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One of the first Indian IT software enterprises, PCS Technology, expands its activities to the German-language area within Europe (Germany, Austria and Switzerland). For this PCS entered a partnership with CHANEX, a division of the consulting firm JDC.

An objective of this co-operation is it to win successful partners for selling the PCS services. JDC, who has an extensive network and experience for many years in the IT-industry, is to recruit these potential partners as well as to take over their development and support. PCS will focus on its core services: **software development** and **remote network monitoring** first.

Within **software development** PCS can offer a wide latitude of different services to its partners and customers. With the so-called „Onsite-Services“, PCS provides qualified personnel, who support the customer project onsite or take over the entire software development. On the other hand, PCS offers Offshore Development. In this case the whole project is realised at the PCS office in India, the entire project environment of the customer is completely copied, in order to obtain high-quality results.

PCS has gained a lot of experience in the software development market. For all its projects, the company falls back to a number of highly-qualified specialists. In order to guarantee the high quality standard, PCS has a strict selective procedure with recruiting new personnel. PCS takes over labour intensive processes within software development, so that the partner can focus on topics like the design phase and the customer care. In no case, PCS will get in direct touch with the customer, only if it is requested by the partner.

Another service, that PCS offers, is the **remote management of the IT-infrastructure**. These services help the customer lowering the Total Cost of Ownership for the network management and give a clearly increased flexibility in relation to conventional network services. Network problems can be recognised per-actively and often repaired remotely. Costs and time for on-site findings are omitted. With the above mentioned remote services, partners are to be supported in two ways:

Partners that do not offer remote monitoring at the moment, are to receive the possibility of offering this service supported by the know-how and existing IT-infrastructure on the part of PCS. For partners that already have experience with this service, PCS can take over the remote monitoring partially or completely and offer thus an economical alternative with continuous quality.

For further information please contact

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PCS Technology

Started in the year 1983, PCS Technology is a 80 million dollar company today. Headquartered in Mumbai, PCS is present in 22 offices across India and 5 offices across the globe. Armed with the know-how to improve business performance across organizational silos, business processes, technology platforms and a keen understanding of the client requirements, the solutions focus on delivering competitive business advantage and increased ROI for all our clients.

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