



**Leo TechnoSoft**

Value Addition to your technology.

Leo TechnoSoft has been in the in the Product Development arena for over 7 years, which has allowed it to grow from a novice to a master in Outsourced Product Development space. Till date Leo TechnoSoft has 100 % success rate in executing projects it has undertaken. Leo TechnoSoft also extensively works with startup companies enable them realise their dreams. Till date Leo TechnoSoft has worked with 30 start-ups and most of them have flourished in their respective businesses. It is therefore, this expertise that has prompted Leo TechnoSoft to devise a program entirely focussed towards start up product companies.

### Product 1.0 Program

We at Leo TechnoSoft, believe that every idea or innovation needs mentoring to enable the stakeholders become market ready. Continuing on this ideology Leo TechnoSoft has come up with a set of services that enable the start-ups to think into the future and gauge their innovation road map or lifecycle.

### Methodology

One of the most important aspects that startups come up with is the indecision to select a particular methodology for the development of their products. It goes without saying that if your innovation is the first to reach the market, you are the first to gain advantage. Leo TechnoSoft through its immense experience of developing products using all major methodologies can prescribe an approach that exactly fits the bill.

- **Agile**

Agile method is a more aggressive version of iterative method, where timeliness are shorter and sacrosanct. It also believes in face to face communication rather than written documentation.

- **Iterative**

Iterative method is iterative as its name suggests. It creates an initial, fully functional version of system and iteratively adds functionality to it to make it complete

- **Waterfall**

Waterfall is a sequential method, waiting for previous phase to finish completely and expects it to deliver a signed and sealed deliverable.

### Benefits

- Product Roadmap Consultation
- Product Technology Consultation
- Process Methodology Consultation
- Product Collaboration Consultation
- BUILD | SERVE | MANAGE | Market Consultation

### Advantages

- Strong Offshore R&D-centric base & background
- Deep programming knowledge utilize best industry practices
- Infrastructure and Technical Support
- Online Branding & Marketing
- Strong management, ethical practices, healthy cash reserves; compelling track record
- A long-term approach to business relationships
- Flexible enterprise unit structure (soul of a small company)



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Case Studies

### SaaS based Online Radiology Platform

#### Challenge

- Providing secure hosting services for studying x-rays online in a SAAS environment.
- Maintain top-level X-ray viewer and X-ray report generation.
- Meet the office management and billing software needs of clinics.

#### Solution

Leo TechnoSoft's experienced healthcare engineering team built the next version of a powerful web-based radiology service supporting x-ray, ultrasound, MRI and CT modalities integrated with features of PACS and EMR, subscribing to healthcare standards defined by HL7. The medical application built by Leo Technosoft addresses the distinctive needs of radiology clinics and radiologists, while simultaneously meeting their office management and billing software needs.

The high quality DICOM images are viewable from remote locations on any device with WEB access. The x-ray viewer is also equipped with an online accounting and billing interface making it a standalone profit center. This innovative tool helps Radiologists view original x-ray images online and offers Medical Interpretational reporting on Radiology examination.

#### ROI

Leo TechnoSoft took up the challenge re-engineering an unstable and bugged version of the application. The revised version of the product was an immediate success and revenues soared into millions. The client sold the revised code-base (developed by Leo TechnoSoft) at an enormous profit Margin.

#### ROI

Leo TechnoSoft worked on the version 2.0 of the existing application. The product was runaway success within the Insurance segment that the company attracted wide array of investors (who initially evaded them) willing to fund the companies growth. Leo TechnoSoft was instrumental in helping the client transition from a legacy application to a hosted environment (SaaS) at a minimalistic cost. The engagement finally helped the company realize their dream of making it big.

### SaaS CRM for Insurance

#### Challenge

- Track, consolidate and classify millions of leads in the most effective manner
- Empower loan officers collect, sort out and pursue leads
- Maintain a data base of potential leads
- Categorize leads as 'prospective', 'sales-ready' and 'qualified' opportunities
- Send automated high end email campaigns to prospective leads
- State specific campaigns to be designed for the whole of the USA

#### Solution

Leo Technosoft successfully offered a Web based SAAS solution for insurance CRM software to the client, tailor-made for the mortgage industry and more specifically for brokers. Insurance CRM software solution also provides industry-specific insurance functionalities and embedded insurance/mortgage business best practices. The USP of the insurance CRM tool is the user friendly manner in which it enables mortgage professionals to maintain contact with their customers. The brokers could collect potential leads from different web sites, categorize them into different stages and effectively manage them through relevant communication strategies.

The CRM mechanism was strengthened by an inbuilt Campaign Management System designed to target leads with emails and a financial Planning Tool to record transactions of customers during the whole mortgage approval process.



Windows Azure



LIFERAY  
Enterprise. Open Source. For Life.

Alfresco

Microsoft Office  
SharePoint



**To know more about our Product 1.0 Program  
call us at 407 287 6210 or email us at [satyen@leosys.net](mailto:satyen@leosys.net).**