



Vision Program

Working Together for a Mutually Beneficial Solution

Co-Operative Development Program

Customer influence over the end result product and its features/functionality

Significant savings compared to traditional custom development

“Off the Shelf” product solutions to problems as opposed to custom development

Ongoing maintenance support by Viziya for the product

Product solutions leveraging Oracle or SAP technology whenever possible

Significant reduction in total cost of ownership of solution as compared to traditional approaches

A “living solution” with continuing enhancements to the product over time

Be part of a community of users of the product as opposed to coping alone with a “one-off” solution

VIZIYA is proud to take a customer centric approach to its product development strategy. We know, from many years of experience, that the best ideas always come from you, our customers. As a result, VIZIYA has introduced a unique “Vision” program developed to foster co-operative software development efforts between VIZIYA and our customers. Aptly named “Vision,” this program bridges Viziya’s and our Customer’s vision of product efficiency.

“Vision” encourages customers to present VIZIYA with functional issues and/or product ideas that they feel could enhance the asset management capabilities of Oracle eAM or SAP PM. VIZIYA would then analyze the proposed solution to determine whether the proposed product could provide an opportunity to address a broader market issue. If so, we in turn will work with these customers to develop the solutions that they require as “Off the Shelf Products”, and for which we will offer full product support going forward, with all the benefits that entails. We strongly believe that a mutually beneficial relationship can exist through the sharing of ideas between ourselves and our customers.

We recognize, as a software developer, that often the solutions the customer seeks are very expensive to develop and are treated as a “one-off” which the customer ends up, either:

- supporting on their own and we understand what a burdensome, expensive, and often futile, proposition that can be, or;
- paying the vendor significant maintenance costs (predicated on the expensive development costs) to maintain the solution for them. Given that this is a “one-off” solution we also understand how difficult it can be to have the vendor truly focus on the solution and provide substantive support.

In either situation the product typically stagnates and eventually wanes as surrounding software releases change.

We offer a better and more common sense approach. Under “Vision” Viziya encourages the customer to work with us to design a solution which we believe will have broad market appeal and will be sought after by many customers as opposed to just one customer. We will work with the customer to design a Product, not a “one-off” throwaway, which we will then sell to many prospects. With “Vision”, we will:

- provide full software support to the customer removing the concerns/problems above
- share the cost of the development of this Product with the customer such that they will get a Product solution at a cost that will provide them significant savings over a Custom Development initiative.
- build a better product based on feedback and recommendations on how to make the product better and more robust. We will incorporate many of these suggestions (amongst our own ideas) into the product which you can get as part of your ongoing maintenance agreement. In other words, your investment will continue to grow over time and not diminish as is the case with Custom Deliverables.

Viziya, in exchange, will own the product code (Intellectual Property) and expect that the customer will work with us in the design phase, through the QA phase, into production and ultimately be a reference for us, empowering us to accomplish the goals listed above.

For more information on all our offerings visit us at www.viziya.com or email us at info@viziya.com



Empowering ERP Asset Management Solutions