



# Working Models Of Tolga Tech Solutions

# Content

## Partner Engagement Models :

- **Time & Material**
- **Statement of Work / Sprint Based (Milestone based model)**
- **Fixed Price**
- **Resourcing / Staffing / Dedicated Team**



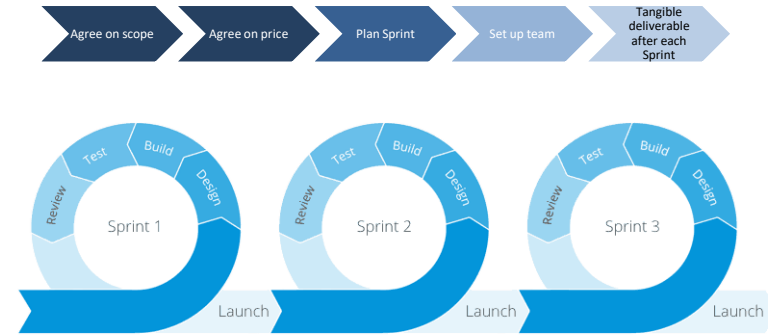
# Time & Material

- When the project scope , Specifications & Implementation plans cannot be precisely defined.
- When the requirements change dynamically during the project phase or implementation phase
- The Development effort is billed on an agreed timeline with the pre-negotiated and agreed hourly rate.
- This can go from few months to several Years
- The total project cost is calculated by the actual efforts by the resources towards the project
- **If you wish to go for this engagement , we would finalize the hourly rate of 30 EUR for a senior developer who has around 5 to 7 years of experience.**
- **For a cloud engineer or data base architect the rate will be slightly higher.**



# SOW (Statement of Work) or Sprint Based Model

- SOW is a document with list of activities / scope of work to be completed in a specific period of time (Say 3 weeks).
- This document should be agreed upon by the customer of the project
- The SOW must contain a level of detail , all stakeholder should understand what work is required , what would be the delivery , duration etc.,
- The payment will be done for each signed / approved and delivered SOW after the verification of the functionalities.



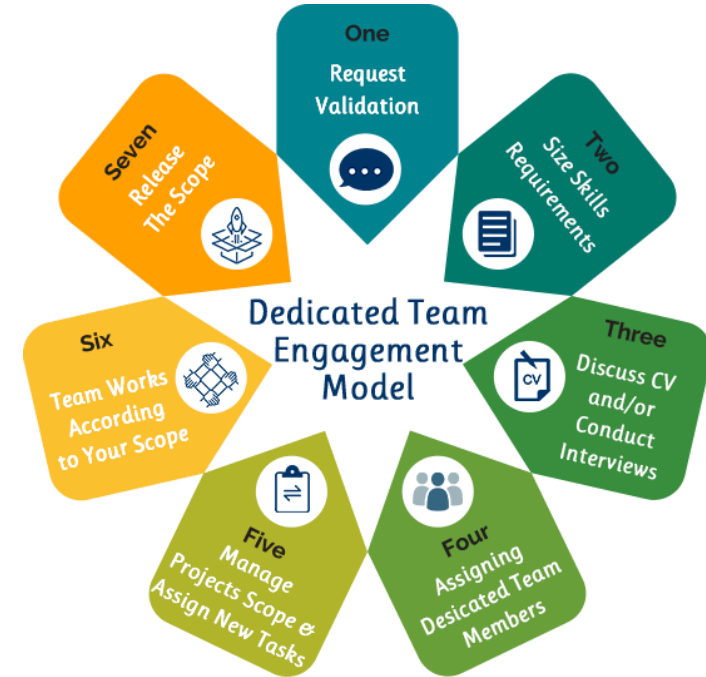
# Fixed Price Model

- When the project scope , Specifications & Implementation plans **cannot** be precisely defined.
- When the requirements change dynamically during the project phase or implementation phase
- The Development effort is billed on an agreed timeline with the pre-negotiated and agreed hourly rate.
- This can go from few months to several Years
- The total project cost is calculated by the actual efforts by the resources towards the project
- This good for a short term & Small Projects
- Disadvantage : Requires detailed docs, When its necessary to make changes..



# Staffing / Dedicated Team

- A staffing company provides a dedicated team by staffing.
- Resources are directly controlled by the customer and the staffing company are not delivery partners.
- If needed the staffing vendor provides infrastructure as well.
- Disadvantage : The customer invests significant amount of time in the team
- Possibilities for issues and misunderstandings



# Staffing / Dedicated Team -Example

Scope: 5 personnel

Duration: 2 calendar month

Required personnel: 5

Rate: 30 USD/hour

Payment terms: timesheet per month. Payment in first 5 days of the timesheet sing-off



# “Tolga Tech Solutions” – Contact Us



(+43) 664 246 79 29



[ali.e@tolgatec.com](mailto:ali.e@tolgatec.com)



Spittelauer Lände 45  
1090 Vienna  
Austria

233 , C Sector, 3<sup>rd</sup> Avenue  
Anna Nagar (West)  
Chennai – 600 101 , India.