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100 Most Promising Microsoft Solution Providers

It is no secret that Microsoft solutions are at the heart of many enterprises across the globe. Be it running financials, customer systems, or supply chains; Microsoft enterprise solutions are the backbone of virtually every organization. However, the overwhelming array of products and services—Dynamics ERP, CRM; Azure; SharePoint; SQL Server; Office 365—make navigating the complex and fragmented Microsoft landscape highly difficult.

Collaboration and productivity applications form the hub of communication for knowledge workers. When it comes to document management, companies see SharePoint as pivotal, with productivity applications like Office 365 and Exchange playing a central role in how employees collaborate and communicate.

Microsoft is also adopting new philosophies as it continues to compete with Amazon, Google and others in the cloud computing market. In a bid to make Azure stand out, the software giant is taking a path that it is rarely known to take—embracing openness. As it stands, this strategy seems to be working as numerous companies are starting to see Azure as their cloud computing platform of choice.

In the wake of these developments, the CIOs are looking to partner with leading solution and consulting firms to gain third-party insights into best practices for specific domains, such as supply chain, sales automation, or customer experience.

They are also on the lookout for partners with strong business acumen, industry-focused consultants and practices, change management skills, and tools built for specific industries. Furthermore, Microsoft clients desire for fully managed solutions from firms with an “asset heavy” footprint, global data presence, and strong skills around infrastructure management.

The software giant partners with about half a million vendors, ranging from multinational corporations to smaller players and specialist providers. Existing within this universe of Microsoft partners are a select few who are a step above the rest, and through this edition of CIO Review, we will help clients gain more insights into the capabilities of the major global service providers who are strong in Microsoft technologies.

As a prelude to CIO Review’s 100 Most Promising Microsoft Solution Providers 2014, our selection panel evaluated the capabilities thousands of vendors in this space that have skills to tackle complex challenges. The companies featured have showcased an in-depth expertise in delivering integrated and innovative technologies to streamline operations across the Microsoft landscape. A distinguished panel of CEOs, CIOs, VCs, industry analysts and the editorial board of CIO Review selected the final 100 companies that are at the forefront of tackling today’s challenge in the Microsoft ecosystem.

We present to you CIO Review’s 100 Most Promising Microsoft Solution Providers 2014.



Company:

eDevTECH

Key Person:

Asif Sharif
President & CEO &
Bob Savelson SVP Sales &
Marketing

Website:

www.edevtech.com

Description:

A modern requirement life-cycle software company that helps clients to visually and textually define and manage requirements much more efficiently; leveraging everyone’s familiarity with Microsoft Office and TFS.

eDevTECH Helping Clients Effectively Define and Manage Requirements

It has been well documented that software development projects frequently run over-time and over-budget; this is mainly caused by miscommunications between assorted stakeholder groups attempting to work together to create or update an application. Spearheaded by Asif Sharif, President and CEO, eDevTECH, a modern requirements software company, assists its clients in defining and managing requirements for software application development more efficiently. eDevTECH's products help clients by improving process efficiency, decreasing development time, maintaining project budgets, and assuring a positive user experience.

Headquartered in Toronto, Canada, eDevTECH offers Modern Software Requirement tools that include, inteGREAT, SmartOffice4TFS and WorkItemBaseline4TFS. The company's proficiency is in Application Lifecycle Management, specializing in Requirements Management software that is built on top of the industry leading Microsoft Visual Studio / TFS platform. The suite connects to Visual Studio Online (VSO) or can be connected to TFS on a client's premises. The suite extends the requirements capabilities of TFS adding many capabilities targeted at improving productivity, facilitating project compliance reporting and enhancing requirements clarity through modeling and simulation.

"The intention behind inteGREAT was to develop a software platform that works as a virtual bridge between the IT technical community and the business owners," says Sharif. Our requirements suite allows users to elicit, analyze, model, validate, review and manage requirements more efficiently; with end to end traceability. It offers a common central requirements understanding for ALL project stakeholders, while automatically generating the commonly used documents, diagrams, simulations and test cases needed. inteGREAT also

supports common software development methodologies, including Agile, Scrum, Iterative and Waterfall and maps dynamically to out of the box TFS process templates, as well as to custom templates.

Last year, the company launched SmartOffice4TFS, a suite of Office plug-ins that includes: SmartWord4TFS, SmartVisio4TFS, SmartExcel4TFS and SmartOutlook4TFS. It offers stakeholders a direct, two-way link between Microsoft Office and Team Foundation Server, allowing stakeholders to continue using familiar Office tools to work with requirements, while providing structure, reuse and a central source of truth in TFS. It is the missing link in the application lifecycle management (ALM) process, connecting many different stakeholder roles together in requirements collaboration.

“Our tools extend the capabilities of Microsoft's TFS platform in the requirements space and help clients to achieve better productivity, collaboration, traceability and reuse”

Most recently, eDevTECH launched WorkItemBaseline4TFS, a browser based tool that addresses the compliance and multiple version management needs of many clients. All Work Items within a project, and their links, can be baselined and one baseline can be compared to another to document any differences.

eDevTECH's Modern Requirements Suite offers numerous benefits to Fortune500 customers, in industries ranging



Asif Sharif

from Financial Services to Medical Devices and government agencies. "Our solution helped one of our clients to improve their requirements productivity by 50 percent in fewer than six months though automating many processes. By validating their requirements upfront, the client was able to reduce their development rework over 10 fold. Our solution enabled another financial services company to connect all ALM stakeholders to a central database, Microsoft TFS, and then using the familiar Office user interface, it helped them collaborate throughout the lifecycle of each project. This ultimately led to reduced rework throughout the process," explains Sharif.

"We are the only Microsoft Visual Studio partner to build our requirements tools on top of TFS, thereby having analysts and product owners share requirements natively as work items with developers and testers; both textually and visually," says Sharif. The company further differentiates itself by being client-centric and nimble, while its solutions are result-centric. Each user's profundity and experience often translates into how valuable a tool becomes. This is the reason why eDevTECH, through its inclusive education and training programs, makes certain that clients have a solid grasp of the basics.

"We will continue to invest heavily in R&D for requirements products, to provide more innovation and functionality; both in client based and browser based solutions, while extending the capabilities of the Microsoft platforms that our tools are built upon," adds Sharif. eDevTECH will also expand their geographic footprint by creating more partnerships in key areas worldwide. **CR**