



Sonawane WebDynamics Inc. Capability

2325 Dulles Corner Boulevard, Suite 500, Herndon, VA-20171
Phone (703) 788-6631 Fax (703) 788-6511 Email: info@sonawane.com
www.sonawane.com
Transforming Data Into Decisions



ABOUT SONAWANE

Founded in 1999, Sonawane WebDynamics is the top-ranked Business Intelligence solution provider in Northern VA. Leveraging the Sonawane’s extensive BI solutions expertise, skilled employees, Sonawane is able to provide various federal and commercial clients cost and quality effective Business Intelligence software solution.

Integrated, accurate, and consistent information is the cornerstone of a successful business, providing greater visibility into overall organizational operations. Our data warehousing solutions transform vast and complex data assets into meaningful business information, enabling you to generate a complete view of business activity for a more powerful, competitive enterprise.

Sonawane has been a trusted data reporting and Business Intelligence solutions provider to U.S. government agencies more than 6 years. We have long lasting relationships with the FDA, FDIC, DOT & other civilian federal agencies. We have successfully delivered Business Intelligence & Reporting Solutions for FDA, FDIC and DOT in the area of compliance, program management and time tracking.

Sonawane is an Alliance Partner of BusinessObjects™, and has been exceeding customer expectations continuously from six years. We have strategic relationship with several prime contractors serving various agencies.

OVERVIEW	
Established Since	1999 , VA Corporation
	Woman owned, SBD certified small business
EIN	54-1934498
Dun & Bradstreet #:	027499610
GSA Schedule 70	GS35F0713P
NAICS Codes	524210,541330,541340,541430,541511,541512,541513,541519,541611,41612,541613,541618,541690,561110,561210,561310,561320,561330, 561410,928120
SIC Codes	7372,7374,7379,7373,7375,7389,7336,7378,7379

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CAPABILITES

Sonawane provides services to federal, state, and local governments in addition to many Fortune 500 companies. Over the years we have developed a methodology that has proven to be seamless. SWI provides services in four core areas of capabilities, which allows us to offer a total solution through a single source.

CONSULTING

- ✦ Project Management
- ✦ Risk Management
- ✦ Enterprise Performance Management
- ✦ Business Objects Complex System Development
- ✦ Business Objects WEBI deployment for Intranet and Extranet
- ✦ WEBI customization on WICOM and WIBEAN platform
- ✦ WEBI integration with existing application
- ✦ Business objects and WEBI User Training

BUSINESS INTELLIGENCE

Business Intelligence (BI) software systems enable companies to analyze data that resides in a database, and make decisions based on the insight gleaned from that information.

This insight can help companies:

- ✦ Enhance cost-efficiency and productivity
- ✦ Build strong customer relationships
- ✦ Optimize revenue-generating strategies
- ✦ Increase revenue and maximize profitability
- ✦

DATA WAREHOUSING & OLAP

- ✦ System Architecture.
- ✦ Data Analysis, Cleaning, Matching.



- ✦ Database Modeling for OLAP and OLTP systems.
- ✦ Data Extraction, Transformation and Loading.
- ✦ Database Administration and Tuning

APPLICATION DEVELOPMENT AND INTEGRATION (ADI)

Our ADI practice is a set of comprehensive solutions backed by partners like **IBM, Unisys and BRIO** technologies, to name a few. Solutions range from web development to ERP solutions. 2M provides leadership in Application Services, combining creativity with proven products and methods, as well as deep technical and business expertise to architect the solutions you need to enhance productivity, realize a higher ROI on your application investments, and keep your customers satisfied.

INFORMATION SECURITY

Online computing mandates that you establish trust and that is why 2M is positioned to provide you the best solution for security and privacy. We not only offer point solutions such as **firewall, virus protection or intrusion detection**, but also global security solutions integrating business and technology. 2M security assessments are designed to benchmark companies against a security “best practices” baseline while identifying critical vulnerabilities.

NETWORK AND INFRASTRUCTURE SUPPORT

Whether you are a large or small company, the truth is that even the most advanced network technology cannot customize itself. Software comes with installation disks or CDs, while hardware comes with instructions. However, neither will customize your network for optimal, dependable operation. We can help you address all of the operational issues surrounding client/server computing, including backup and



recovery, scheduling, security, change management, connectivity, reliability, and performance.

PROFESSIONAL AFFILITATIONS:

- ❑ IBM Global Services Consulting Partner
- ❑ Oracle Business Alliance Partner
- ❑ Sybase Systems Integrator
- ❑ BRIO Partner
- ❑ CSICO Reseller
- ❑ Business Objects Alliance Partner
- ❑ Cognos Partner
- ❑ Microsoft Certified Partner

PRODUCTS/SERVICES

SERVICES

Sonawane WebDynamics Inc. (SWI) has been a recognized leader in enterprise reporting. As a comprehensive resource, we provide business intelligence solutions for every reporting requirement. SWI features extensive capabilities, including decision support systems (DSS), enterprise reporting, database management, applications development, and customized technical training.

- ❑ **Business Intelligence & Enterprise Reporting**
- ❑ **Decision Support Systems (DSS)**
- ❑ **End-User Training**
- ❑ **Business Process Analysis**
- ❑ **Customs Application Development & Integration**
- ❑ **Consulting**



Products

- ✚ **Thin Supervisor** - Web Solution to BusinessObjects User Administration
- ✚ **IntelliPrompt**- Intelligent prompts integration with WebIntelligence reports
- ✚ **Bridge Platform**- Business Objects MetaData Reporting & Presentation
- ✚ **SSOWARE**- Integrating WebIntelligence platform with other applications

KEY PERSONNEL

Shailendra Sonawane (Chief Architect & CEO)

Mr. Shailendra Sonawane holds a bachelor's degree in computer engineering from Bombay University in 1990 and has over 15 years experience in online reporting systems including data warehousing and business intelligence. Shailendra founded Sonawane WebDynamics in 1999 after 10 years as an IT executive in India. During his career, Shailendra has assisted in the design and implementation of dozens of data warehouses and has led a project to formally evaluate more than 30 of the available Business Intelligence tools. Shailendra has implemented Business Intelligence products since 1995 and has worked with the top BI vendors for over five years. He is the chief architect of Sonawane and has presented many technical articles in Industry Day at various client sites. Prior to this role, Shailendra served as executive vice president of Microchip India where he was responsible for the company's Information Systems and Technology Group. Shailendra began his career with Voltas in June 1990. He held various engineering, program management and leadership positions with Voltas.

Bhabani Das (Chief Technology Officer)

Mr. Bhabani Das is the technological inspiration behind Sonawane's Business Intelligence management solutions. Bhabani 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 build solution for Federal Deposit Insurance Corporation (FDIC). As CTO, Bhabai has built an elite team of dedicated engineers and championed Sonawane's development of high performance, multi-platform Business Intelligence and Reporting solutions.

Rajan Nalawade - Program Manager

Rajan Nalawade is a seasoned Information technology professional with 18 years of IT sales and delivery management experience. In his recent engagement with HCLMT, a \$750 million IT organization, Rajan has successfully managed the government business in the Mid Atlantic region. Before joining HCLMT, Rajan has successfully initiated a government practice of Powersolv Inc., a leading 8 a certified system integration company based in Virginia. Under his leadership, the government practice of Powersolv has witnessed 400% aggregated growth in less than four years. During his tenure, Powersolv successfully acquired multi- million dollar government contracts with DOD and civilian government agencies. Rajan has Master degree in business administration (MBA) from University of Bombay and Project management certification (PMP) from Project Management Institute (PMI). Rajan is an adherent fan of outdoor sports. He enjoy reading history books and like traveling.

Manoj Mekap - Architect

FACILITIES & EQUIPMENT

We have offices in **Herndon, Virginia**, and building data center in **Ashburn VA**. Our Virginia office has 1400 Sq. Ft of space, Internet infrastructure, security and antivirus software, computers and telephone systems – everything needed for the sales and service office. The Herndon office can be extended to 5,000 square foot of space, with a computer room, Business Manager, Recruiter and Network Administrators. Our computer room has over 15 servers (NT, UNIX and Linux servers). We have both rack-mounted and freestanding servers. Our servers are connected to the Internet through CISCO router, Firewall and through a T1 to the Internet gateway.

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Our facility has email servers and our servers have the ability to send mass emails. We can host Websites and provide email services. Our facility is capable of hosting client data and applications with ultimate security. We can provide support through our facility to include programming, call center, etc. Of course, our experienced staff with prior experience with the government can come and assist you in your projects.

CLIENT LIST

Sonawane WebDynamics Inc. has provided superior services to both its commercial clients as well as various local, state, and federal agencies, which include Fortune 100 and 500 clients.

- ❑ **Food & Drug Administration**
- ❑ **General Service Administration**
- ❑ **Federal Deposit Insurance Corporation**
- ❑ **Internal Revenue Services**
- ❑ **Department of Transportation**
- ❑ **Equant (formerly known as GlobalOne Communications)**
- ❑ **Johnston McLamb Case Solution**
- ❑ **Business Objects of Americas**
- ❑ **Mind bank Consulting Group**
- ❑ **MCI**
- ❑ **Booz Allen Hamilton**



PAST PERFORMANCE

Field Accomplishments and Compliance Tracking System (FACTS) Reporting System conversion to Business Objects

Client: **FDA**

Project Description: The FACTS Reporting System is an Agency-wide system that will provide automated reporting for the day-to-day operational support of the Field, as well as the Centers and Headquarters regarding work the Field accomplishes in support of FDA's mission. That mission includes support of the Public Safety, Bio Terrorism, GAO audits, and BSE. The major reporting areas are:

- Firms/Establishments, both foreign and domestic;
- Inspection Operations
- Collection Operations
- Miscellaneous Operations
- Laboratory Operations (not included in this project)
- Compliance Operations
- Consumer Complaint Operations
- Employee Data
- Work planning
- BSE

The FACTS Reporting System will be a user-friendly reporting system that will be made available to all FACTS users.

Contact Person: Mr. Robin Crisp, FDA/ORR Project Manager



The Industry Meeting Tracking System (IMTS) Reporting Module

Client: **FDA**

Project Description: The Industry Meeting Tracking System (IMTS) supports the scheduling of meetings between agency personnel and drug industry. IMTS allows CDER management to monitor performance against Prescription Drug User Fee Act (PDUFA) goals for industry-requested meetings and to track meeting workload. In addition, IMTS supports tracking information for meetings that FDA requests with external constituents and also within the FDA internal organizations

- IMTS will allow users to perform many different functions, based on the privileges assigned to the particular user. The entire set of IMTS functionality includes:
- Automatically create/update/delete meeting information based on data entered into Center-wide Oracle Management Information System (COMIS);
- Automatically send emails to Project Managers based on data entered into COMIS;
- Query and view existing meetings (both PDUFA and non-PDUFA);
- Update non-critical data elements (if the user has Update privilege);
- Update critical data elements (if the user has Super-User privilege);
- Create non-PDUFA meetings (if the user has Update privilege);
- Maintain meeting values and system parameters (if the user has Admin privilege);
- Query and view Meeting Minutes stored in DFS (if the user has DFS privileges);

Contact Person: Mr. Matvey Shkiler, FDA/CDER Project Manager



Business Objects Support and Application Integration with Credit Notation System

Client: **FDIC**

Project Description: The Credit Notation System (CNS) has been designed as the primary software to enable Account Officers to manage and document activity on assets in their portfolio. This System is essential to ensure the portfolio is managed appropriately and provides a means to evaluate various collection alternatives. In addition to Account Officers, Credit Technicians, the Asset Servicing Unit (ASU), and personnel in the Legal Division, Division of Finance, Asset Marketing and Investigation use CNS. Management can use CNS to review asset status and produce summary reports.

Although the use of BO for CNS reporting provides benefits, the approach introduces two inconveniences: 1) a CNS User must log into BO separately from the User's CNS login process, and 2) the "look and feel" of BO reporting is different from that of CNS reporting, which can be disorienting to an infrequent BO User. In order to remove these inconveniences, a joint project (between ASU and ATS) has been initiated to create a custom interface between CNS and BO's WebIntelligence application (WEBI). This project will provide single sign-on functionality for CNS and WEBI and will incorporate BO functions into standard CNS web pages. In other words, a User who is logged into CNS, will be able to consume BO reports directly from, and without leaving, a standard CNS web page.

Contact Person: Ms. Michelle McNeill, FDIC Project Manager