



Auriga's Newsletter

November 12, 2007

IN THIS AURIGA NEWS ISSUE, we would like to draw your attention to the new skills Auriga develops.

High outsourcing season continues, Auriga not only gained several new clients and entered the new UK market in October, but also expanded its expertise in several technology areas, including CRM and document management systems.

We also continue to strengthen our agile development service line that remains among our top priorities. Now we have certified ScrumMasters running internal trainings and supervising agile projects at Auriga.

Those who are interested in healthcare, biotech, and life sciences may also find it useful to read the information about Auriga's participation in MEDICA'07, as well as about strengthening Auriga's skills in Documentum.

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Auriga to present software R&D and ITO services for healthcare at MEDICA'07

Auriga will participate in MEDICA'07, the annual leading international medical trade fair to be held in Dusseldorf, Germany, November 14-17, 2007. Auriga will be presented at the Massachusetts Office of International Trade and Investment stand, Hall 3/F16.

As one of its service lines, Auriga offers custom software development services to Healthcare IT vendors and has experience in developing enterprise grade software for hospitals and clinics. The company provides FDA 21 CFR Part 820 and ISO 13485 compliant software development and Validation and Verification services to medical device vendors.

Auriga has a time proven expertise in serving leading companies in the area of Patient Monitoring, Anesthesia, Ventilation, Endoscopy and other medical device areas. The company's technical skills range from developing embedded solutions and system-level components to Web applications and enterprise information systems for a wide range of OS. You may learn more about Auriga's expertise in medical device software and health information systems at our [web-site](#).

Meet us at MEDICA'07:

- November 14-17, 2007
- Dusseldorf, Germany
- Hall 3/F 16
- If you would like to book a meeting with Auriga representative at MEDICA or receive more information on the company's services for medicine and healthcare, please contact Andrei Pronin at andrei.pronin@auriga.com or + 7 (495) 713-9900 ext. 302.

New skills: Auriga strengthens CRM expertise

Earlier this year, Auriga [announced](#) that the company started to focus on CRM and Customer Care systems development, integration, support and training services. The company became the first distributor and integration service provider of [CRM Customer Care Suite](#) in the Russian Federation and Eastern Europe. The agreement was the result of years of Auriga's successful cooperation with the Undisclosed client, the US software development company that pioneered Commercial Open Source Customer Care solutions designed for the enterprises of all sizes—from small to large. Auriga's expertise with CRM systems is not limited to CRM-based solutions. Along with the projects outsourced by Auriga customers, the company performs its own research and training. The company is already successfully developing experience in Avaya call centers integration, Siebel CRM system, and continues to strengthen its domain knowledge by performing new projects in this area. If you are interested to learn more about the exper-



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New skills: Auriga enters the Documentum world

By building up the set of skills that the company can offer in the enterprise applications domain, Auriga has entered a new knowledge area. Following the growing demand for the specialists in EMC's Documentum, Auriga has started training its senior engineers in this enterprise content management platform. The first group of engineers who are completing the training this week have already been allocated to customer projects. Additional content management solution expertise will not only strengthen Auriga's position in the content management domain, but will also extend the company's capabilities in such areas as enterprise healthcare where EMC's Documentum continues to win popularity as the basis for EMR/EHR, PACS and other systems.

New level of service: Certified ScrumMasters at Auriga

Agile methodologies are in high demand in today's world. High-tech companies are facing increasing competition in the market and have to struggle for further shortening the TTM and the ability to work efficiently under rapidly changing requirements. Being a service provider who closely tracks the clients' needs and expectations, Auriga has long been offering software development/maintenance services based on Agile methodologies and continues investing in improving the provided services. In October 2007, Auriga decided to bring the quality of the Agile service line up to the new level. As a part of the program, two of Auriga's experienced team leads have passed formal ScrumMaster training and have become Certified ScrumMasters. The new ScrumMasters now control the development processes for the Agile projects led by Auriga and deliver additional corporate trainings for Auriga engineers and managers.

Business Forum: Where does Russian outsourcing industry go from here?

On October 24, Alexis Sukharev, Auriga's President, participated in the round table discussion organized as a part of the Business Forum held during one of the largest Moscow annual IT and Telecom exhibitions—InfoCom-2007. The Business Forum participants from the Russian government, mass media, consulting and investment companies, and the leading Russian electronics, software and

IT service companies discussed the future of the Russian ICT industry in general, and IT outsourcing in particular. The experts agreed that due to the worldwide recognition of Russian high-end technical skills, engineering culture and good cultural fit for Western customers the country occupies its unique high-end services niche. The lack of the government support impedes dynamic expansion of the IT outsourcing companies and doesn't allow the country to become one of the global outsourcing leaders in terms of the market share. Auriga's President shared his view on why Russia's software exports volume is far behind those of India and China and exactly which government regulations would benefit the industry market share growth in the global market. By common consent, with the government support, Russia is able to strengthen its position in the global outsourcing market.

About Auriga:

Auriga (<http://www.auriga.com/>) is a software R&D and IT outsourcing services provider incorporated in the U.S. that has been operating development centers in Russia since 1990. Auriga was the first to focus on satisfying the specific needs of software and hardware high-tech companies as its driving strategy. Included in CMP's Global Services 100 list since 2006 and in top 10 ITO providers in Central and Eastern Europe according to the 2006 Black Book of Outsourcing, Auriga offers a wide range of services covering all aspects of the entire product engineering area and superb expertise in a rich set of knowledge areas from embedded systems and OS internals to enterprise information systems and Web applications. Auriga's client list includes such industry majors and leaders in their segments as IBM, Draeger Medical, LynuxWorks, NMS Communications, Verdasys, and many others.

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