



Excelocity the Experts in Custom Gateway Solutions

Excelocity is a turnkey custom product development company that specializes in the development of embedded Telecommunication Gateways with specific expertise in the development Voice over Packet gateways for the Enterprise and Carrier markets.

Each Project has its own Self Contained Experienced Team:

We put together an experienced team of telecom professionals as a "Virtual Team" that is an extension of your product development team. They provide a full set of service capabilities from Requirements Development to Gateway Design and Development, to Product Verification that are custom tailored to meet your needs. The team has developed their expertise, skills and process discipline from their experience in many of the best Telecom product companies such as Nortel, Alcatel, NewBridge, Mitel, Bridgewater, etc.

Based on our approach we deliver very timely and cost effective custom solutions:

As a North American Telecom Product Development company, Excelocity offers all the benefits of near shoring like the same cultural, language and experience backgrounds as our customers and the ability to work in similar time zones for effective interactions and communications. We are not a body shop but bring a seasoned experience self contained product development project team to every engagement. We have done it before, developed the right tools for this type of design and so, although our labor costs are at standard software Northern American rates, we are able to design, develop and deliver a solution in less time and with better quality than our typical customers! They have told us so!

Excelocity has a unique low risk business model:

We treat our customers as partners in the development of a new product solution. We are part of your team and when you succeed we succeed. Our business model ensures that we dedicated 100%. Our typical model is based on four components.

1. A fixed price quote, based on our assessment of the requirements and using the technology we recommend and/or what is specified.
2. A Commitment to a Schedule based on an agreed to set of terms and assumptions.
3. A Commitment to delivering a Quality product based on defined expectations. As we have a fixed price it is our responsibility to deliver the quality to eliminate any unnecessary overruns.
4. Full Transparency. We can use your tools and code repositories and you can have full visibility of the code, its progress, the problems and resolutions during the life cycle of the project.

Our reputation speaks for itself:

Director, Development of a Large Multi-National Telecom Company (2007)

"We had a real challenge facing us in meeting the time frame in getting out new VoIP gateway product to market. We knew Excelocity had experience in building Gateways and when we understood that they could deliver a full software solution on our chosen hardware platform to meet our schedule and for a fixed budget and guaranteed quality level we felt comfortable taking the risk".

Contact us to discuss the best way to develop your new Gateway Products.