



# 920 Solutions

Corporate Presentation

Tbilisi, Georgia

Kiev, Ukraine

# Glance at Who Are We

920 Solutions

Established In 2017



Kiev, Ukraine Based



Staff: 38 (23 full-time + freelancers)



Fast Growing



Fully Focused and Dedicated



Quality Product and Qualified Clients



## Our Services

Software development for various devices

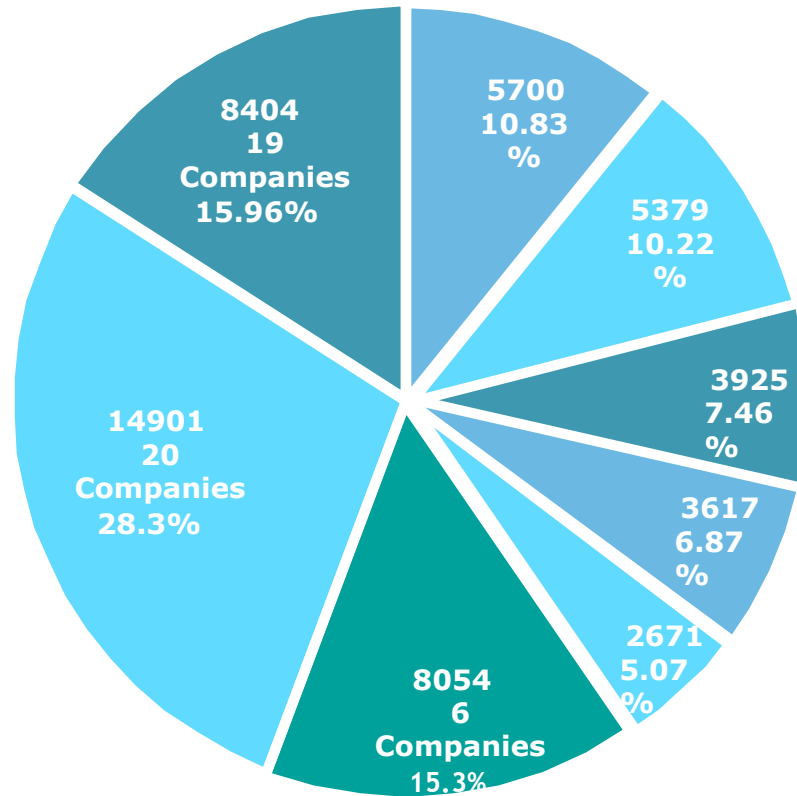
Outsourcing

Dedicated development team

# Why Ukraine

## 920 Solutions

Ukraine IT Market Composition by Employees



■ Companies 2%-5% Market Share  
■ Companies 5%-10% Market Share  
■ Companies 10%-15% Market Share  
■ Companies 15%-20% Market Share  
■ Companies 20%-25% Market Share  
■ Companies 25%-30% Market Share  
■ Companies 30%-35% Market Share  
■ Companies 35%-40% Market Share

160000 (maybe 230000) IT Professionals in Ukraine

38000 IT Graduates Annually

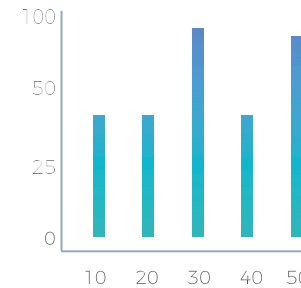
1000+ IT Companies

20% Market Growth Rate

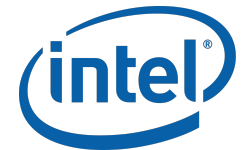
Top 30 Offshoring And Outsourcing Destinations(2012 Gartner)

Offshoring Destination Of 2017 (GSA)

Among Top 25 It Service Exporters (2016 PWC)



Several Clients of Ukrainian IT Companies Include:



# Price Advantage of Ukraine

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Favorable cost and talent

Average cost is more than 2 X lower than in target countries

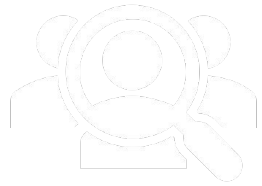
Cost for ML Engineer up to 4 X lower than in USA

		Project Manager (IT)	Software Engineer	Senior Software Engineer	Data Analysts	Machine Learning Engineer
EUROPE	Germany	\$68,665	\$67,419	\$67,413	\$57,000	\$68,000
	Netherlands	\$62,901	\$53,388	\$65,631	\$47,800	\$68,000
	Switzerland	\$113,360	\$92,878	\$108,526	\$87,000	\$105,420
NORDICS	Sweden	\$69,790	\$58,136	\$68,119	\$60,000 appx.	\$81,059
	Denmark	\$71,000	\$73,518	\$72,000	\$81,000	\$84,000
	Finland	\$72,345	\$49,289	\$63,730	\$68,000	\$110,000 (Senior)
AMERICAS	USA	\$85,366	\$82,761	\$105,201	\$91,682	\$112,799
	Canada	\$69,300	\$54,546	\$82,265	\$55,522	\$101,000
	Ukraine	\$43,252	\$24,308	\$43,409	\$41,000	\$28,000
Expensiveness of Other Regions Compared to Ukraine (times)	EUROPE Averages	1.9	2.9	1.9	1.6	2.9
	NORDICS Averages	1.6	2.5	1.6	1.7	3.3
	AMERICAS Averages	1.6	2.2	1.9	1.4	3.8

# Three Ways to Develop a Software

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## We Offer

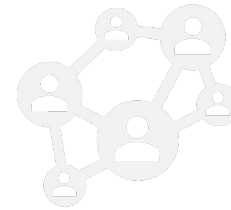


### INHOUSE

Hire Developers and Manage Product Development Inside Your Company

#### Best Option if:

- Sufficient Qualified Team and Management Capacity Exists
- Direct Control Should be maintained
- Running High Risk/High Value Project

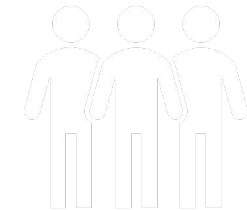


### OUTSOURCING

Hire a Software Development Company on a Fixed-scope and Price

#### Best Option if:

- Full Requirements To A Software Product is Known
- Specific Knowledge is Not Available In Your Inhouse Team
- Small Projects Development is needed



### DEDICATED TEAM

Extend Your IT Department with a Team of Affiliated Professionals Committed to Your Company

#### Best Option if:

- There Is No Clear Project Scope
- Hiring and Securing Excellent and Cost-effective IT Talents at Your Home Location is Problematic
- Constant Involvement Of Developers On Different Projects is needed

# We Offer Dedicated Development Team

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We can build your IT development team, so that you can focus on your company's further development

## Working Mechanism:

Out-staffing service enables you to establish your IT team in Kyiv, Ukraine in the simplest way:

### Terms:

- **Team size:** starts with 2-3 specialists
- **Duration:** 3-6 months
- Progressively decreasing rates in case of scaling up team size



# Dedicated Team: Two Models

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You Manage Your  
Team

## Extended Team

We assemble a team of software developers while you are still managing projects using your own qualified CTO and IT development team. Using extended team solves the problem of having to hire cost-effective IT talent within your region

### Recommended for:

- Team Extensions
- Long-Term Development
- Ongoing Bug Fixes & Support

We Manage Your  
Team

## Managed Team

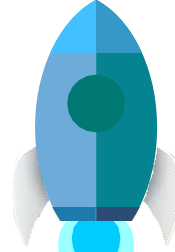
A managed team is dedicated team with a deeper level of support from 920 Solutions. We take responsibilities on project and product management, managing the software team and performance optimization. Our project managers report directly to the client

### Recommended for:

- Medium & Large Projects
- MVP Development
- No Clear Project Scope

# Benefits of Dedicated Teams

920 Solutions



## Save Money

You don't need to waste resources on housing, hiring, administration, taxation, and other expenses that come with an in-house team

## Integrity with Your Core Development Team

Dedicated team is assigned only to your projects and becomes an integral part of the company, shares client's management style, corporate culture, methodologies and standards

## Effortless

We take care of all the legal, tax, accounting and technical requirements of hiring and supporting a development team

## Labor Laws

920 Solutions take care of all the labor laws and manages team maintenance, so local labor laws are not the challenge to the client anymore

01

## No Financial Risk

You owe us nothing until you hire a dedicated development team, afterwards – only fixed monthly cost

02

## Predictable and Clear Budget

Monthly budget is formed according to the number and level of expertise of the team members that is agreed with you. You define affordable size of team and their salaries, above which only 6% of taxes and fix service fees are added

03

04

## Quickly Add/Remove Staffs to Your Team

Dedicated developers are assigned per request. You can start with 2-3 developers and scale up easily. Also, after completion of main phase of development, team size can be reduced for maintenance and upgrades

05

06

07



# Dedicated Team vs Outsourcing

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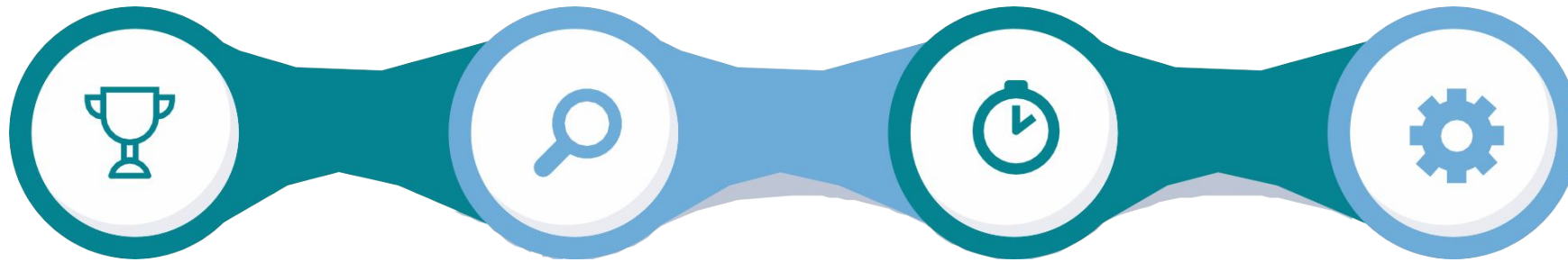
**2x** Cheaper Compared to Outsourcing to a Georgian Company

**3x** Cheaper Compared to Outsourcing to a EU Company

These Are Not Only Assumptions, But Valid Savings Gained by Our Partners within 6 Months Period of Our Cooperation

# Competitive Advantage

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**High Expertise and  
Availability of  
Skilled Labour  
Sourcing**

**Own Expertise  
in Talents'  
Searching**

**Flexibility and  
Exceptionally Short Time  
Needed to Initiate a  
Project**

**Expertise in  
Exotic  
Technologies**

# Key Technologies and Frameworks

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Java



JavaScript



PHP



Python



Ruby



Node.js



Spring



Vaadin



Hibernate



Grails



Django



Rails



Laravel



Symfony



Phalcon



CodeIgniter



Zend



CakePHP

# Front-End

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JavaScript



HTML5



CSS3



Bootstrap



React



Angular



Backbone



Ember



jQuery



Ext JS



Meteor



Knockout JS



OpenUI5



Express.js



Unified.js



Sprout Core

# Team Projects and Solutions

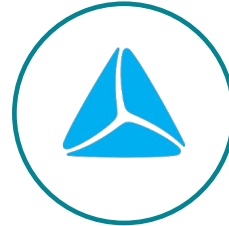
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**Client: eMoney**

**Sector:** Financial Services

**Project:** Development of innovative IOS and Android Applications including UI/UX design and concept creation. Redesigning and development of webpage

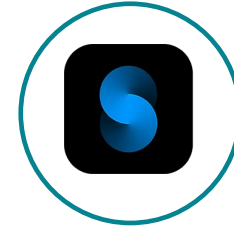


**Client: TBC BANK**

**Sector:** Banking

**Project:** Partnership with TBC Bank, Extended Team Model

- Development of Car Booking System – Mobile Application and Web Application
- Intranet Development;
- Budgeting



**Client: SPACE**

**Sector:** Fintech, Mobile Banking

**Project:** Partnership with Space, out-staffing model. Support in development of applications and extended team model

# Team Projects and Solutions

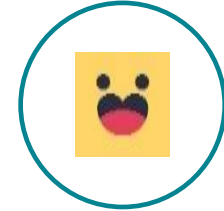
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**Client:** Societe Generale Subsidiary  
“Bank Republic”  
**Sector:** Banking  
**Project:** Internet Banking UX/UI,  
Online Banking for Individuals



**Client:** Curatio Clinic and GeoHospitals  
**Sector:** Healthcare  
**Project:** Development of Electronic  
Health Records System (EHR)



**Industry:** Social Media  
**Project:** Namnam – Mobile  
Application Development



**Client:** Pharma House  
**Sector:** Healthcare  
**Project:** Apothex



**Client:** GPI Holding  
**Sector:** Insurance  
**Project:** Customer Care Corporate &  
Retail Portal



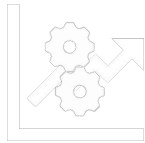
**Client:** G. Zaldastanishvili  
American Academy, Georgia  
**Sector:** Educational  
**Project:** GZAAT SMS

# Case Study: Extended Team Model

## 920 Solutions

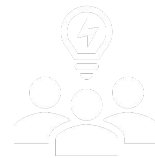
### Our Partner is One of the Leading Banks in Georgia\*

The bank wanted to accelerate software development for more efficient integral processing, as well as enhanced customer-oriented services. They considered sourcing employees on their own, but due to the shortage of qualified professionals, searching, hiring and designing a new development team for new projects turned out into prolonged processes. The bank reached out 920 Solutions to pilot dedicated team (5-6 developers) and test how much time, trouble, and money the bank could save.



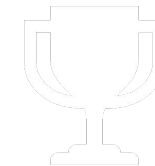
### Challenge

- Difficult to find good specialists in the local market
- High level of turnover in IT department



### Solution

- 920 Solutions recruited a team of experienced developers for the bank, and provided office space, accounting and payroll support
- The bank has direct access to the team



### Result

- The bank gained access to pool of talented engineers in Ukraine and established dedicated team in 1 month
- Reduced the cost of software development twice
- Accelerated development time by using more effective project management approaches

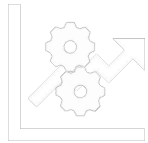
\*We keep our Clients confidential if so requested

# Case Study: IT Development Office in Kyiv

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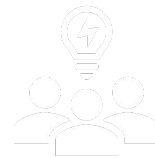
## Our Partner is an Online Casino Operator in Eastern Europe

After unsuccessful outsourcing experience the company decided to start developing gambling software inhouse



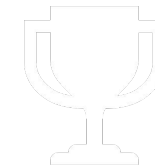
### Challenge

- Open a low cost development office in an Eastern European country.



### Solution

- 920 Solutions created client's representative office in Kyiv, taking complete responsibility of registration procedures and initiating a legal entity
- Both team members and managing staff (Including CEO) recruiting was held in tight deadlines. Relocation process from Georgia (including work permission, accommodation, etc.) was organized by 920 Solutions as well



### Result

- The company was fully operational in two-month period.





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