



## CASE STUDY

### Korean Technology Company eLearning Website

#### business situation

A Korean application service startup had encountered severe service problems with two vendors while attempting to develop a web application service to teach Korean youth to speak English. Running low on capital and behind schedule, the startup required a new vendor to develop and execute a rapid development plan in order to meet milestones promised to investors and keep the business viable. Through the use of a proven process, Falkor Group was able to accurately define the business objectives, design a solution and deliver the within the required budget and meeting the milestones promised to investors.

#### technical solution overview

Falkor Group designed, developed and deployed a secure, Microsoft ASP.NET web application service that allows Korean academies to enroll students through the web. Falkor Group brought in a graphics design consultant to help design a visually appealing on-line English tutorial course. Falkor Group development consultants then developed a scalable, multi-language solution that streams video, records student audio, and tracks grades. The system is also capable of handing back office functions like billing and tools were constructed to aid in general academy management.

#### business outcome

By applying Falkor's Solution Approach (FSA) and applying the FSA Development Team Model, Falkor Group was able to develop in three months what two previous vendors were unable to develop in six months. This resulted in a substantial monetary savings and stabilized the business from the perspective of its investors. By meeting project milestones and budgets, Falkor Group enabled the client to focus on the successful completion of its business objectives and to maintain there service level commitments to their end customers.

>>> Falkor Group LLC • Chicago, Illinois • 773.353.0500 • [www.falkorgroup.com](http://www.falkorgroup.com) >>>

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