Reaching
Success
Together.

Rock Solid technologies

Reaching Success Together

Microsoft Partner
Gold Customer Relationship Management
Gold Enterprise Resource Planning
Gold Application Development
Gold Business Intelligence
Gold Data Platform

Eng. Ángel L. Pérez Galarza
Vice President

RockSolid.com

Eng. Ángel Pérez Profile

Mr. Pérez earned a master's degree of Business Administration with high honors from the University of Hartford, Connecticut, and a Magna Cum Laude bachelor's degree in Computer Science Engineering from the University of Puerto Rico, Mayagüez Campus. In addition to his current role as VP of Rock Solid, he is deeply committed to several non-profit organizations; such as the International Association of Microsoft Certified Partners, "Yo Limpio a Puerto Rico", the Puerto Rico Manufacturers Association, Grupo Guayacán, and the Foundation for Puerto Rico.

With his extensive background in technology and management, Perez leads the Sales & Marketing division and is in charge of the global strategic sales to government customers by delivering solutions that enable governments to provide citizen-centric and innovative services to their constituents.

Eng. Ángel Pérez

Contact Info
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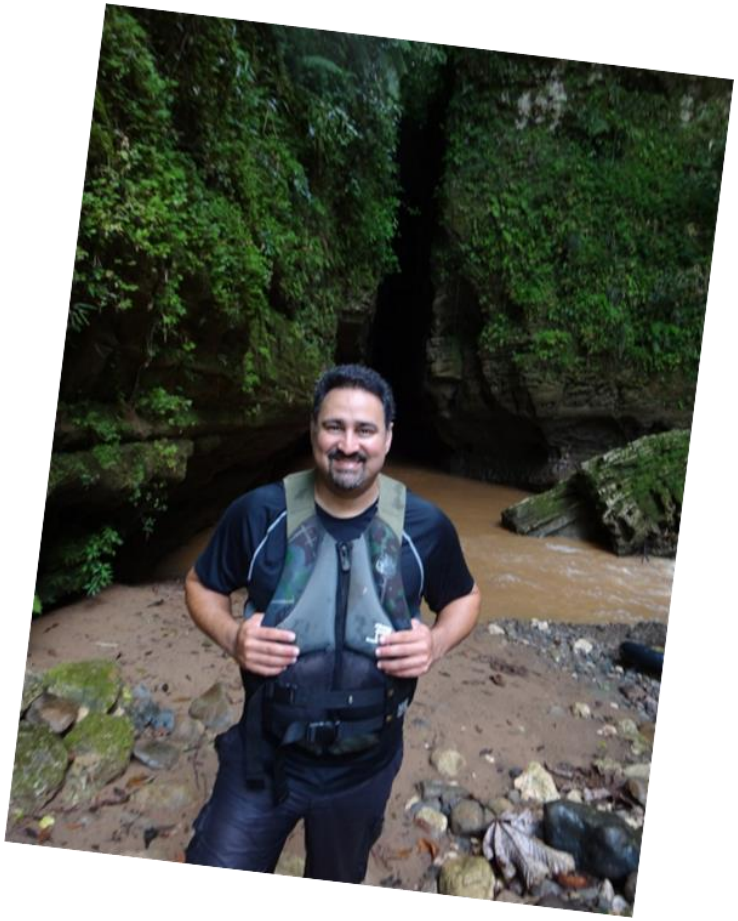
Social Media:

- Twitter @rocksolidangel
- LinkedIn aperez@rocksolid.com
- Facebook



Rock Solid Technologies

- Founded in **1997**
- **100%** Microsoft partner
- About **50** Colegiales
- **100+** team members
- Delivers software solutions in Puerto Rico, Latin America & United States
- Provide **design**, **development** and **implementation** of Microsoft Dynamics solutions

Microsoft Partner
2013 Partner of the Year Winner
Puerto Rico

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Our Location on Puerto Rico

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An Inside look at
Rock Solid
technologies
Liderazgo
Integridad
Colaboración
Empatía
Dedicación

Awards & Recognitions

Achievements

Recognized for demonstrating consistent, high-quality, and predictable service to our customers and to help them ensure significant business benefits.

Microsoft Partner Network

2010 PARTNER OF THE YEAR
Microsoft Dynamics GP
Winner

- **2010 Dynamics GP Partner of the Year-** Worldwide
- **2010 Microsoft Dynamics ERP Platform Partner of the Year-** Latin America and the Caribbean
- **2010 IAMCP Partner of the Year**

Microsoft Partner Network

2011 PARTNER OF THE YEAR
Microsoft Dynamics Public Sector
Winner

- **2011 Dynamics Public Sector Partner of the Year -** Worldwide
- **2011 Dynamics Public Sector Partner of the Year -** Latin America and the Caribbean
- **2011 Dynamics CRM Partner of the Year** – Latin America Finalist

Microsoft Partner Network

2012 PARTNER OF THE YEAR
Microsoft Dynamics
Public Sector Industry
Winner

- **2012 Country Partner of the Year**
- **2012 Microsoft Dynamics ERP** Partner of the Year
- **2012 Cloud Partner of the Year**

- **2012 Public Sector, Government Partner of the Year**
- **2012 Dynamics Public Sector Partner of the Year** – Worldwide
- **2012 Dynamics Public Sector Partner of the Year** - Latin America & Caribbean

Microsoft Partner
2013 Partner of the Year Winner
Puerto Rico

- **2013 Country Partner of the Year**
- **2013 Public Sector, Government Partner of the Year**- Latin America & Caribbean
- **2013 CRM Partner of the Year -** Latin America & Caribbean

HECHO EN PUERTO RICO

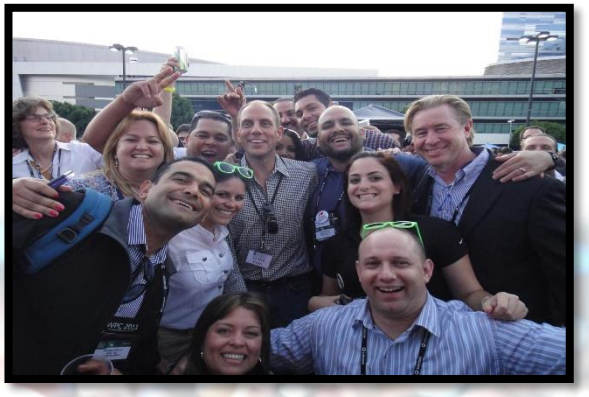
2014 Exporter of the Year - recognized by Puerto Rico Products Association

INDUSTRIALES PUERTO RICO

2014 Exporter of the Year - recognized by Puerto Rico Manufacturers Association

TyN MAGAZINE

2014 Best Public Sector Partner of the Year – recognized by TyN Magazine



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Software Engineering Definition

Is concerned with software systems which are built by teams rather than individual programmers, uses engineering principles in the development of these systems, and is made up of both technical and non-technical.

What is software?

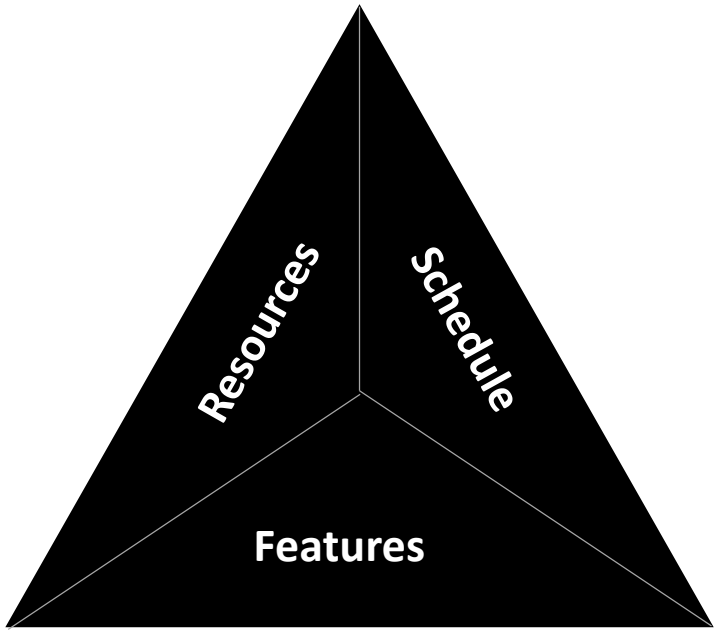
- Programs
- Documentation
- Manuals
- Help files
- Licenses

What is software engineering – my version?

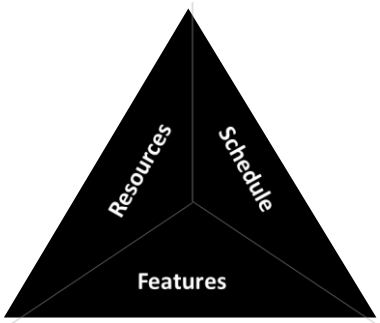
- Marketing
- Proposals
- Economic Analysis
  - ROI
  - TCO
- Sales
- Legal – Contracts
- Licensing
- Requirement Definition
- Prototype
- Risk Management

- Design
- Coding
- Testing
- More testing
- Training
- Implement
- On-site Support
- Help Desk
- Maintenance
- Enhancements
- Re-negotiate

Trade-offs Triangle



Tradeoff Matrix



	FIXED	CHOSEN	ADJUSTABLE
RESOURCES	■		
SCHEDULE		■	
FEATURES			■

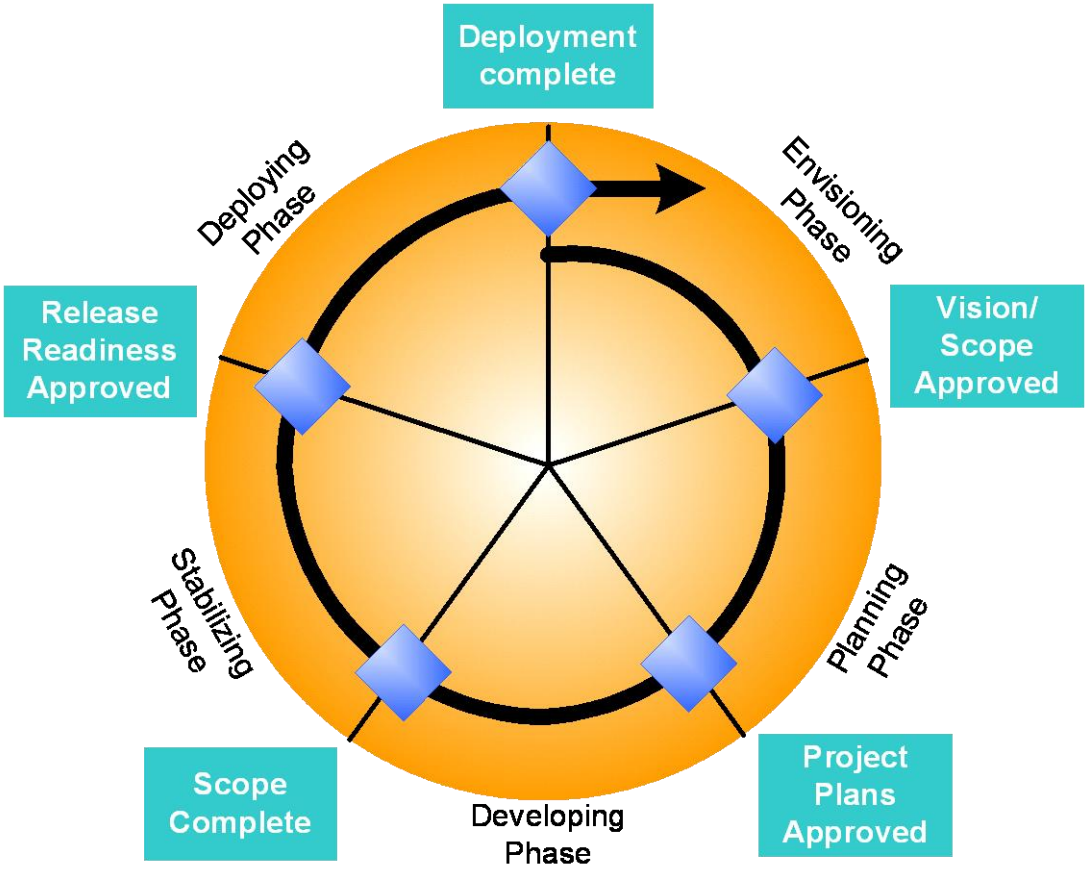
Well engineered software

- Functional
- Maintainable
- Reliable
- Efficient
- Appropriate user interface
  - -User-friendly
  - -Expert-friendly

Software Models

- Waterfall model
- Iterative waterfall model
- Prototyping
  -Works well for us in government
- Others

MSF Process Model



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The key to good Software Engineering – Knowing what the customer wants!

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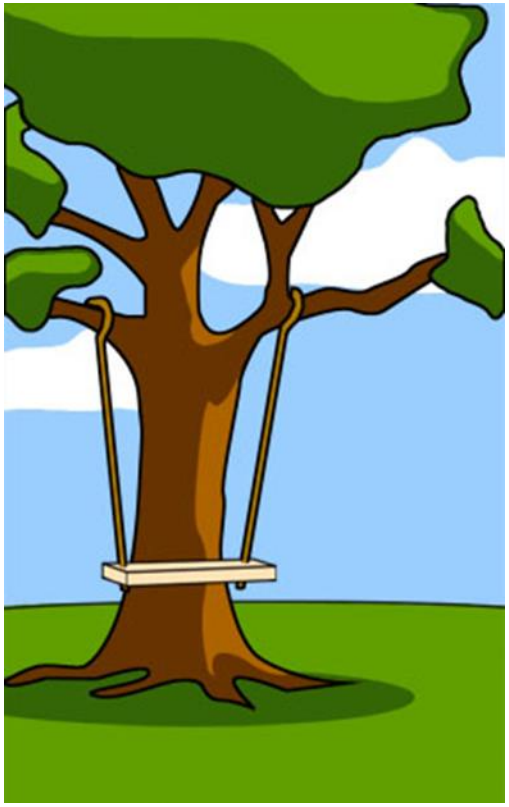

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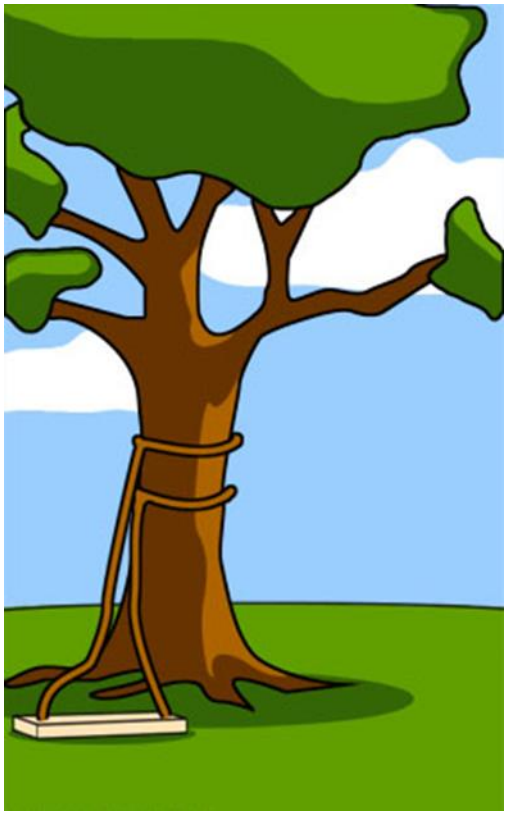

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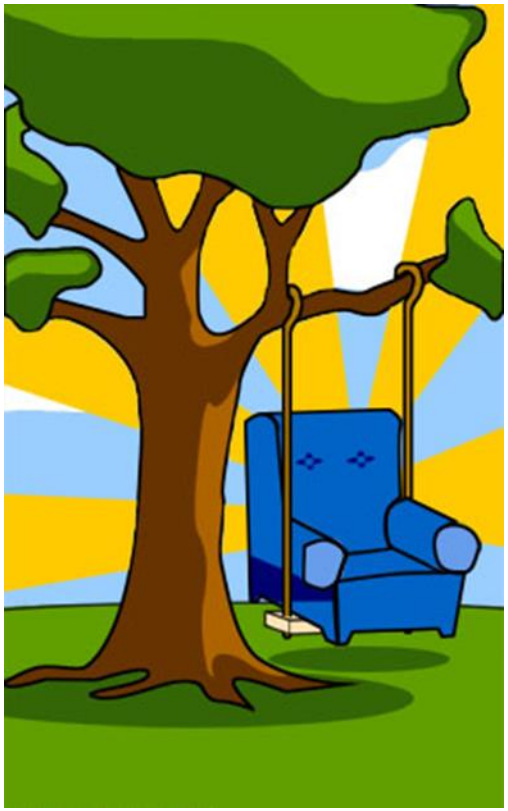

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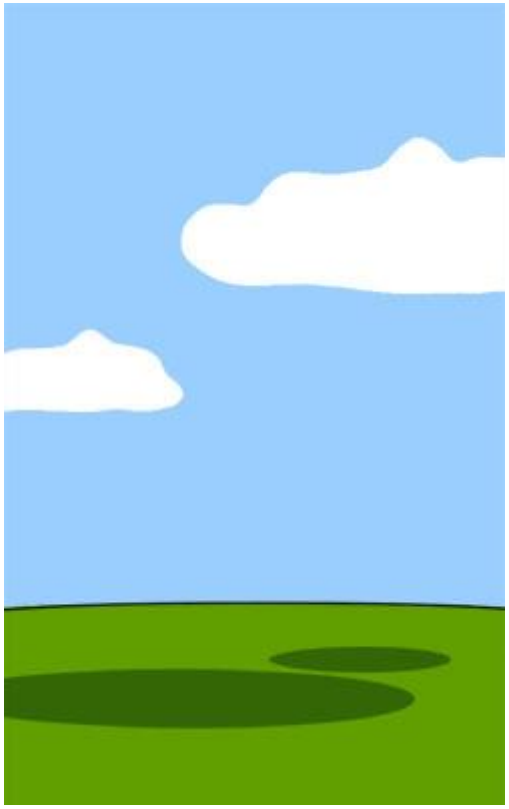

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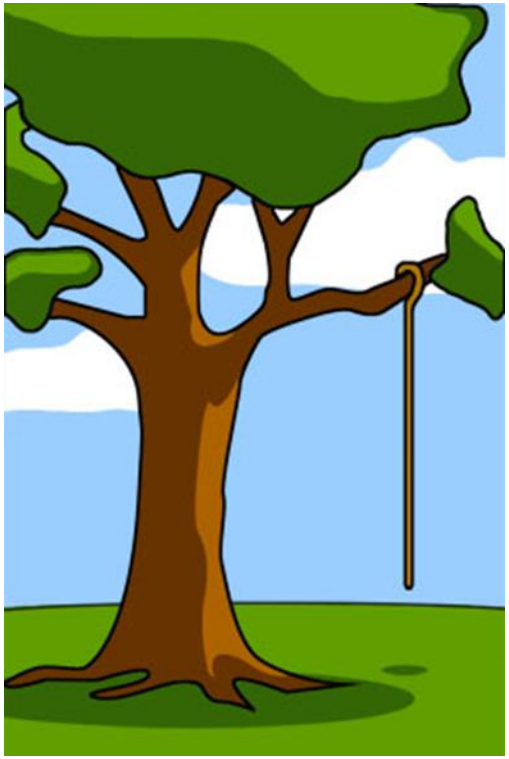

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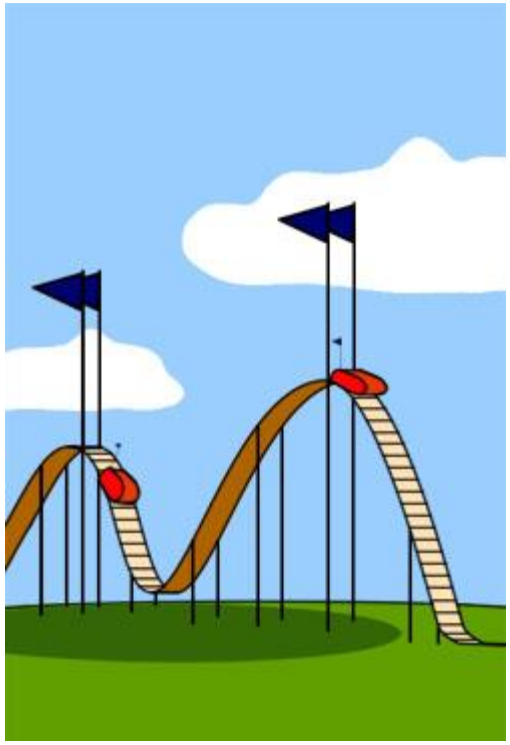

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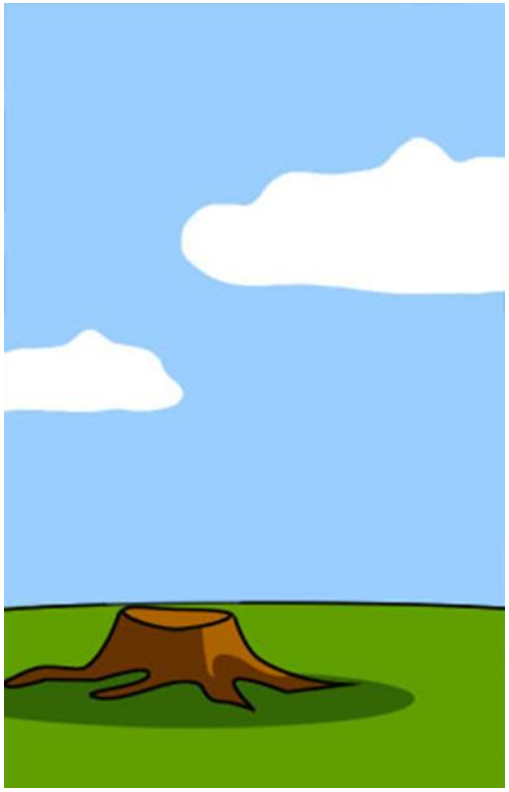

The key to good Software Engineering – Knowing what the customer wants!

The key to good Software Engineering – Knowing what the customer wants!

Software Engineering here?

Or here?

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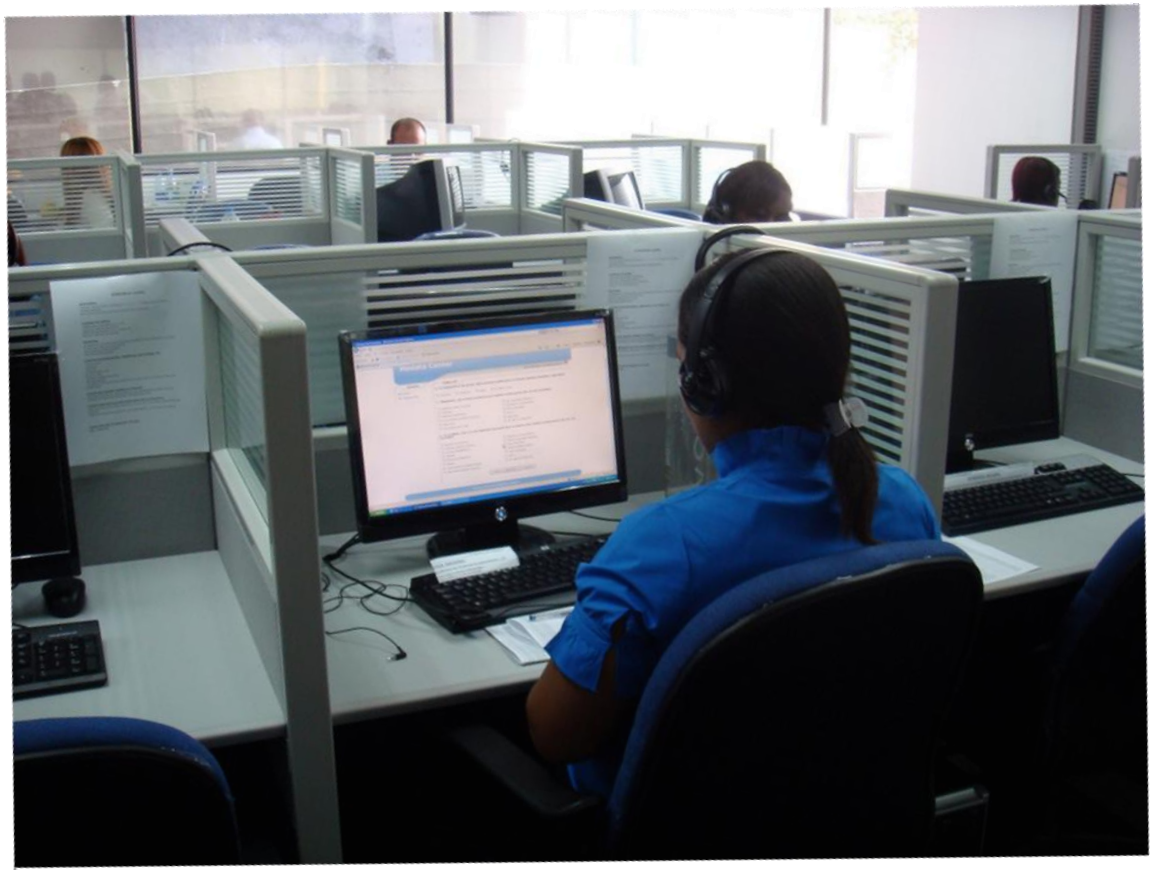
311 de Panama



Puerto Rico Software Development Map

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ME, Inc.

EVERTEC
Empowering business innovation

SAP

nagnoi
anticipate.optimize.achieve

Infotech
Creating Business Impact

Softek
thepowerofknowledge

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Rock Solid Scholarship 2012

Presented by: Rock Solid Technologies, Inc.

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