



Calcey makes an impact on Celigo's bottom line and helps to extend It's portfolio rapidly.

"In the crowded outsourcing market, Calcey stands out by offering customized software development services of highest quality. Our goal was to find a partner with access to the strong pool of high-tech talent in South Asia. With Calcey, we were able to hand pick the finest resources at significantly competitive prices. Our offshore venture is a huge success. Calcey has given us the red carpet treatment; sparing no effort to make this venture a success."

Jan Arendtsz

Managing Partner - Celigo Technologies

About Calcey Technologies

Calcey Technologies is a privately held professional services firm, based in San Mateo, CA, with its offshore development center in Colombo, Sri Lanka. Calcey specializes in providing cost effective and results-driven solutions to achieve an unparalleled ROI for its customers. Calcey focuses on delivering offshore outsourced Software Development, Knowledge & Scientific Research, Information Services, and Creative Design for enterprises around the world.

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Client Profile

Celigo Technologies is a System Integrator and a Solution Provider within the on-demand sphere providing high-quality solutions tailored to meet the business needs of its clients. As an authorized reseller of NetSuite, Celigo provides comprehensive web-based solutions for midsize businesses that require on-demand, all in one ERP, CRM, E-Commerce and Partner Collaboration capabilities.

Business Situation

Celigo addresses functional gaps in NetSuite and offers customized solutions for NetSuite clients and provides end to end consultancy for NetSuite. As an SME Software Solutions Company, Celigo needed to contain costs, increase its resource pool and achieve a defined strategic goal for its business. One of the biggest challenges they faced, as a Small/Medium Company, is lack of affordable talented developers in the USA. Also they had to increase their resource pool rapidly to expand their business into new areas. They sought an offshore vendor who could provide them with customized services and assist them to sharpen their market focus to meet client needs and deliver a broader set of solutions. With this in mind, Celigo concentrated on South Asia to locate a possible offshore vendor. Most of the larger offshore vendors were focusing on Fortune 2000 companies and was not keen to provide customized offshore services to this SME market in US. Calcey although a much smaller company was willing to deliver services based on their requirements and provide a small yet dedicated team of top rated developers based in Colombo, Sri Lanka.

Calcey Solution

Calcey was the preferred offshore vendor who provided customized services and form an alliance with Celigo as partner whose services complement theirs. Calcey is a SME vendor with whom they could build a long term relationship, have a greater control over resources and work together as a team to offer it's clients, industry-leading technology. Calcey offered the best package in terms of customization and pricing. Combining strengths with Calcey, Celigo has been able to extend their portfolio and expand their business into new areas such as product development. They were able to reduce the risk by expanding rapidly with Calcey than investing in expensive and hard to find local technical resources such as top notch Java and .NET developers. The client takes an active role in Project decisions from the recruitment process of screening resources for hire to development standards and has established an excellent sustainable work relationship.

Benefits Gained

Celigo has managed to increase its business agility by leveraging Calcey's competence of systems integration and software development experience. This has allowed Celigo to take advantage of their domain knowledge and offshore cost differentials to accelerate the time-to-market of application development and strengthen around-the-clock development. Also they preferred Calcey's compliance in allowing them to have greater control of a smaller, more responsible, yet highly professional, top caliber team. The team assigned to Celigo is not interchanged with other clients as they are dedicated. Therefore the investment Celigo makes to train them yields better results as it does not recur unless a consultant leaves Calcey.