000000000000000000000

0000



# PIONEERS IN ASIA OUTSOURCING WITH OVER 20 YEARS OF EXPERIENCE IN VIETNAM

#### WHY KINS?

### US COMPANY. GLOBALTEAM.

100% Self funded & privately owned

500 resources & growing in Vietnam + US

60% of resources focused on QA

### HIGH QUALITY TALENT

Blended tier resource structure

Hires only the top university graduates

Pool of top tier, globally competitve engineers

#### PARTNERSHIP FOCUS

Not just project order takers

Invested in the success of our customers

Focused on value-add deliverables

### LOW TURNOVER RATES

7% average turnover below industry average

Dedicated team model for long-term value

No constant onboarding or retraining

### BEST-IN-CLASS QA. AGILE FOCUS.

00000 000 000 0

0000000000

. . . . . . . . . . . . . . .

00000000000000000

90% of clients use Agile methodology

80% of current clients use our QA services

Industry thought leadership and nurture

### FLAT COMPANY STRUCTURE

Access to all project stakeholders

No "one point of contact" requirements

Direct interaction with leadership

### GREAT CLIENTS RAVING FANS

00 00000 00 0

0000

100% ecstatic, referenceable clients

Past and present referrals available

Numerous success stories

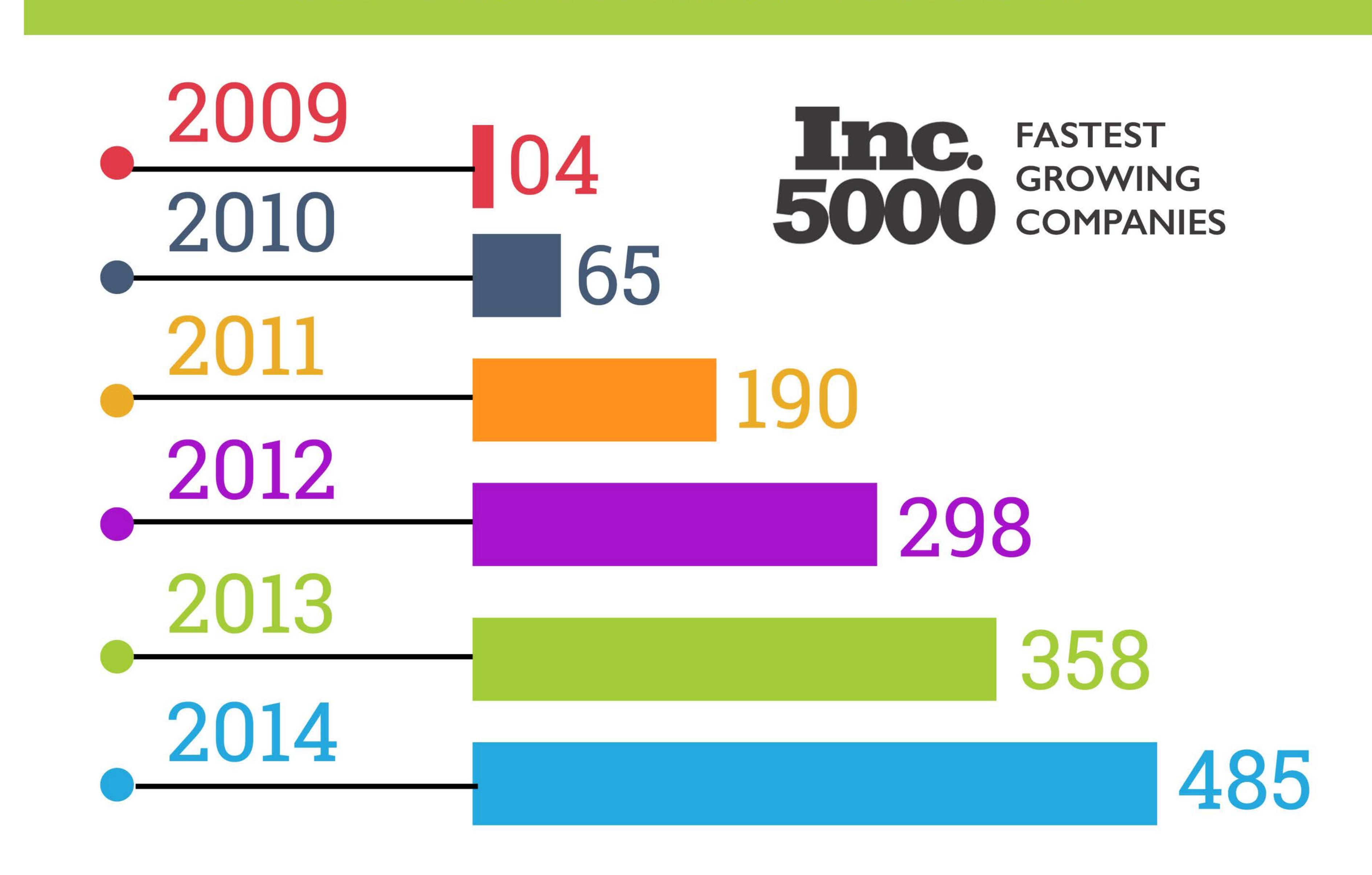
#### VIETNAM TALENT

Location allows us to provide premier talent

Location allows us to maintain low rates

Investment in IT schools for continuous talent

#### RAPID GROWTH FROM THE START



### WHAT OUR CLIENTS ARE SAYING ABOUT KMS

"Our quality numbers have improved. KMS has been able to provide us a competency in QA that we didn't have previously. Their leadership and attention to the processes helped us improve metrics across the board."

- MarketLive





Quality managment assessment
Solution definition and deployment
QA strategy, tooling, and frameworks

## LIFE CYCLE TESTING

Functional: features, system, integration

Non-functional: usability, compatibility, performance

Regression Testing

### ACCELERATION & OPERATIONS

Tools evaluation, creation, implementation
Automation framework management
Measurement and management for QA activities

### INNOVATION & MODELING

Mobile, social, and next-gen technology QA
Tool development and customization
Quality outcome management

## STRATEGIC ALLIANCE

Ownership and investment in QASymphony's tools qTest: cloud based QA management solution eXplorer: automated capture of manual test execution

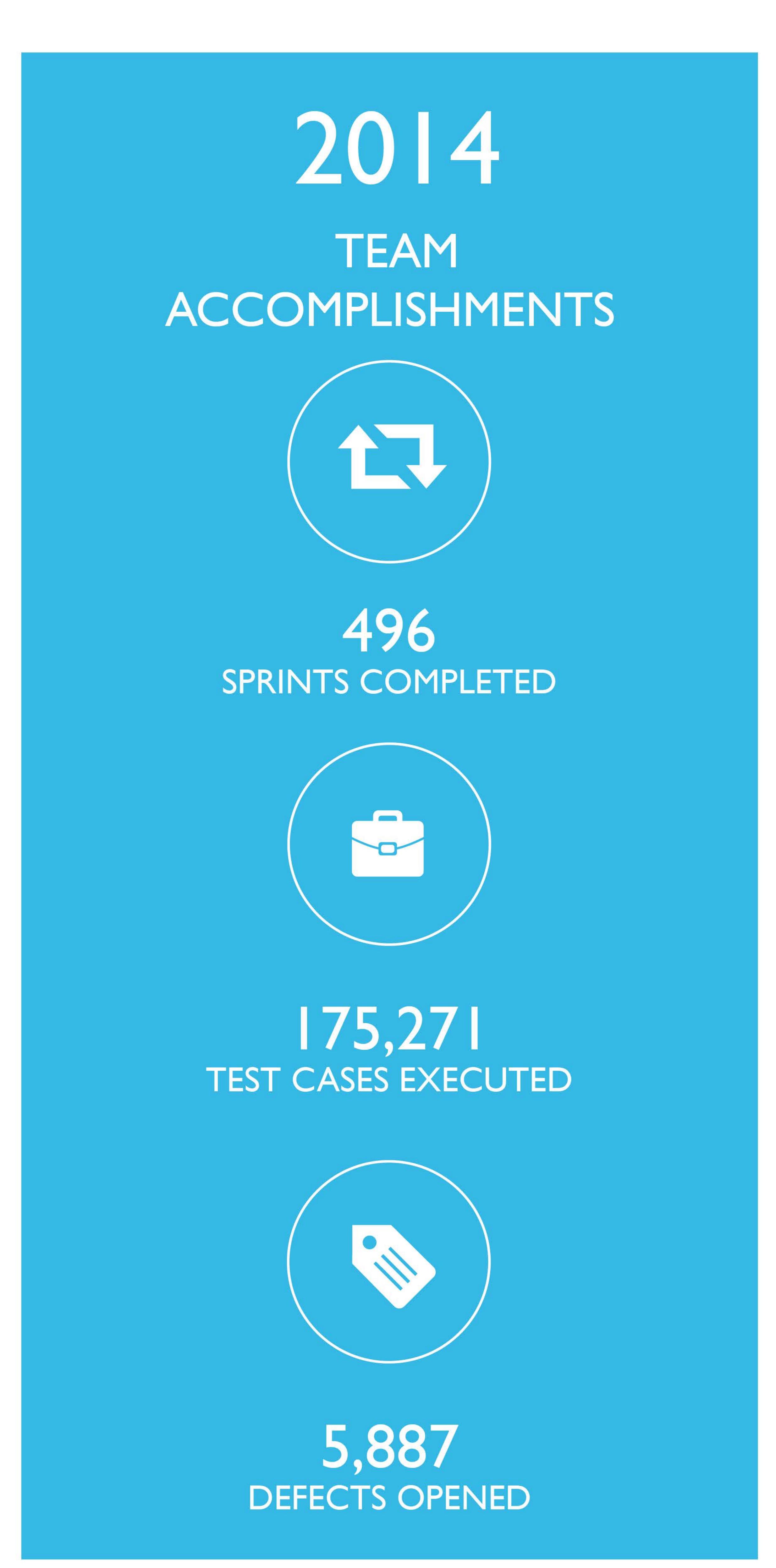
# DEEP QA TOOL KNOWLEDGE

Test Management: qTest, HP ALM, JIRA, Bugzilla,

Microsoft TFS, TestLink, and others

Test Automation: Selenium, Appium, HP UFT,

Test Complete, Watir





Brian Bernknopf SVP of Quality Assurance



512-699-5386



bbernknopf@kms-technology.com