

Aubrant Digital Engagement and Delivery Model

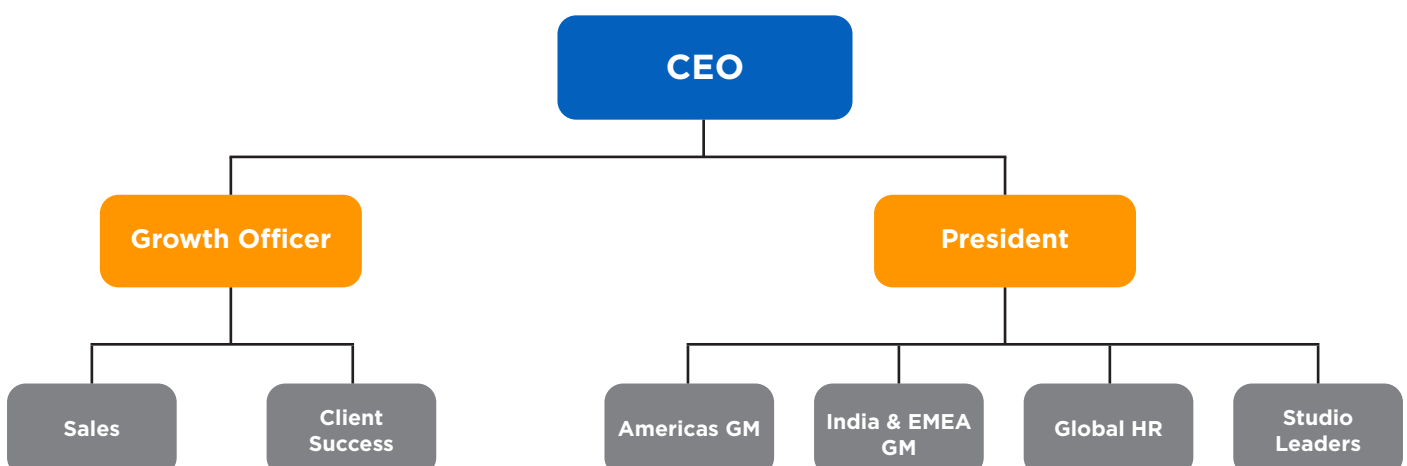
Overview

Founded in 2013 and headquartered in Minnetonka, Minnesota, Aubrant Digital is a global technology engineering firm specializing in custom software development, cloud solutions, data engineering, and AI. Over the past decade, the company has built a reputation for delivering high-quality, scalable solutions that help organizations accelerate innovation and execution.

Aubrant operates through a global delivery model supported by two wholly owned international subsidiaries: Aubrant Digital Private Limited in Hyderabad, India, and Aubrant Digital CRL in San José, Costa Rica. In addition to these core hubs, Aubrant's team includes skilled engineers distributed across Latin America and Eastern Europe, enabling 24/7 collaboration and access to top-tier global talent.

Approximately 60% of our team are full-time employees, with the remainder engaged as independent contractors. Importantly, Aubrant contracts directly with all team members, avoiding the complexity and overhead of sub-contracting layers. This structure allows us to maintain strong cultural alignment, enforce consistent quality standards, and ensure a seamless delivery experience for our clients.

Our Organization



Your Team

Client Success Manager

Accountability:

- Represent the customer's big picture interest at Aubrant.
- Ensures seamless communication and manage all issues

Delivery Leader

Accountability:

- Deliver on all technical commitments
- Lead the engineering teams



Software Engineering Studio Leader



Cloud Engineering Studio Leader



Data and AI Engineering Studio Leader

Accountability

- Select only the best engineers
- Continually improve our engineering capabilities

Client Success Manager

At **Aubrant Digital**, the **Client Success Manager (CSM)** is a strategic partner fully dedicated to our client's success. The CSM owns the big-picture objective of the customer and acts as their single voice within Aubrant—ensuring all efforts align with business goals and deliver measurable value.

Key Responsibilities:

- Own the client's strategic goals and ensure alignment across teams
- Serve as the client's primary advocate within Aubrant
- Drive coordination and communication across delivery functions
- Monitor and report on outcomes and success metrics
- Proactively resolve risks and ensure smooth execution
- Identify opportunities for continuous value and growth

Value:

The CSM is measured solely on **customer success**—providing trusted guidance, strategic alignment, and a seamless, outcome-focused experience

Delivery Leader

The **Delivery Leader** at **Aubrant Digital** is responsible for managing the global delivery team and ensuring we meet all **technical commitments** to the client. They lead day-to-day execution, align resources, and ensure high-quality, on-time delivery across geographies.

Key Responsibilities:

- Lead and coordinate the global delivery team
- Ensure delivery meets scope, timeline, and quality expectations
- Translate client objectives into actionable delivery plans
- Manage risks, resolve blockers, and drive continuous improvement
- Maintain clear, proactive communication with stakeholders
- Support the Client Success Manager with execution insights

Value:

The Delivery Leader is the **accountable owner of execution**, ensuring that strategy becomes results. Their leadership enables predictable, high-performance delivery across complex, distributed teams.

Studio Leader

Aubrant Digital's Studio **Leaders head** our three core engineering studios: **Software Engineering, Cloud Engineering, and Data & AI Engineering**. Each Studio Leader is responsible for **technical excellence, talent development, and innovation** within their domain, ensuring our teams deliver using modern, proven approaches.

Key Responsibilities:

- Define and maintain technical standards and best practices
- Build and mentor high-performing engineering teams
- Support delivery teams with subject-matter expertise
- Guide solution design and architecture decisions
- Drive innovation and adoption of emerging technologies
- Ensure readiness of talent through continuous learning

Value:

Studio Leaders ensure that **every engagement is backed by deep domain expertise** and modern engineering practices. They enable us to deliver with confidence, consistency, and technical precision—raising the bar across every solution.

Let's Build Better, Together

We're not just another delivery partner—we're your strategic co-pilot. Let's connect to design outcomes that move the needle.



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