



**Sonawane WebDynamics, Inc.**  
**Capability Document**  
**February 2007**

**Presented by:**

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President/CEO

**Sonawane WebDynamics, Inc.**  
*Transforming Data Into Decisions*

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## CONTACTS

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**NAICS:** 541-511 Custom Computer Programming Services  
541-512 Computer System Design Services  
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### KEY CONTACTS

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### COMPANY PROFILE

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Sonawane WebDynamics, Inc. provides Business Intelligence solutions by utilizing technologies and applications for gathering, providing access to and analyzing data to ensure that enterprise users make better decisions. Sonawane enables organizations to have a comprehensive knowledge of all the factors that affect business decisions. The primary objective is to develop timeliness and quality of information, thereby improving the companies overall performance. Sonawane's Business Intelligence expertise, highly qualified team of experts and extensive knowledge has proven to be a cost-effective and reliable solution for Federal and commercial clients.

Sonawane maintains a neutral position to Business Intelligence platforms, allowing them to provide exceptional solutions for their clients. By utilizing the latest in technology and software application development, Sonawane has provided compliance, program management, and time tracking applications.

Sonawane's headquarters office is conveniently located to the metropolitan Washington D.C. area, located in Ashburn, Virginia. This location supports development, sales, services, training and staff augmentation.

### BACKGROUND

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Sonawane is a minority owned, certified small business, operating in the United States and Asia. Since it's inception in 1999, Sonawane has served a wide variety of government and private agencies such as, FDA, FDIC, ORA, DOD-DTS, DOL, DOT, IRS, USPS, Booz Allen & Hamilton, General Dynamics, etc. Sonawane WebDynamics has 150+ collective years of experience and knowledge in Information Technology, Business Intelligence and Application Development. Mr. Sonawane assisted in design and implementation of dozens of data warehouses, directing projects to formally evaluate more than 30 of the available Business Intelligence products. He has implemented Business Intelligence products, solutions and migrations since 1995 and worked with the primary Business Intelligence vendors.



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### MANAGEMENT TEAM

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Shailendra Sonawane

*Chief Architect and CEO*

Mr. Sonawane founded Sonawane WebDynamics in 1999. He has a 15 year background as an IT executive in online reporting systems including data warehousing and business intelligence. Mr. Sonawane assisted in design and implementation of dozens of data warehouses, directing projects to formally evaluate more than 30 of the available Business Intelligence products. He has implemented Business Intelligence products since 1995 and worked with the primary BI vendors. He is also the chief architect of Sonawane and has presented many articles in Industry Day at various client sites.

Mr. Sonawane holds a bachelor's degree in computer engineering from Bombay University in 1990. As executive vice president of Microchip India he directed the company's Information Systems and Technology Group. Shailendra began his career with Voltas in June 1990 where he held various engineering, program management and leadership positions.

Bhabani Das

*Chief Technology Officer*

Mr. Das is the technological inspiration behind Sonawane's Business Intelligence management solutions. He received his degree in Master of Computer Engineering from Orisa University where he also taught computer science. In 1993, after working for Tata Steel in the field of enterprise resource planning & management, Bhabani moved to Arlington, VA, where he built solutions for Federal Deposit Insurance Corporation (FDIC). As Chief Technology Officer at Sonawane, Mr. Das has built an elite team of dedicated engineers and championed Sonawane's development of high performance, multi-platform Business Intelligence and Reporting solutions.

Amy L. Weaver

*Sales Director*

Ms. Weaver is responsible for the growing demand of Business Intelligence solutions, services, training and IT staffing by increasing sales and driving the overall marketing and business development strategy. Ms. Weaver has 20 years of sales and marketing experience at various technology firms, where she played an integral role in sales and implementation of web-based solutions to the government, creating enormous cost-savings and simplified deployment solutions. Ms. Weaver played a key-role expanding sales and marketing efforts with a Unisys Web-base terminal emulation solution. She is well positioned to assess and advise IT solutions, services, training and staffing, specializing in sales strategies, successful development of major and national accounts, consultative sales, training and leadership. Ms. Weaver relocated from Houston, Texas to Northern Virginia in 2003.

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### QUALITY MANAGEMENT

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Sonawane WebDynamics, Inc. has developed a methodology to exceed the expectations of our clients by consistently meeting functional requirements, delivering and supporting them in a timely, professional manner and involving the client in Business Intelligence directions and improvement decisions. Our quality management practices incorporate a comprehensive set of Standard Operating Procedures (SOPs), guidance documents, and traceability matrices to ensure quality.

To reinforce our commitment and ensure that our policy is achieved, Sonawane has:

- Launched a formal quality management system for all staff to comply with
- Guarantee that the entire staff is aware of their quality responsibilities and at all times work to document procedures.
- Provided adequate training to staff to meet quality requirements
- Create continuous and effective quality improvement as a result of reporting and following up on all quality related problems.

Achieving consistent high performance levels is one of the greatest factors in our business – quality, service and price are all encompassed under this title. Sonawane uses Key Performance Indicators to measure business performance and control, deliverable against specific targets.

### VISION

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To be recognized as one of the primary Business Intelligence and Enterprise Reporting solution providers in the country, providing high quality professional solutions, systems integration and software development services that will offer strategic value to our customers by extracting pertinent information and turning that data into knowledge.



## Sonawane WebDynamics, Inc. Capability Document

### **CAPACITY**

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Sonawane's broad technology industry experience and specialized skill-sets address the needs of the government and commercial technology industry leaders. Our company's approach to Business Intelligence is far reaching, integrating disparate information systems in creative ways. Sonawane's experts combine technical and content expertise in our product development and staffing strategy. We commit to providing full-cycle solutions to achieve complete customer satisfaction. Each area of expertise can be combined to provide a complete solution or used individually depending on our client's needs. Sonawane reflects current best practices in Business Intelligence by delivering cost effective technology integration services, analysis, consultancy and training designed to empower organizations to take leadership in their own development.

Sonawane recruits professional, knowledgeable technology experts. In an effort to fulfill Information Technology staffing needs, Sonawane provides experts in the field of:

- Project Management
- Application Systems
- Networking/Operations
- Training and Support.

Services offered are:

- Contract Based Projects
- Short-Long Term Projects
- Contract to Full-time Placement
- Long-Term Staffing

Our supplemental staffing will provide immediate relief to your team by providing the precise skill-set required for each project which in turn provides a cost-effective approach by eliminating the need to advertise, interview and screen additional staff support.





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### CAPACITY (cont'd)

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#### PRODUCT

Sonawane's Business Intelligence supporting product line offers a comprehensive range of Business Intelligence capabilities.

- “Intelligent prompt” offers ease-of-use.
- “Thin Supervisor” module provides a combination of ease-of-use and web based repository management. This solution is vital to Business Intelligence IT Administrators providing simplified management tools to administer, deploy and manage BI users in various locations.
- SSOware permits a corporation to integrate the Business Intelligence security with corporate security repository, such as Active directory or any implementation of LDAP.

Sonawane offers a Business Intelligence environment that will improve usability, implementation and deployment, enabling better decision-making processes and serve as an enterprise-scalable foundation that will improve performance management

#### PROFESSIONAL SERVICES

Sonawane is a leading solution provider in the Business Intelligence and Enterprise Planning arena. Sonawane will identify, design, and deliver Business Intelligence solutions that facilitate effective and superior business decisions. Sonawane builds true value by understanding not only the technology but also comprehending the business strategy relative to each project. Clients are assured of a transparent business partner, world-class processes, speed of execution and the power to stretch their IT budget. Sonawane champions professionalism, responsibility and commitment to clients world-wide.

Sonawane's mandate is to achieve superior corporate performance management for our clients by providing competitive advantage through our value-added professional consulting, training and support services. Customer Success is our Goal.



## Sonawane WebDynamics, Inc. Capability Document

### **PRODUCTS & SERVICES**

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Sonawane is widely experienced in the disciplines of Business Intelligence processes and can provide the following products and services:

Enterprise Intelligence	Complete Life Cycle Solutions
Business Application	Data Extraction & Migration
Wireless Solutions	Data Modeling
e-Learning	Data Reporting Requirements
Knowledge Management	Data Warehouse/DataMart Design
IT Training	MetaData Repository Development
Project Management	Online Analytical Processing
e-Governance Solutions	Planning
Offsite Development	Project Management
Product Reseller	Technical Support & End User Training
IT Staff Augmentation	Tools Assessment & Standards Development



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### **TECHNICAL EXPERTISE**

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#### ***Data Warehouse – Business Intelligence***

##### **1. Extraction, Transformation, Loading, Cleaning**

- Informatica Power Center and Power Mart
- Rw Ascential DataStage
- Microsoft Data Transfer Service
- Oracle Warehouse Builder
- Trillium
- PL-SQL & Pro\*C

##### **2. Databases**

- Oracle
- Microsoft SQL Server
- IBM DB2

##### **3. Warehouse Modeling Tools**

- Kalido
- Oracle Designer
- ERwin
- ER/Studio

##### **4. OLAP and Reporting**

- COGNOS
- Business Objects
- Oracle Discoverer, Oracle Portal Server, Oracle Sales Analyzer, Oracle Financial Analyzer
- Microsoft OLAP Services / Microsoft SharePoint Portal Server
- Proclarity

##### **5. End-to-End Data Warehousing Tools**

- SAS
- SAP Business Information Warehouse
- Documentum record management



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### REFERENCE PROJECTS

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#### ***Booz Allen & Hamilton***

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Sonawane was instrumental in the enhancement of the Office of Regulatory Affairs Decision Support System (ORADSS) migration from Business Objects 6.5.2 to Business Objects XI.R2 platform. The project began with Sonawane analyzing end-user and system requirements, data warehouse activities, and existing Business Objects reports. The data was compiled, extracted and migration recommendations were documented and implemented. Sonawane converted 90+ Business Objects 6.5.x reports to Business Objects XI.R2 platform, along with installation and configuration of Business Objects XI.R2 server components and converting legacy metadata repository into XI-R2 platform. Sonawane continued to provide onsite support for report development and migration of Business Objects 6.5.2 to Business Objects XI.R2 platform.

#### ***Equant, Inc.***

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Sonawane worked in conjunction with Equant on the Decision Support System at an Enterprise Data Warehouse, extracting and transforming data from Commercial Sales Orders, Sales Information System and the Customer Repository. A scope assessment was performed to recommend a solution proposal, technical evaluation, design Business Intelligence architecture, along with developing and deploying the application. Sonawane's Business Objects consultants customized reports and generated canned reports, created scripts using Data Stage ETL and assisted in deploying the application to Equant's partners and customers, approximately 1300+ users. Sonawane provided onsite support during the conversion of Business Objects 5.7 to Business Objects 6.5 and subsequently to Business Objects XI.R2, which required report development and migration of aforementioned programs.



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### **REFERENCE PROJECTS [cont'd]**

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#### ***Office of Regulatory Affairs (ORA)***

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FACTS is a mission critical reporting system for the Office of Regulatory Affairs (ORA) that is used for agency-wide compliance monitoring. The FACTS system tracks and manages the Federal Drug Administrations (FDA) operations, including but not limited to, domestic inspections, sample collections, laboratory analysis, consumer complaints, recalls, establishment inventory, etc.

Sonawane initially evaluated the complexity levels involved in creating three (3) Business Objects XI.R2 platforms (Development, QA, Production) along with migrating the Field Accomplishments and Compliance Tracking System (FACTS) from the Business Objects 6.5 environment to Business Objects XI.R2 platform. Sonawane implemented a strategic plan outlining the tactical implementation steps to complete the multifaceted conversion project. The migration would involve 400 complex corporate documents and extensive personnel documents located on multiple Sun Solaris servers. Sonawane developed the XI.R2 development platform architecture and upon approval by ORA continued to develop the XI.R2 platform on a Sun Solaris Server, Apache Web Server and Tomcat Application Server. The QA and Production XI.R2 platforms were also developed by Sonawane. All universes and reports were converted, tested and implemented successfully under the new platform. Sonawane provided ORA with detailed configuration and implementation processes as part of our Knowledge Transfer program. The Office of Regulatory Affairs Business Objects server administrator was trained on daily tasks and security maintenance.

Sonawane continues to provide on-site support to the technical staff at the Office of Regulatory Affairs.

#### ***Federal Deposit Insurance Corporation (FDIC)***

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The Federal Deposit Insurance Corporation (FDIC) designed the Credit Notation System (CNS). This program was established to enable Account Officers to manage and document their portfolio assets. CNS' key role is to provide accessibility for portfolio management and evaluate collection alternatives. The Credit Notation System is critical to Account Officers, Credit Technicians, Asset Servicing Unit (ASU), Legal, Finance, Asset Marketing and Investigation, including all levels of management. Sonawane is managing FDIC's conversion of Business Object 6.5.2 platform to Business Objects XI.R2 platform. The migration to XI.R2 included set-up, configuration, development repository, RDBMS data sources and application server components. Sonawane continues to provide on-site development, support and user training for the Credit Notation System (CNS).



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### **SONAWANE CLIENTS**

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#### **Federal**

Department of Defense-Defense Travel Sys. (DOD-DTS)  
Department of Labor (DOL)  
Department of Transportation (DOT)  
Federal Drug Administration (FDA)  
Federal Deposit Insurance Corporation (FDIC)  
Internal Revenue Service (IRS)  
United States Postal Service (USPS)  
Department of Defense-Defense Travel Sys(DTS)

#### **Commercial**

American Red Cross  
Booz Allen & Hamilton  
Business Objects  
Equant  
General Dynamics  
I-Mask  
MCI  
Mind Bank  
OutPost.com  
Wipro



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### REFERENCES

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- ***Booz Allen & Hamilton***
- ***Business Objects***
- ***Equant, Inc.***
- ***Federal Deposit Insurance Corporation (FDIC)***
- ***Food and Drug Administration, Office of Regulatory Affairs (FDAOORA)***



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### **PARTNER ALLIANCES**

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Partners provide products, services, and technology expertise that help our customers improve and direct corporate performance. Our broad range of partnerships allows us to meet the distinctive needs of our customers in purchasing, deploying, and servicing their business intelligence and performance management solutions.

***Astrea Systems***

***Business Objects***

***Cognos***

***IBM***

***Informatica***

***MicroStrategy***

***NTT/Verio***

***Oracle***

***Reporting Engines***

***Sun Microsystems***