

# Strategic IT Services Partnership Invitation



Gramener group specializes in developing Technology Products and providing value driven Consultative Solutions & Services. Gramener's innovative Visual Analytics product - GRAMEX, is leveraged by Fortune 100 clients globally.

Gramener IT Services , Strategic IT Services entity of Gramener, has strategic focus on establishing partnership ecosystem to address global market requirements. We are looking for partners with great synergy in the market place to complement our services\* (**IBM, Microsoft , Open Source & Mobility Solutions**) capability with their sales capability. Strategic partners can leverage Gramener's technology and service offerings in the regional markets to develop additional revenue streams and strengthen customer relationships.

Promoted by highly successful technocrats, Gramener IT Services has presence in India (Bangalore, Hyderabad and Coimbatore). It is looking for IT Services partners based out of USA, Australia, New Zealand, UAE, Qatar and Oman who can leverage Gramener's global delivery capability and expand rapidly in their regional markets.



## Client Approach Models

- ❖ Gramener / Partner Joint Consortium
- ❖ Gramener as Prime and Partner as Secondary
- ❖ Partner as Prime and Gramener as Secondary



## Financial Models

- ❖ Offshore Development Center (Strategic & BOT)
- ❖ Project Based
- ❖ Revenue Sharing
- ❖ Flat Fee



## Client Advantage

- ❖ Seamless Delivery / Engagement Management
- ❖ Local Connect & Global Reach
- ❖ Access to Global Talent
- ❖ 24\*7 Support
- ❖ Cost Optimization



\*Please visit [www.gramenerit.com](http://www.gramenerit.com) for our technology offering details.

To start a conversation, Please email [contact@gramenerit.com](mailto:contact@gramenerit.com)

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