Cynoteck
Technology Solutions Pvt. Ltd.

Company Profile

Microsoft Partner | Gold Application Development
Silver Windows and Devices
Silver ISV

CERTIFIED
SALESFORCE
PLATFORM DEVELOPER I

Microsoft® CERTIFIED Professional

Microsoft® Preferred Vendor

Introduction

About Us

Hello, we are **Cynoteck Technology Solutions Pvt. Ltd.**

More than 10 years of strong industry exposure

Clients in North America, Europe, Australia, Middle East and India

100,000+ man-hours worked on projects with global clients

Multiple Industries Exposure

Cynosure + Technology = Cynoteck

Cynosure stands for something that is the center of attention or admiration and our technology innovations keep up with our name to create a WOW factor for our clients.
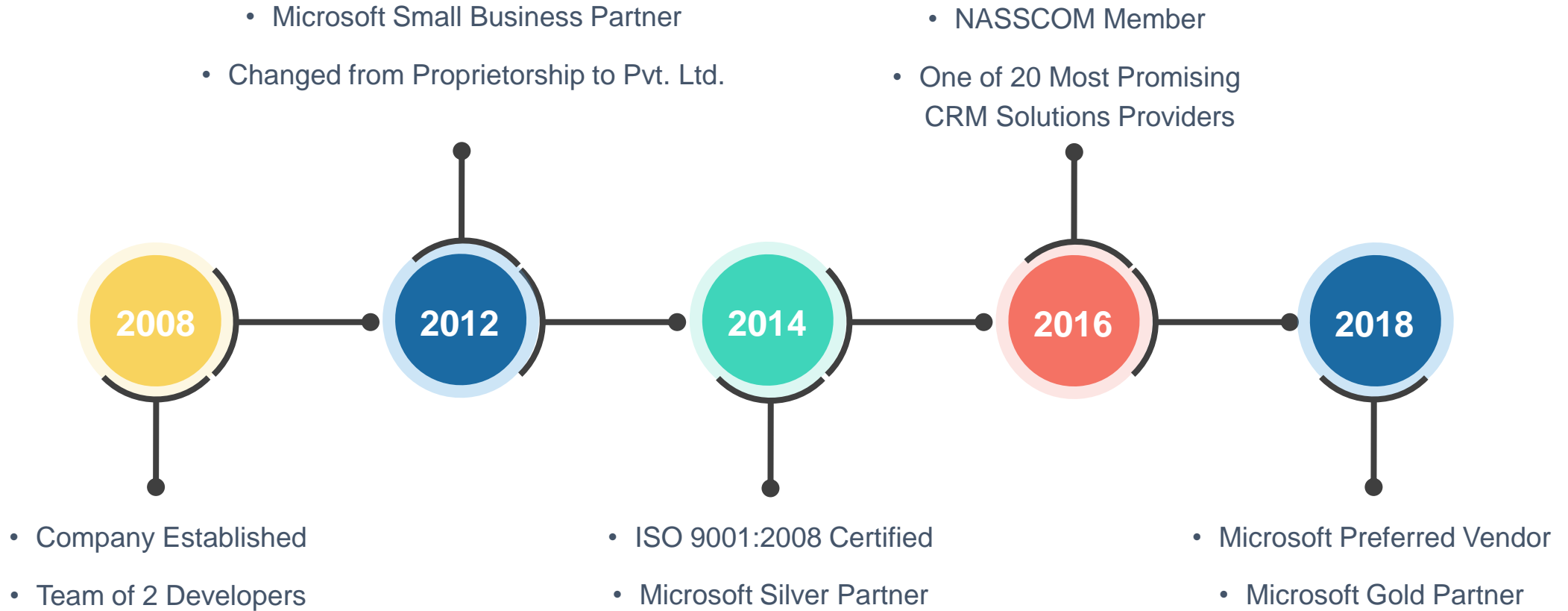
Industry Affiliations

Certifications

✓ **ISO** 9001:2008

Microsoft CERTIFIED Professional

CERTIFIED
SALESFORCE
PLATFORM DEVELOPER I

Google
DIGITAL UNLOCKED

Google AdWords
CERTIFIED INDIVIDUAL

bing ads
Accredited Professional

Partnerships

Microsoft Partner | Gold Application Development
Silver Windows and Devices
Silver ISV

Google AdWords
Certified Partner | resco.net Professional Partner

Accounting Seed

db sync

salesforce appexchange partner

aws partner network
Standard Consulting Partner

Company Timeline

- Microsoft Small Business Partner

- Changed from Proprietorship to Pvt. Ltd.

- NASSCOM Member

- One of 20 Most Promising CRM Solutions Providers

2008 — **2012** — **2014** — **2016** — **2018**

- Company Established
- Team of 2 Developers

- ISO 9001:2008 Certified
- Microsoft Silver Partner

- Microsoft Preferred Vendor
- Microsoft Gold Partner

Experience

Industry Exposure

Real Estate	Travel	Education	Utilities	Finance	Services

Clients: 5

Clients: 12

Clients: 8

Clients: 12

Clients: 14

Clients: 20

Projects:
- CRM
- Website

Projects:
- CRM
- Mobile App
- Website

Projects:
- CRM
- Mobile App
- Web App
- Website

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- CRM
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- CRM
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Major Achievements

PilotZeus was awarded the best Field Service Mobile App on Windows Phone platform by Microsoft in 2015

Recognized as one of "20 Most Promising CRM Solutions Providers" by ERP Insights Magazine in 2016

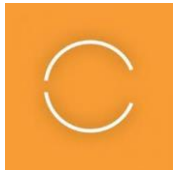Achieved Gold Partner status for Application Development competency by Microsoft in 2018

Clients

Our Clients

ALTA ENVIRONMENTAL

BLOOD HOUND
Underground Utility Locators

Real China
Immersion Trips by Insiders

CADENCE POWER

JLL

Requestky

Cuttly

PILOTZEUS

Microsoft

SCHOOLY

Art, Frankly;

FITNESSVT

JORDAN CAPITAL FINANCE

INTELLISTRUCTURES™

TaxTrim
Lower Your Property Taxes
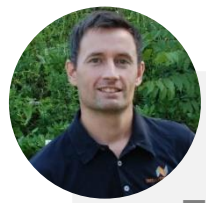
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Clients Testimonials

" Team Cynoteck is professional, efficient, and extremely helpful. They all are very proficient in Dynamics CRM and have help guided our firm for the last year. Each of the team members at Cynoteck that we have interacted with are a real team player.. "

Cindy Wyly
Marketing Manager – MGO, LLP

" We are very thankful for the exceptionally high service level that your team offered and the results that it delivered. The Dynamics NAV system plays a very significant role in our expansion plans and is absolutely crucial to improve our operational efficiency... "

Daniel Binder
Founder - Superlative Foods

" The Cynoteck team has been great to work since we started more than a year ago. Their work on the project has made a significant difference to daily operations of our business and has made things more efficient and profitable. I've been delighted with their innovative approach…. "

Charles Byrd
President – IntelliStructures, Inc.

Technologies

Technology Expertise

CRM & ERP

- Salesforce
- Dynamics 365
- Resco Mobile CRM

Emerging

- PowerBI
- PowerApps
- Flow
- LogicApps

Development

- ASP.NET MVC
- Node.js
- Angular
- PHP & WordPress

Cloud

- Amazon Web Services
- Microsoft Azure
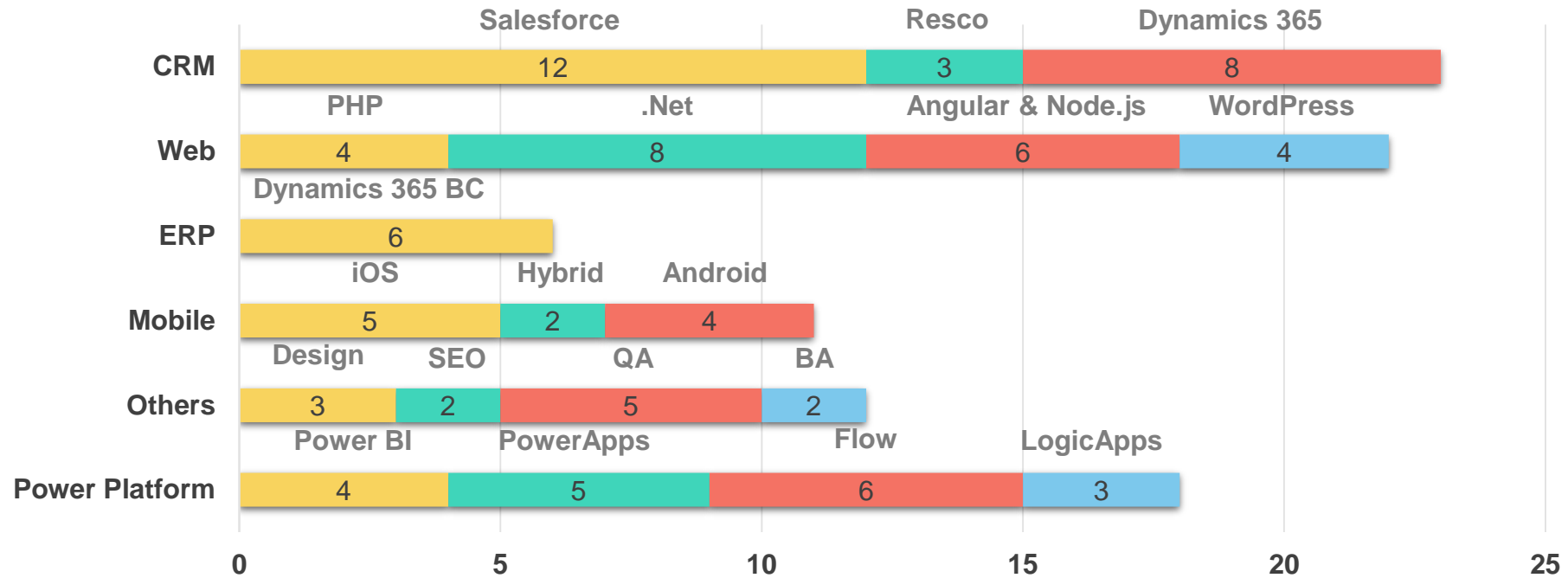- Microsoft Office 365

Mobility

- Android
- iOS
- Ionic

Our Employees

2019

Category				
CRM	Salesforce: 12	Resco: 3	Dynamics 365: 8	
Web	PHP: 4	.Net: 8	Angular & Node.js: 6	WordPress: 4
ERP	Dynamics 365 BC: 6			
Mobile	iOS: 5	Hybrid: 2	Android: 4	
Others	Design: 3	SEO: 2	QA: 5	BA: 2
Power Platform	Power BI: 4	PowerApps: 5	Flow: 6	LogicApps: 3

At Cynoteck, we encourage learning and our employees keep themselves up-to-date with the latest versions of their respective technologies by appearing for certifications and tests for their technologies.

Implementation Approach

	Discovery	Build	Rollout	Stabilization
Activities	• Discovery workshops • User Interviews • Gap identification • Prototype Development • Blueprint/ Roadmap development	• Plan Development sprints • Sprint Execution • System Integration Testing • Quality Assessment • UAT	• Deployment Scripts development • Production deployment • Train the Trainer • User setup	• Production Support • Issue analysis • Fix deployments
Deliverables	• Business Requirements Document • Solution Roadmap • Project plan	• Sprint plan • Sprint Completion report • Show and tell for each phase • QA Test logs • Working functionalities as part of each phase • Source code/ configurations	• Deployment Checklist • Live System • Training for Trainers	• Issue Fixes

Service Delivery – Project Management

Planning
- **Milestones** to be defined and tracked. Team to identify and document scope of Release
- **Effort estimation** — estimating the probable duration of individually schedulable tasks and activities

Control
- **Bug Tracking, code versioning and task management** using Zoho Projects
- **Quality:** Make sure the quality objectives are met throughout the project

Communicate
- **Timesheets:** Maintain and share weekly work timesheets with client team
- **Organization & Communications :** Daily reporting on progress via mail, Zoho and weekly meetings on overall status.
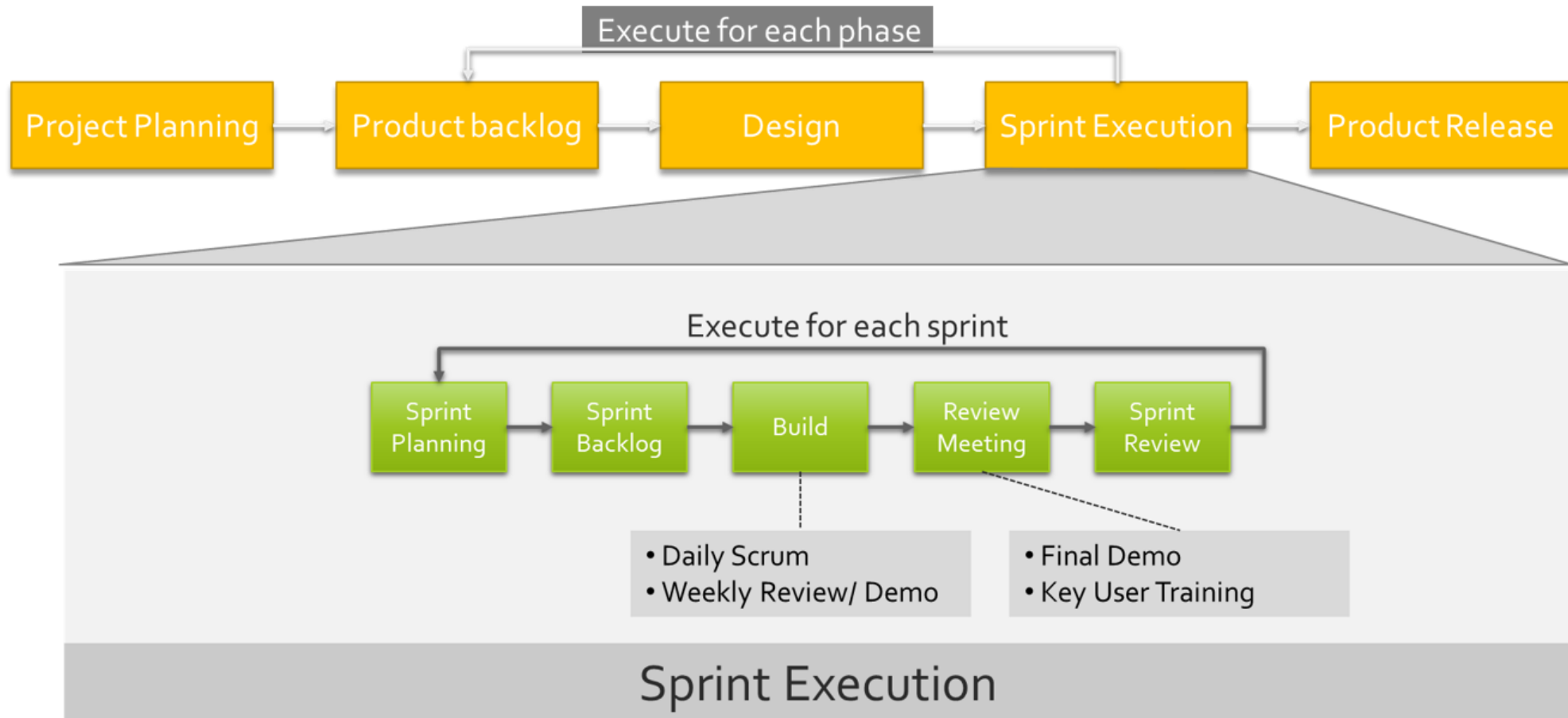
Execute
- **Team Management:** Determine roles and responsibilities of the project team
- **Risk Management:** Identify risks, assess impact and identify appropriate risk mitigation plan.

Service Delivery – Project Execution Model

Cynoteck proposes to use industry acclaimed agile based project execution. This helps in making visible and measurable progress within projects while ensuring end product aligns well with business expectations.
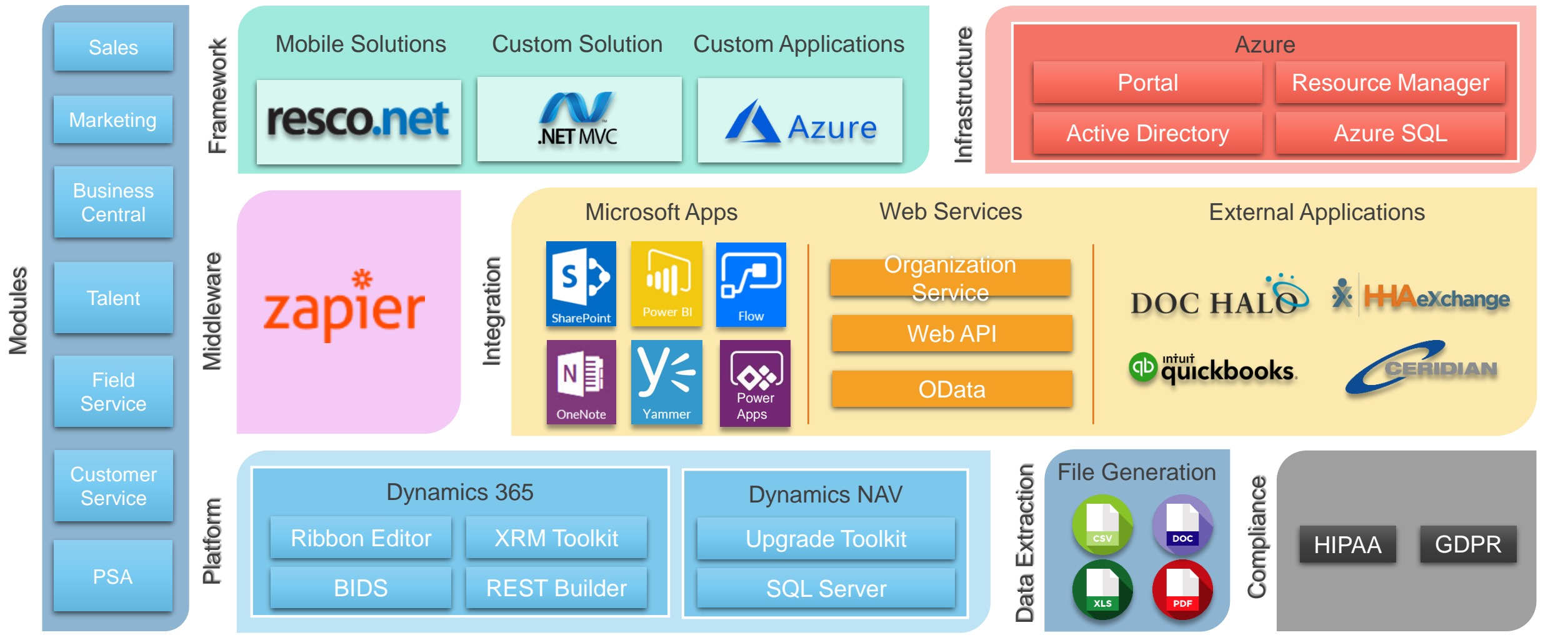
Team Engagement Models

	Dedicated	**Popular** Shared	On-Demand	Fixed
Model Description	Dedicated resources allocated to project. Billing based on resource allocation	Resource shared across multiple projects/ clients. Billing based on timesheet reports	Resource identified on assignment basis. Billing based on timesheet reports	Resource moved in-out based on requirements. Billing based on pre-defined milestones
Best For	Staff Augmentation Projects Product Development	Regular Support Maintenance	Occasional development/ support needs	Fixed Scope project/ product development
Vendor Responsibility	◔	◑	◑	●
Resource Availability	✔			✔
Engagement Duration	Mid to Long Term	Long Term	Long Term	Short Term
Pricing	▭	▭▭	▭▭▭	Project Basis
Minimum Commitment	160 hrs per month	40 hrs per month	✖	$2500

MS Dynamics 365 – Technical Landscape

Resco Mobile CRM

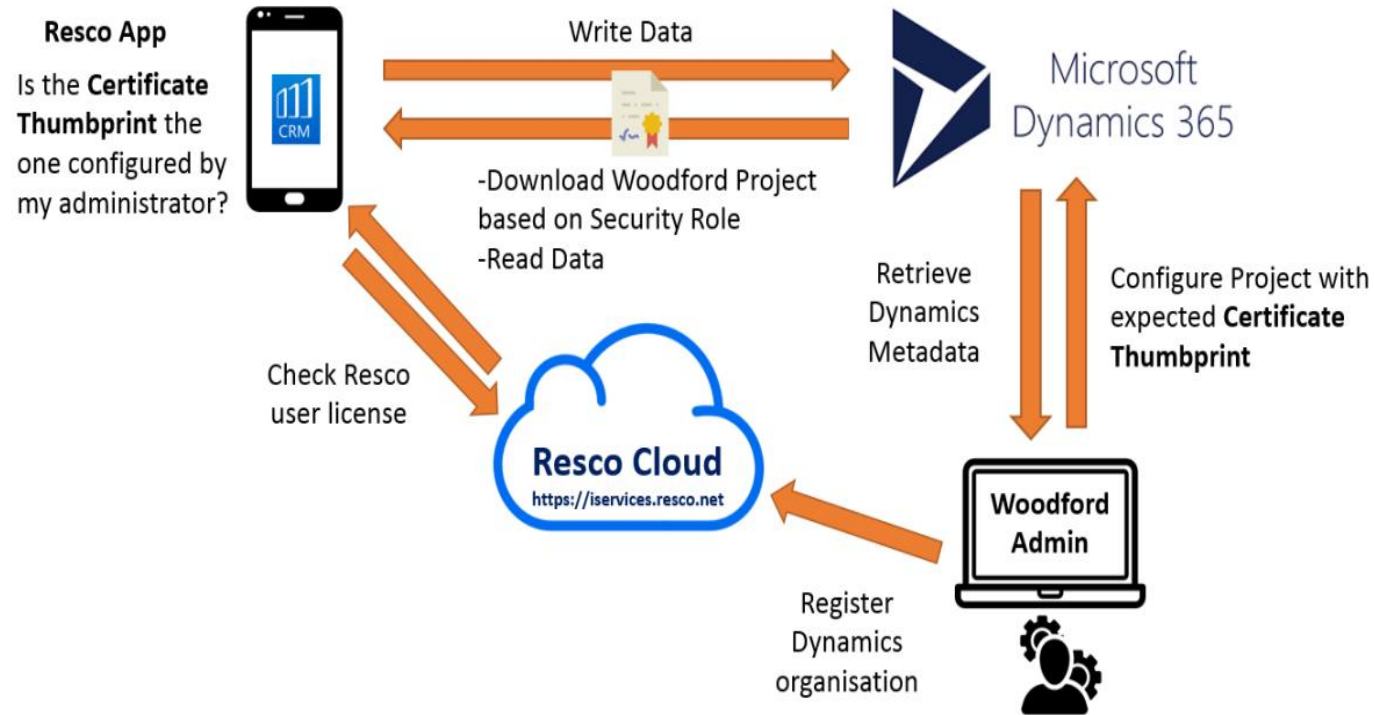Mobile CRM for MS Dynamics 365 (CRM)

Full offline capability

Direct connection to Dynamics 365

Information on-the-go

Support for custom entities

Integration with all Dynamics 365 types

100+ features

Connect With Us

Corporate Office

53A,
Rajpur Road,
Dehradun,
Uttarakhand,
248001

India

sales@cynoteck.com
info@cynoteck.com

+91-135-260-8366
+1-415-429-6641

www.cynoteck.com
http://www.cynoteck.com/blog/

Marketing Office

445,
Minnesota Street,
Suite 1500,
Saint Paul, MN,
55101

USA

Thank You