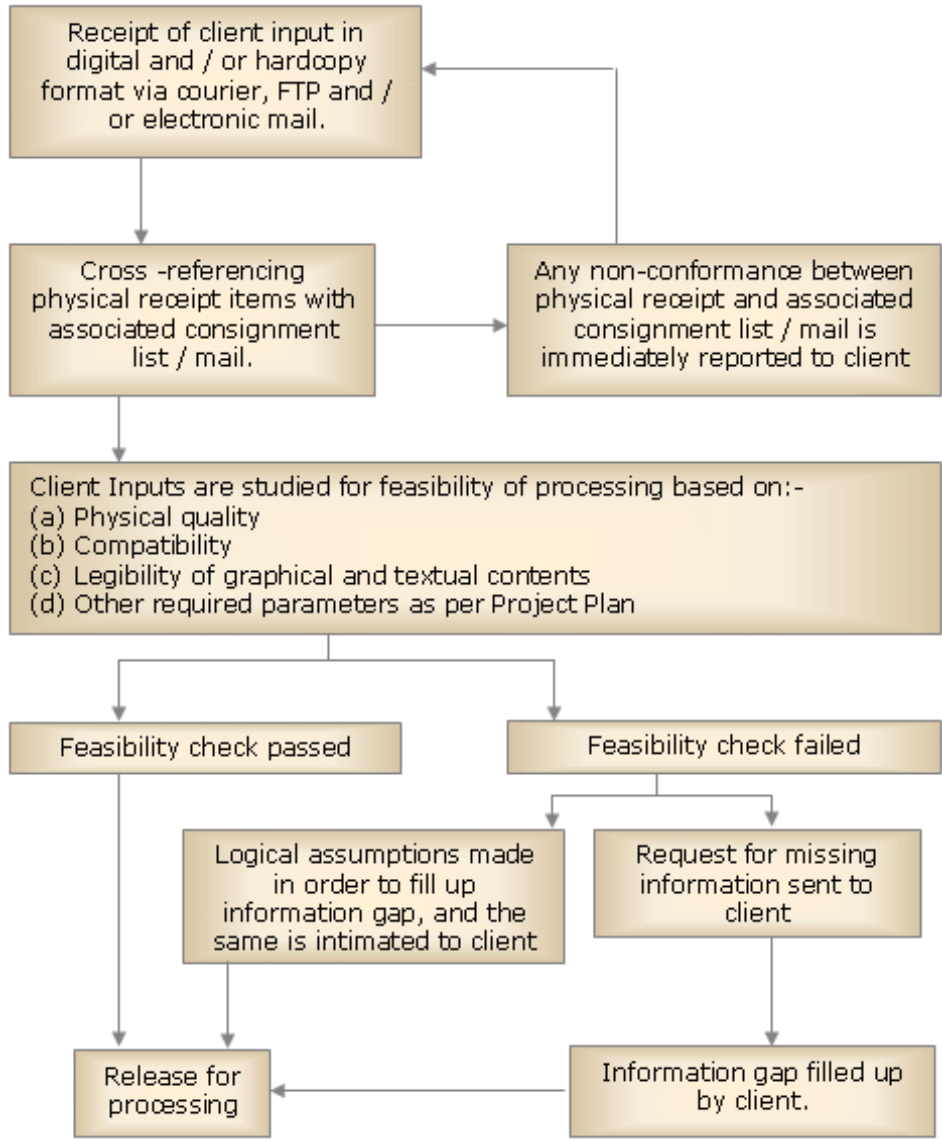


Fig 2 - Logiseek Client Engagement Workflow

**Technical Specifications /Work Instructions:**

Client provides General specifications or work-instructions which are applicable to all projects of similar nature. For each type of job, a general specification document is created.

There can also be Project specific work instructions that are communicated by the client via email at the start of the Project or any time thereafter

## Project Collaboration:

We use Buzzsaw (Autodesk) or our own Document Management System for Collaboration and exchange of Documents between Client and our Delivery team. Files to be worked on are uploaded into the Document Repository as per agree upon Directory Naming Conventions. Client also supplies any project specific instructions.

Our Delivery Team studies the work uploaded and asks for any clarification from time to time via email. If required, conference call or net meeting are set up for detailed discussions.

During the Project execution stage, we send regular Status Reports and Progress sets to the Client for review and feedback.

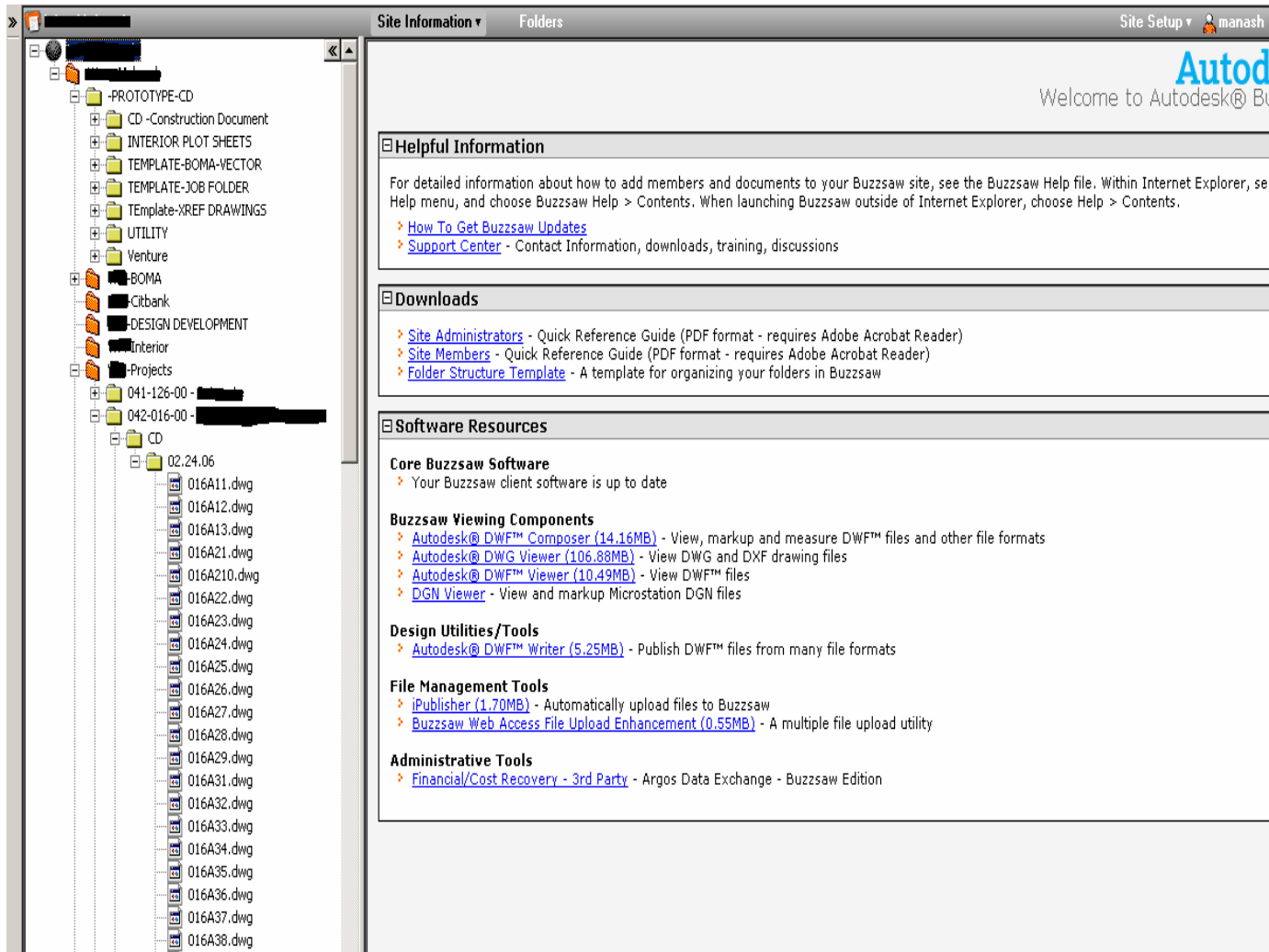


Fig 3 – Buzzsaw Collaboration Tool



## QUALITY

At Logiseek, Quality is a strategic concept woven into the foundation of our company.

Consistent and reliable quality is never an accident. It requires commitment at all levels of the company, solid systems, experience on offshore working, discipline, and sheer pride in your work.

We maintain efficient internal channels of communication so that client requirements are clearly understood by each team member. We maintain a high ratio of CAD operator to supervisor and work is reviewed every few hours to ensure no deviation from requirements.

QA Checklist are setup for each type of Project for each client. Rigorous quality standards are set and strictly enforced.

## PRICING

The following pricing structure is available to our Customers based on their Project/Job requirement.

- 1) Project:
  - a. Each worked sheet will be billed at \$130-\$580/sheet depending on size of the sheet.
  - b. Every Customer specific revision/rework will be billed at \$45/sheet in addition
- 2) Raster to Vector:
  - a. Each sheet will be billed at \$130-\$580/sheet depending on size of the sheet.
- 3) Interior: (same as Projects)
  - a. Each worked sheet will be billed at \$130-580/sheet
- 4) BOMA:
  - a. Each worked hour will be billed at \$15/hr
- 5) Site Plan:
  - a. Each worked hour will be billed at \$15/hr
- 6) Blueprints, Archiving and Indexing:
  - a. We offer digitization, archiving and indexing for mass document storage. Usually it works out good if we need to manage more than 50,000 sheets.
- 7) Discounts:
  - a. If for a given month the total number of aggregated number of worked sheets viz. Projects, Raster to Vector or Interiors are more than 100 then the discounted pricing of \$120-\$500/sheet will be applied to every sheet above 100.
  - b. Similarly if for a given month the total number of aggregated number of worked hours viz. BOMA, SitePlan or Redlines are more than 100 then the discounted pricing of \$12/hr will be applied to every worked hour above 100.