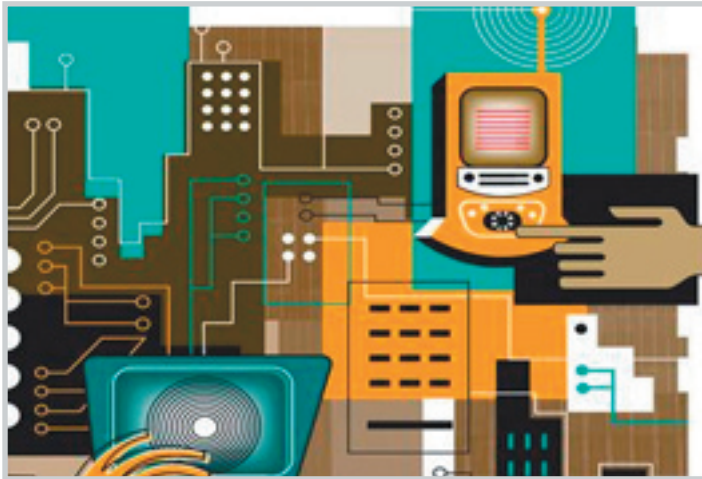


Semotus



The Customer

Semotus Solutions (www.semotus.com) is a publicly traded company in the Wireless Software space. Its flagship product, Hiplink, is a wireless alerting platform. It pushes out alerts via multiple channels (Pager, SMS, Email, Voicemail etc.) on all major cellular networks in the US based on events generated by monitoring systems - which typically indicate equipment failure or warnings. Another product, ExpandBeyond, enables network and database administrators to remotely administer their systems from Blackberry and other wireless PDAs.



The Problem and Folio3's Solution

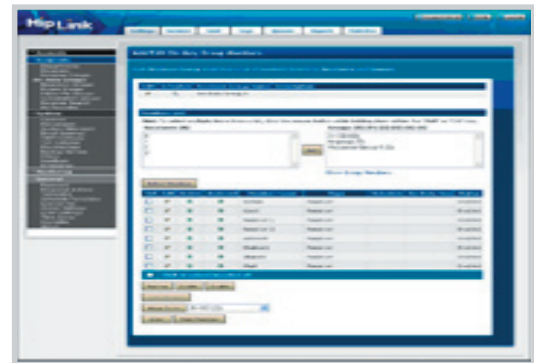
Semotus needed to reduce its development costs, so that it could focus its resources more on sales and marketing, product strategy and onsite customer support. With an established customer base of hundreds of clients, including some of the best known brands across the US (including AT&T, Wells Fargo, JP Morgan Chase, AOL Time Warner), Semotus needed a partner it could rely on to deliver major feature upgrades for its core products and customized solutions for its customers.

Folio3 provided Semotus with a team of half a dozen talented software developers, three quality assurance personnel and a project manager, who quickly took over the existing code base and within a few months started delivering major new features. In addition to core software development, Folio3's graphic designers redesigned the company's website, and produced much of the company's new marketing collateral, such as product brochures and new customer case studies.

Semotus Solutions has been a Folio3 customer for over 2.5 years.

Technologies Used

Microsoft Visual C++ (Hiplink), Java (J2EE) (Expand Beyond), Blackberry client development, Palm client development, Microsoft TTS, ScanSoft Telecom RealSpeak and Intel D/41JCT-LS Dialogic Voice Board. Protocols such as TAP Dial-up, TAP Leased Line, SNPP, SMTP, HTTP, MHTTP, DTMF, GSM, WCTP, SMPP, BES, UCP.



Development Methodology Used

Folio3's offshore team started with using the traditional waterfall model of development, with detailed specification documents for both the technical and functional design. Microsoft Project was extensively used for project management.

After a year, the team experimented with Agile Development, and after an uncertain start, chose this as the development methodology. Target Process is used to manage the project details and specifications.

“Folio3 works with us across multiple product lines. Having reliable, high-quality product development, QA and marketing support resources gives us more “bang for the buck” and enables much shorter development timeframes than a U.S.-only operation.”

Tony Lapine
CEO, Semotus Solutions Inc.