



Welcome

Dot Net is a Microsoft focused business, delivering world-leading solutions to our customers.

Are you looking to launch a new product or service? Up-skill or mentor your development staff?

Develop bespoke software? Dot Net presents a compelling value proposition that demands a closer look.

Lorem ipsum dolor sit amet, consectetur adipiscing elit. In enim nibh, porttitor id, auctor in, vestibulum suscipit, lacus. Nulla facilisi. Duis leo. Cras condimentum pharetra nibh. Integer venenatis dignissim est. Suspendisse scelerisque, tellus suscipit vulputate cursus, eros libero tristique odio, vitae gravida tellus ipsum in turpis. Phasellus sit amet felis. Nullam semper lacus vel quam. Suspendisse potenti. Etiam dictum ligula ac quam. Aenean gravida, tortor sit amet tempor pulvinar, lacus nibh egestas pede, et congue felis orci in justo. Vivamus dolor dolor, tristique id, porttitor eu, pulvinar sit amet, lorem.



Our Services

Product

Do you have a new **product** or service you are trying to bring to market?

Up-Skilling

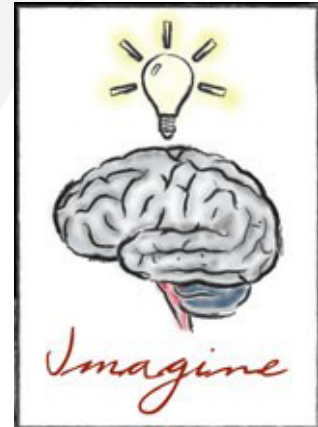
Do you want help **up-skilling** your development department in the latest Microsoft technology?

Mentoring

Do you need help **mentoring** and supporting your internal development to enable them to utilise the latest Microsoft technology and help them adhere to best practice?

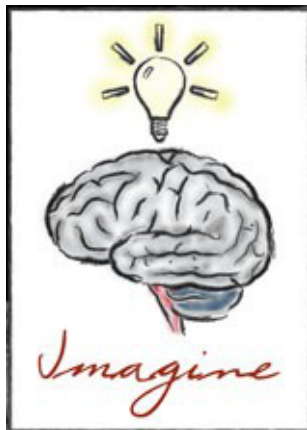
Development

Do you have a **development** project with a tight deadline but don't have the resource to deliver it?



*Suspendisse scelerisque,
tellus suscipit vulputate
cursus, eros libero
tristique odio, vitae
gravida tellus ipsum in
turpis. Phasellus sit amet
felis. Nullam semper lacus
vel quam. Suspendisse
potenti. Etiam dictum
ligula ac quam aenean
gravida, tortor sit.*

Amet Tempor,
Pulvinar



Product

Do you have a new product or service you are trying to bring to market?

Bringing a new product or service to market can be a daunting task. Whether it's your first business or your tenth success can never be guaranteed.

Dot Net clearly understands the issues you will be facing and knows how to help you on your journey. We work with you as a technology partner rather than a technology supplier. We work to drive the success of your whole business not just the software behind it.

Normally we will commence with sessions to help you understand what you are hoping to achieve and how technology will help you. From here we will create a roadmap to get you where you need to go.

Typically this will involve working towards a demo version of software as early as possible to take to customers or investors. This version can be marketecture involving smoke and mirrors or can be fully working. We will help you with any due diligence requirements providing solid technical validation and verification.

Following successful completion of this first stage we will help you package your software up ready for your first customer, including designing or refining software and physical architectures.

Finally we will work with you for the long-run helping you to design and deploy new releases, provide links into relevant parts of Microsoft and provide technical support functions to you or your clients.

If your company has been trading for 2 years you will also normally be eligible to pay for your development over 3 years with Microsoft Finance, with low monthly payments for the first 12 months. This will enable you to be in a position of generating revenue before needing to pay. Decisions are available within 4 hours.

If you would like to discuss further your idea and would like some technical input we currently have a limited number of free half-day design sessions



Up-Skilling

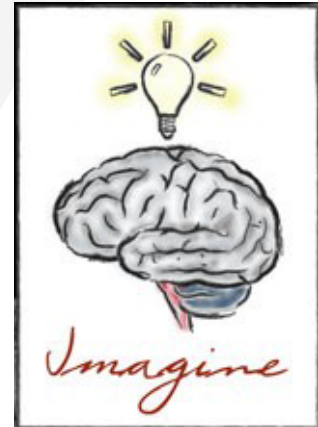
Do you want help up-skilling your development department in the latest Microsoft technology?

Keeping track of the latest technology and ensuring your development departments understand how to make best use of it can be a tough challenge.

As a company Dot Net invests a huge proportion of its time working with Microsoft to shape and mould their new technology including involvement in high profile events, product launches and road shows. We also run and are involved with a number of community based user-groups. This gives us unparalleled knowledge and access to Microsoft's technology strategy and helps us deliver this knowledge to clients.

Dot Net has teamed up with Inner Workings to deliver a technology Jump-Start program to its clients. This program is a mixture of programming challenges and drills delivered inside Visual Studio complimented with pair programming boot-camps. All programs result in a proof of concept application demonstrating the effective use of a new piece of technology. Boot camps are either delivered in our offices or can qualify for use of Microsoft's Technology Centre (MTC) in Reading.

We currently have a limited number of free 30 day trials to Innerworkings drills.



Mentoring

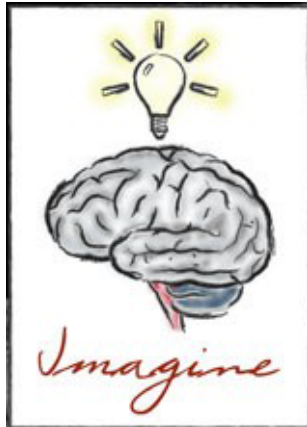
Do you need help mentoring and supporting your internal development to enable them to utilise the latest Microsoft technology and help them adhere to best practice?

Whether you're writing a new application or upgrading a previous one, making sure you make the correct technology choices and ensuring what you end up with conforms to Microsoft best practice can be a risky procedure. As a company you need reassurance that design choices you make will be the right ones.

To help clients mitigate these risks Dot Net provides a software

*Suspendisse scelerisque,
tellus suscipit vulputate
cursus, eros libero
tristique odio, vitae
gravida tellus ipsum in
turpis. Phasellus sit amet
felis. Nullam semper lacus
vel quam. Suspendisse
potenti. Etiam dictum
ligula ac quam aenean
gravida, tortor sit.*

Amet Tempor,
Pulvinar



development quality assurance program. By engaging on this program we will work as your technology partner providing access to high-quality consulting and providing technology reassurance.

Dot Net will work with your internal development department throughout your software development lifecycle. This includes helping you understand and embrace agile development techniques, make the right technology decisions and deliver great quality software.

Typically the process commences with a series of technical architecture workshops where we will help you to understand and create your technical roadmap. The output from these sessions will be the skeleton outline of your technical architecture documentation.

Next, clients will often undertake Jump-Start programs focussing on areas of technology identified as being applicable.

From here we will work with you in sync with your iterations, providing mentoring and code reviewing to ensure that the software ultimately delivered will perform and be in line with Microsoft best practice.

If you would like to discuss further your idea and would like some technical input we currently have a limited number of free half-day design sessions.

Development

Do you have a development project with a tight deadline but don't have the resource to deliver it?

Sometimes you don't have internal development resources available to fulfil your business requirements. It's often quickest and easiest to work with a trusted partner.

Dot Net provides a fully managed service to clients to enable rapid application development.

Dot Net will work directly with your users and business units to understand and deliver software that will inspire and empower them. Our Microsoft based software is People Ready™. People Ready software has intuitive and powerful user interfaces, reducing training costs and enabling quick and easy access to information.

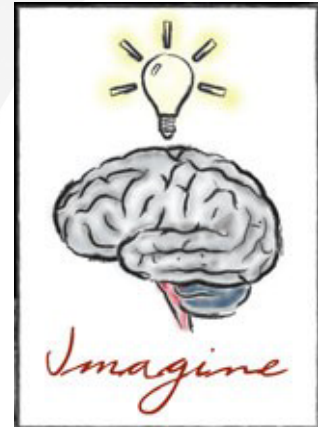
Suspendisse scelerisque, tellus suscipit vulputate cursus, eros libero tristique odio, vitae gravida tellus ipsum in turpis. Phasellus sit amet felis. Nullam semper lacus vel quam. Suspendisse potenti. Etiam dictum ligula ac quam aenean gravida, tortor sit.

Amet Tempor,
Pulvinar



Our agile development process ensures that all software Dot Net creates will be in line with business requirements, however often they deviate and change. Our experienced scrum masters, developers and designers will be with you throughout your development lifecycle and be available beyond to support you.

Our business management solutions deliver business agility by allowing systems to grow and adapt with corporate strategy. Our solutions allow you to see deep inside your business through cutting-edge intelligence giving you business analytics. Together these ensure business performance, giving you the power to compete effectively.



Our Agile Approach

Agile is a lightweight development methodology which focuses on delivering high quality software which is in accordance with user requirements.

It achieves this by encouraging practices such as continuous integration, pair programming, shared code ownership and test driven development. These all contribute to eradicate the technical debt which can amass when using traditional development methodologies such as Waterfall.

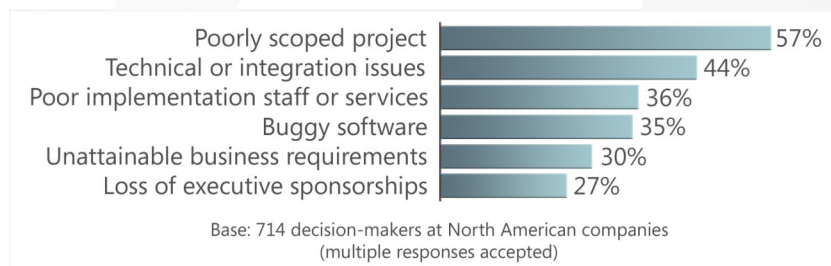
This debt is comprised of delays; rework and time spent fixing defects in released software. Almost invariably it is this technical debt which blows budgets and timescales by appearing at the last minute.

By delivering working software at the end of each iteration, nasty surprises at the end are minimised.



The Agile Revolution

Failures of large scale IT implementations are well known and documented. A figure of up to 60% is often quoted. Worse still is that over 50% of functionality delivered by such projects is never used.



As this poll clearly demonstrates, poorly scoped projects are number one on the list of reasons for project failure.

It's impossible to quantify the loss but what's clear is huge amounts of money are being wasted on ineffective software. Clearly companies will continue to need to undertake complex software development projects, but if they are to stand any chance of escaping the rut of failed projects a new approach is needed.

Designing a complex software solution is phenomenally difficult. Each one is a unique entity and there are no master blueprints to refer to. Over the years a number of methodologies have been developed and utilised to manage these projects. Traditionally the most widely utilised solution was a waterfall approach of extensively specifying and prescribing the functionality required upfront and then making formal change requests the only mechanism to alter it.

The functional specification will describe in the smallest detail exactly how everything should look and feel. This spec will form the basis of a rigid project delivery plan which the developers will then adhere to and create the software in accordance with. At the end of the project the completed solution is tested and integrated. In theory this ensures the project is delivered to time and budget and performs exactly as the business specified. In practice this never happens.

In today's fast paced world it is simply impossible to be able to accurately specify what a business will require in 6 months time, never



Suspendisse scelerisque, tellus suscipit vulputate cursus, eros libero tristique odio, vitae gravida tellus ipsum in turpis. Phasellus sit amet felis. Nullam semper lacus vel quam. Suspendisse potenti. Etiam dictum ligula ac quam aenean gravida, tortor sit.

Amet Tempor,
Pulvinar



mind by the time by the project is delivered 2 or 3 years later. Market conditions change overnight and in order to compete effectively businesses cannot afford to be tied down as to what they can and can't do. It's often the case that even by the time the functional spec is completed the business needs have already changed, requiring never ending changes to the functional spec. Some businesses get into a cycle of perpetual specification rewriting and find it impossible even getting to the starting line.

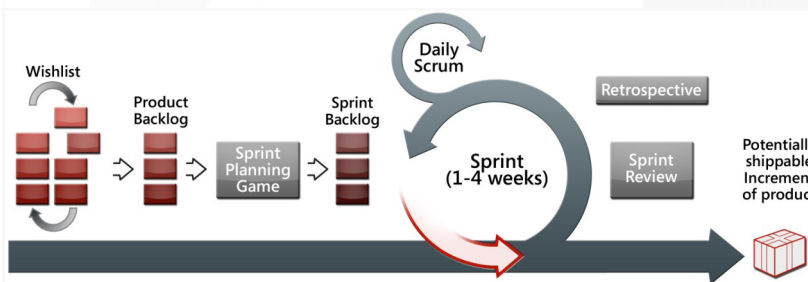
If you take a step back though, the question has to be asked - do we have to document the finest minutia of an entire system upfront? The only reason it is required is because traditionally the requirements phase is not allowed to overlap with the design or development phases. In reality users don't really have all the answers about how a system should operate until they can start to see it operating. As such they will they will hopelessly over specify every scenario in an attempt to get a finished solution that works. This is a huge contributory factor to the 50%+ of delivered functionality which is never used.

What will quite often happen as well is that errors or ambiguity in the functional specification will often not be discovered until the finished product is delivered. Sometimes misunderstandings can be baked into the very core of a system leading to massive implementation problems and cost overruns.

To seek to avoid these pitfalls, lightweight iterative methodologies were formed which have since become known as Agile. They don't require an upfront detailed functional specification and engage the customer in the full product development lifecycle. This ensures that businesses get delivered the functionality they actually need and it works the way they want.

Dot Net and Agile

Scrum is one of the family of Agile development methodologies. A central part of the process is dividing a large project into manageable bite sized portions. Traditional development methodologies treat a project as once large entity. Scrum treats it as a series of mini projects. Whilst Waterfall can only measure progress at the end of the whole project, Scrum measures it at the end of each mini project (iteration).



The Scrum process commences with the formation of the product backlog. This is a series of high level assertions about likely functionality required by a system, but not prescribing it in any detail. An example would be "as a user I need to be able to capture customer information". Each user story is prioritised, given a complexity estimate and put in order of those likely to deliver the highest business value.

Within Scrum each iteration is called a sprint and consists of about a fortnight's work. The sprint commences with a planning game where the high level functions are broken down into the individual constituent tasks and the team then organises and commits to a certain number of complexity points. Each day the team and the customer meets for a 15 minute stand-up. This stand-up enables developers to ask questions or clarify requirements with the customer and allows everyone visibility of progress at a very granular level.

The free and open communication means that the development can stay focussed on the highest business value tasks, regardless of what these may be from iteration to iteration. It also ensures misunderstandings can be swiftly corrected and the software will perform as envisaged.

The sprint includes all aspects of a traditional development cycle, design, development, test and deployment all rolled into one and all in relation solely to the functionality being delivered. At the end of each sprint working, production-ready software is delivered to the client to



*Suspendisse scelerisque,
tellus suscipit vulputate
cursus, eros libero
tristique odio, vitae
gravida tellus ipsum in
turpis. Phasellus sit amet
felis. Nullam semper lacus
vel quam. Suspendisse
potenti. Etiam dictum
ligula ac quam aenean
gravida, tortor sit.*

Amet Tempor,
Pulvinar

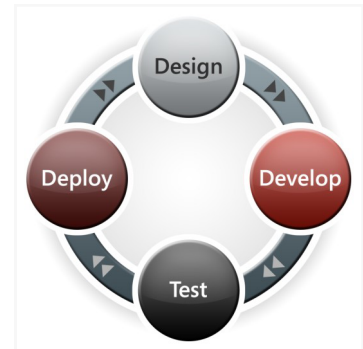


Suspendisse scelerisque, tellus suscipit vulputate cursus, eros libero tristique odio, vitae gravida tellus ipsum in turpis. Phasellus sit amet felis. Nullam semper lacus vel quam. Suspendisse potenti. Etiam dictum ligula ac quam aenean gravida, tortor sit.

Amet Tempor,
Pulvinar

garner feedback and often be put into immediate use.

Scrum is well established and has proven to enable businesses to deliver real business value and higher quality software. The reason for its success is that it seeks to reinforce and provide structure around a more natural mechanism for developing software rather than enforcing awkward and unworkable process. This approach has the dual advantage of both reducing risk and creating a motivated and empowered development team.



About Us

Dot Net is a Microsoft focussed business, committed to producing world leading solutions for our clients.

We are a specialist in delivering technically complex development projects on cutting edge technology. We constantly strive to wow our customers with the solutions we deliver using our Agile software development approach.

There is an unceasing philosophy to constantly challenge ourselves, looking to develop relationships by driving innovation whilst at all times maximising customer satisfaction with pioneering solutions and product innovation.

We look to build trust and confidence with customers through constructive engagement, constantly remembering the need to demonstrate integrity, fairness and transparency in all that we do.

We understand that self reliance leads to mutual support both inside and outside the Dot Net family.





www.dotnetsolution.ltd.uk
www.dotnetsolutions.ltd.uk/silverlight

Dot Net Solutions Limited, George V Place,
4 Thames Avenue, Windsor, SL4 1QP. UK
Phone: +44 (0) 845 4021752 Email: sales@dotnetsolutions.ltd.uk