Software Development Outsourcing Company

OLMISOFT

profile

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1. THE COMPANY

1.1 BACKGROUND

OlmiSoft is a software development company that has been successfully present on the offshore software development market for over 7 years and since that time has grown to become a well-regarded player in this industry and has proven to be a reliable, efficient and trustworthy service provider to the businesses from all over the World.

The company was established recognizing the potential of the increasing market of the companies, that are or would be looking to make their business processes more efficient by automating them through the use of advanced software solutions and/or to act in response to the current market forces that dictate the necessity of online presence in order to stay abreast with competition.

Since the time it was founded in the year 2000, the company has been involved in releasing numerous projects for diverse business spheres ranging from basic websites to highly sophisticated business automation systems. Our proficiency in a wide range of modern computer technologies ensures that the solutions we develop perfectly suit our clients' needs.

1.2 OUR MISSION

Providing our clients with the most optimal, cost-effective and robust solutions, which boost up the increase in the returns and productivity of their businesses and
Becoming a service provider of choice for our every client by outperforming our direct competition in the quality, efficiency and diversity of the services we offer.

1.3 OUR TARGET MARKETS

There are two major target markets that OlmiSoft operates in:

Companies that are in the business of providing software and Internet solutions to the end clients.
They may include companies, which are looking to utilize our skills and experience, such as consulting companies, providing custom software development services, software houses, developing box software solutions or web design companies looking to expand the scope of services they offer.

End users of software products and Web applications.
Can be either businesses or individuals that wish to custom build or modernize software or web solution to correspond with the current requirements of their business or suit their particular needs.

1.4 WHY OLMISOFT?

The reasons why we believe that OlmiSoft is the most optimal choice for outsourcing you software development to are numerous, so below we provided just a handful of examples of what sets us apart from the competition:

Value. Our clients benefit significantly from utilizing the professional skills and experience of our development team for the fracture of the price the equivalently skilled local professionals would demand. All that while being guaranteed to obtain only the highest quality end results.

Predictable quality of the results. Each project, no matter whether it is considerable or small, we regard as an opportunity to showcase the high level of expertise and professionalism that we possess. Our developers and quality assurance specialists work to ensure that our clients can at all times rely on obtaining

a product or solution that will pass the strictest tests on efficiency, practicability, robustness, adaptability to different environments and stability

Advanced analytical skills. The company's analysts have over five years of experience in business analysis in the wide range of human activities. That ensures that we can easily interpret any requirements we receive from our clients, work out the most suitable development approach and transform them into an advanced cost and performance-efficient technical solution, which takes into account the client's business goals, technical settings, expected frequency of updates and more.

Efficient development process organization. During the years of presence in the offshore software development business we have achieved outstanding efficiency in organizing the development process (highly experienced project management, automated control over development process and reporting system). Due to that, we manage to evade unforeseen overhead expenses and the benefits are passed on directly to our clients in a form of cost efficiency of their projects realization and obtaining the results within the most optimal timeframe.

Superior communication skills. At OlmiSoft we believe that every client has a unique set of needs to be fulfilled by contracting a software development company. That is why we work closely with each client to gain a full understanding of what those needs are and come up with the solution that serves them best.

2. SERVICES

OlmiSoft provides a comprehensive range of offshore web and software development outsourcing services. Listed below are the core areas that we provide our services in:

- **Web Application and Website Development**

- **Software Development and Integration for various platforms including:**

  - **GUI Applications**
  - **Programs for Pocket PCs, Wireless and Mobile Devices**
  - **Software Products for Resale**
  - **Contract Programming**

- **Project Management and Business Analysis**

- **Website Design**

- **Technical Support and Maintenance**

- **Other IT Services**

3. AREAS OF EXPERTISE

3.1 WEB APPLICATIONS AND WEBSITES

We possess vast experience in creating Web applications of various types, levels of sophistication and purpose. All our applications are delivered using the most up-to-date computer technologies and development principles, including Web 2.0. We have been involved in developing such applications as

- **Real Time Trading Systems**
- **E-commerce Applications**
- **Content and Knowledge Management Applications**
- **Internet-oriented systems for Customer Relations Management (CRM-systems)**
- **Office Automation**
- **Mailing list management**
- **Database management applications**
- **Diverse websites of different level of complexity and sophistication.**

3.2 CUSTOM SOFTWARE DEVELOPMENT

The OlmiSoft development team is competent in diverse fields of software development and its areas of expertise include, but are not limited to:

3.2.1 GUI APPLICATIONS

OlmiSoft can deliver programs for virtually any business purpose for the wide range of platforms (Windows, Unix, Cross-platform applications in Java and more). Primarily, these are business applications such as

- **Business Automation**
- **Trade systems**
- **Accounting systems**
- **Courseware**
- **E-learning software**
- **Document circulation supporting systems**

As an example of our capabilities, we would like to highlight the production quality control system for manufacturers we developed, which allows searching for data directly from a CD-ROM, without having to install it on a computer's hard disk.

Moreover, we have created numerous small software programs and utilities as well as plug-ins for different programs (MS Internet Explorer, Act, etc.)

3.2.2 PROGRAMS FOR POCKET PCS, WIRELESS AND MOBILE DEVICES

We actively work to increase our involvement in a new prospective market of software development for pocket, mobile and wireless devices. Our expertise is the usage of the communicative potential of the devices, both when they communicate with each other and while accessing the Internet or a corporate network, however we are looking into broadening the range of our skills for this area.

3.2.3 SOFTWARE PRODUCTS FOR RESALE

«Box» software products development is another prominent direction of our company activities. We realize the entire product development cycle:

I. Future demand estimation for the developed product including:
   a. Market analysis
   b. Competitors and competing products analysis
   c. Sales forecast.

II. Preparation for the software product implementation including:
    a. Determination of a range of functions necessary for the product
    b. Variety of the product's versions to suit particular requirements
    c. Creation of the technical documentation and user manuals
    d. Implementation process mapping

III. Release of the new versions, including
    a. Design
    b. Programming
    c. Testing and fine-tuning of a software product

IV. Sale and after sale services, including
    a. Publication of the information about the product on the internet
    b. Creating a promotional website for the product
    c. Conducting advertising campaigns
    d. User support
    e. Feedback processing and analysis

We are open to collaboration in the field of co-producing box software for the future retailing of the resulting product on the market.

3.2.4 CONTRACT PROGRAMMING

OlmiSoft highly skilled and experienced personnel possess knowledge of most of the computer technologies and languages available and we always keep up to date with the latest developments in this area.

3.3 PROJECT MANAGEMENT AND BUSINESS ANALYSIS

Years of hands-on experience and the time-proven Project Management Methodology, which has been created to incorporate all the specifics of our company development process, guarantee that our project managers can successfully plan, oversee and guide virtually any project, no matter how large and challenging, that comes their way. Our project leaders possess strong technical skills, allowing them to take on an active technical management role as well as their Project Management role.

Moreover, it is vital that clients' business needs are correctly identified so that appropriate solutions to their business problems could be worked out. Our managers possess solid analytical skills and will work with you to achieve sufficient understanding of the structure and the dynamics of the organization in which a system is to be utilized and derive the system requirements needed to support the business goals of the target organization.

3.4 WEBSITE DESIGN

We can create a smart and functional design for your new website or bring up to date with your current business requirements a website you already have. Our capable team would be happy to discuss your requirements and work with you to develop the most suitable solution.

We are proud to work in partnership with only top-quality web designers, who are highly professional in the field and, much more often then not, know what aspects yield the best returns in a particular area.

3.5 TECHNICAL SUPPORT AND MAINTENANCE

We provide technical support to all the applications that we have been involved in development of. OlmiSoft technicians are available to provide 24/7 support and maintenance when so required.
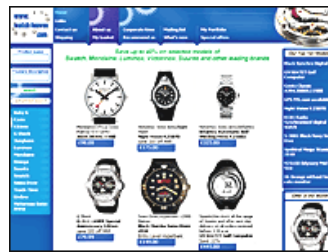
3.6 OTHER SERVICES

OlmiSoft also provides IT consulting services as well as software re-engineering, modernization and reprogramming of the already existing web applications, websites, etc.

4. PORTFOLIO

Our extensive portfolio includes over two hundred projects of various size and complexity, which have been developed for quite a diverse range of industries including sports, education, government services, banking, real estate sector, online businesses and more. The project we implemented range from a few dozens to thousands man-hours in size. We honor our agreements with the clients and, due to that fact, we cannot use quite a large percentage of our work for references. However, we would always be willing to provide examples of our work or prove our competence in a particular area on request.

A small sample of our work can be viewed on the **Portfolio** page of our website.

5. CLIENTS

Working for our clients' success and making sure they obtain tangible benefits from cooperating with OlmiSoft are the goals we endeavor to achieve first and foremost. When working with us our clients expect to be dealt with professionally, responsibly and constructively and our team works as one to make sure these expectations are always met or, better still, exceeded.

What is more, we believe that trust is one of the key factors to successful and long-lasting cooperation, so we work hard to establish and uphold trustworthy relationships with our each and every client.

During the years the company has been operating, we have managed to attract clients from all over the world, including the USA, United Kingdom, Germany, New Zealand, Netherlands and more. We are proud to say that we have a 95% client retention rate and the majority of them opt to have OlmiSoft as their preferred service provider and cooperate with us on a regular basis. The references that our clients provided us with, support our claim that we are fully capable of delivering top-quality end results while complying with the strictest business standards and ensuring seamless and efficient communication process.

Here is what some of our clients had to say:

…The level of expertise of their staff is very high. They are skillful and knowledgeable in a variety of technical areas and always willing to offer friendly advice. They have always interpreted our instructions correctly and the language barrier has never been a problem since they speak excellent English… We are particularly pleased with the speed in which they accomplish tasks…

Alex Hammerstein
Managing Director
The Modbury Group
Devon, UK

… We have had great success using OlmiSoft as an outsourcing partner to deliver our customers quality software on time and on budget. We have had no issues with communication and the OlmiSoft staff has been available 24/7 as required. I wish your company continued success.

Frank Gepfrich
President
Gepcom Inc.
Miami, USA

6. THE TEAM

We are well aware that the success of any software product depends significantly on the qualities of a development team. That is the reason why we pay much attention to organizing a solid professional collective.

All OlmiSoft personnel is highly educated and experienced in what they do. Every member of the development team has as a minimum a bachelor degree in computer science and/or math from the two best Universities in the region (which are among the best in Russia as well) – NGU (Novosibirsk State University) and NGTU (Novosibirsk State University of Technology). Moreover, they possess *decades of professional experience* combined in software development and programming.

The experience, advanced English skills and the potential of our managers and developers allow us to successfully perform tasks of practically any kind and complexity in the fields of creation, testing, and modification of software products.

In case there is a need to realize a really considerable project under the strict time constraints, we can draw on additional quality resources and put together an efficient work-team, which will include sufficient number of skilled professionals.

7. TECHNOLOGIES

Below is the list of technologies that we can proficiently utilize to ensure that the projects we develop perfectly suit diverse technical requirements:

	TECHNOLOGIES	PROGRAMMING LANGUAGES	TOOLS
Technologies, project management	RUP, OOA, OOD	Unified Modeling Language	Rational Rose, BPWin/ERWin, CVS, WinCVS, Bug Tracking system
Internet/Intranet	TCP/IP, SMTP, HTTP, FTP, XML, XSL	Java (jsp, servlets, applets, awt, swing, EJB), ASP, .NET, PHP, PERL, HTML/DHTML, CSS, AJAX, Javascript, VBScript, Action script	Apache, IIS, Tomcat, Macromedia Flash OS Commerce
GUI Applications	Java, .NET framework, MFC, WinApi, CORBA, COM, DCOM, ISAPI, MSXML, [OLE] Automation, MDAC, DirectX	Java (awt, swing), C/C++, C#, Delphi, Kylix, Visual Basic	Microsoft Visual Studio .NET, Microsoft Visual C++, Microsoft Visual Basic, Borland Delphi, Borland C++ Builder, ASP.NET
Pocket PC	Bluetooth, WLAN (Wi-Fi), IrDA, MFC, GAPI, WinSock, WinAPI, TCP/IP, Obex, COM, .NET Compact Framework	C++, Visual Basic	Microsoft eMbedded Visual C++, Microsoft eMbedded Visual Basic, Microsoft Visual Studio, .NET
Databases	SQL, triggers, stored procedures	Oracle, DB2, MS SQL, Interbase/Firebird, MySQL, Postgre SQL, MS Access, Paradox, Fox Pro	ERWin
Operating Systems	Windows, Unix, Pocket PC	Windows 9x, ME, NT, 2000, XP, UNIX family: Linux, Free BSD, Pocket PC 2002, Windows Mobile 2003 for Pocket PC, Pocket PC Phone Edition	

8. CONTACT DETAILS

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N.B.: Communication through other channels can also be arranged. All you need to do is e-mail us and request to be contacted via the means, convenient to you.