

PROFINIT

# NEARSHORE SOFTWARE DEVELOPMENT

2016

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Profinit

# Who we are



# Services



CUSTOM  
SOFTWARE  
DEVELOPMENT

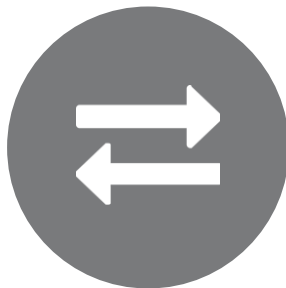


SOFTWARE  
MAINTENANCE



SOFTWARE  
TESTING

# Billing options



TIME &  
MATERIAL

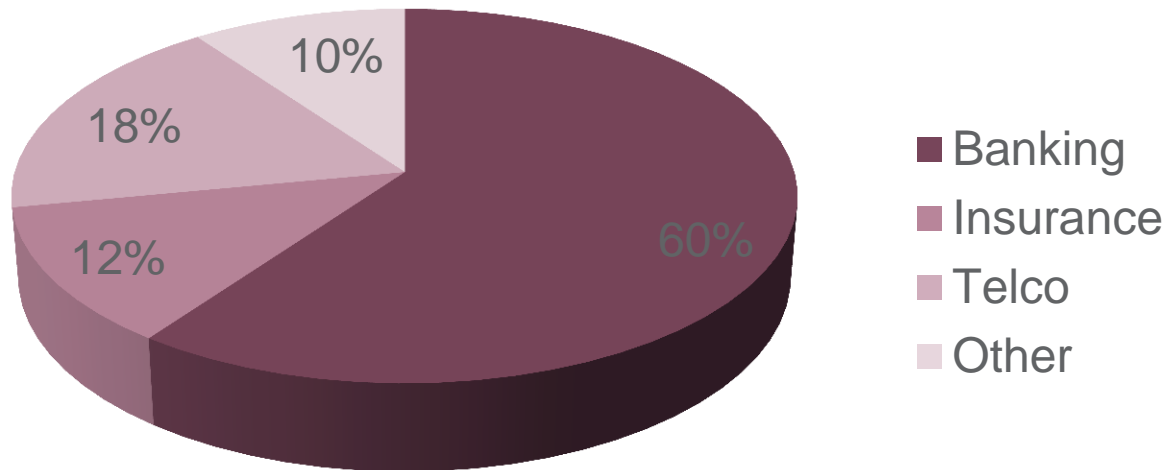


FIXED TIME  
FIXED PRICE



SERVICE  
LEVEL  
AGREEMENT

# Customers



# Agile internet banking with 30% savings



## › Timeline

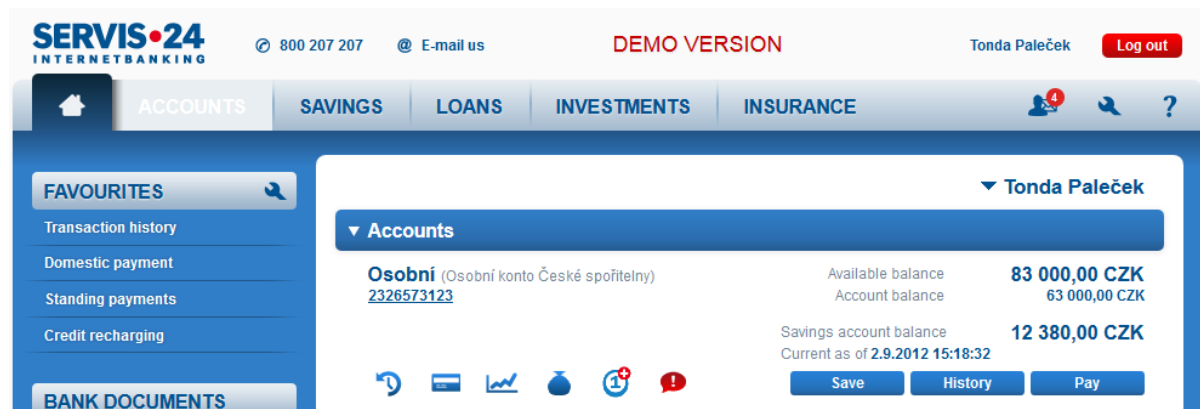
- Started providing testing and development services in 2007
- Major technology upgrade in 2009
- Full development outsourcing since 2013

## › Services

- Analysis, development, testing, project management, support, enterprise integration

## › Metrics

- Team of 40-80 people
- 4 major releases/year
- Agile development = small changes every 2 weeks



# Insurance system for 3 countries



## › Timeline

- Selected as application management services provider – end of 2012
- Transition phase early 2013
- Application Management Outsourcing till now

## › Services

- Takeover and transition phase using our methodology
- Analysis, development, testing, project management, support, system integration

## › Metrics

- Team of 10-20 people
- 3-4 major releases/year
- Small changes as needed

## › Future

- Rollout into 4 additional countries

# Leasing core system



## › Timeline

- Working with Sofico on opportunities since 2014
- Nearshore development since the beginning of 2016

## › Services

- Analysis, development, testing
- Modules and core development

## › Metrics

- Team of 2-5 people
- Completely nearshore

## › Future

- Team size growth
- Work on projects





# Why Profinitt

# Why Profinit?

- › **Technology skills**

# Why Profinit?

## › Technology skills

- Many years of focus on
  - Java, .Net and Liferay from the application side
  - Oracle, Sybase, MS SQL, Teradata and Postgres from the database side
  - Talend and Informatica from the integration perspective
- Real technological experts in those areas with many certified professionals.

Technologies	Java	.NET	Oracle	Sybase
Consultants	150	100	80	40

- Also very strong in information management, delivering BI/DWH solutions and services

# Why Profinit?

- › **Technology skills**
- › **Employer of choice**
  - Highly skilled professionals thanks to our interesting projects and culture
  - Via our university program
    - teaching modules and invited lectures
    - research projects with every high ranking university in the Czech Republic
    - Fluent English

# Why Profinit?

- › **Technology skills**
- › **Employer of choice**
- › **Swift start**
  - Large pool of consultants and the number of ongoing projects
  - Typically able to start new projects within 2-3 weeks
  - Example: Czech Post Office portal within 1 week, and in 3 months the new version was delivered into production and made available to users.

# Why Profinit?

- › **Technology skills**
- › **Employer of choice**
- › **Swift start**
- › **Close to customers and within EU**
  - Inside Schengen, no visas required
    - a 4-hour drive from Munich or Berlin
    - a 1-hour flight from London or Amsterdam
  - Geopolitically safe and effective working environment within the EU
  - Minimizing potential risks and allowing on site work and meetings as needed.

# Why Profinit?

- › **Technology skills**
- › **Employer of choice**
- › **Swift start**
- › **Close to customers and within EU**
- › **Cultural fit**
  - A long history of technical engineering excellence
  - Many western companies rely heavily on skills / expertise from Czech rep.
  - ISO 9001, ISO 27001, ISO 20000, PRINCE 2

# Why Profinit?

- › **Technology skills**
- › **Employer of choice**
- › **Swift start**
- › **Close to customers and within EU**
- › **Cultural fit**
- › **Cost effective range of services**
  - Profinit is the right partner to
    - develop a software product
    - maintain, support and develop an existing software system
    - provide testing services
  - Very competitive man day rate (typically half of the usual rate in Western Europe)
  - Help you to be even more competitive in your market.



## Why Profinit?

- › **Technology skills**
- › **Employer of choice**
- › **Swift start**
- › **Close to customers and within EU**
- › **Cultural fit**
- › **Cost effective range of services**



# Thank you

PROFINIT

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