

ScienceSoft's Partnership Strategy

We at ScienceSoft strongly believe that doing business with partners is a more straightforward way towards reaching out to the customers and building customer value than solitary efforts. Over the past years, **we have built a number of successful partner relationships in several European countries**. It has made our services more accessible for the EU customers and eventually resulted in **several EUR millions of new business for ScienceSoft and its partners**. ScienceSoft values its partners and considers partnership cooperation as one of the core elements for successful business development.

ScienceSoft offers win-win partnership programmes that guarantee beneficial relations and outcomes for both parties involved in such cooperation. Our team is glad to offer **three partnership programmes** that will help you to increase revenues and implement profitable business strategies together with ScienceSoft. Please select the programme that fits best your profile.

- ▶ **Agent Programme**
- ▶ **Outsourcing Center Programme**
- ▶ **Technology Partnership Programme**

Agent Programme

Are you an IT entrepreneur or a sales professional, or just a person who believes he/she can earn good money by finding opportunities for businesses around you? If yes, this programme is a perfect opportunity for you!

Under this programme **you will be in charge of finding business opportunities and generating leads**. ScienceSoft will supply you with all the necessary marketing materials and technical documentation; our sales and marketing team will be working together with you to help capture business opportunities during the customer's decision-making process; our IT specialists will ensure the customer's technical needs are met. Later on ScienceSoft guarantees providing work force and project management staff to deliver required services to end-users within time and budget. **While we work, you sit back and receive your sales commission.**

Incentives to choose ScienceSoft:

- Perfect references, impressive track record, wide range of skills and talent pool;
- Fair and good commissions;
- Constant technical and sales support from our professionals, including all required marketing materials;
- Transparency of the entire project lifecycle.

 www.scnsoft.com

Success Story

An agent in a Nordic country

Partner

An experienced IT professional, who had significant experience of working for leading IT companies in a Nordic country, had a vision about establishing a company focused on matching businesses within his country with high quality IT outsourcing vendors from Eastern Europe and Russia. In 2003 the entrepreneur started a company by hand-picking a couple of Russian IT vendors and approaching several companies interested in outsourcing parts of their IT work. The situation in the Nordic country's market was just right and after a few months he already had several closed deals and running projects. Next, it became obvious that his vendor portfolio could benefit from adding another vendor, with a similar location, wide range of service offerings and strong references from Northern Europe.

Challenge

The company and ScienceSoft signed a frame agreement for agent services and started a pilot project. Sooner than expected, however, there was an opportunity to start a larger outsourcing project for an Internet service provider. The results were outstanding and more impressive than any of the competitors could offer at that time. From that moment on, the cooperation between agent and ScienceSoft went ahead full speed.

The cooperation model between the parties includes constant technical and sales support from ScienceSoft, regular updates of all the required marketing materials and technical documentation to the agent and his customers in the Nordic country and customary project status reports. All these activities guarantee excellent communication level between the parties involved in this partnership and the delivery of high-quality services to all end users.

Results

From the very beginning, this cooperation looked promising for both parties. This partnership had a constant tendency to increasing the volume of delivered projects. **In 2006-2007 the turnover with the clients acquired by agent came close to EUR 1 mln.** At one point, ScienceSoft and agent had seven ongoing projects for companies from a range of business domains such as logistics and transportation, procurement, telecommunication, etc.

Outsourcing Center Programme

You are an IT company that needs to boost its competitiveness by increasing its range of offerings, lowering development costs and delivering high quality services to your clients. One way of achieving this is expanding offshore, where resources are cheaper and the talent pool is less overstretched. Not all companies, however, can afford themselves having its own captive outsourcing center in Eastern Europe or India. **We offer all the benefits of such center, but without any large-scale investments or risks such ventures usually involve.**

In this setting you work on establishing and maintaining relationships with customers and, when necessary, act as a project manager. ScienceSoft, in its turn, provides development capabilities, processes and QA systems to deliver the services to the customers.

Incentives to choose ScienceSoft:

- Lower your operational costs;
- Improve your return on investment;
- Enjoy full support of our technical and sales experts;
- Improve credibility among your customers by offering various business solutions and superior IT services.

Success Story

An Outsourcing Center Partnership with an IT consultancy in the Netherlands

Partner

This internationally oriented IT consulting company was founded in 2006 by three seasoned IT professionals and one entrepreneur from the Netherlands. The company concentrated on providing IT consulting and custom software development services for mid-market companies in Benelux as a core business.

Challenge

A critical point from the very start for the Dutch company was finding a reliable and experienced partner in Eastern Europe. The goal was twofold: first - to extend the number of technical competencies in software development; second - to benefit from the geographical and cultural proximity of the provider to the target market, while ensuring lower development costs compared to Benelux.

Solution

After a few months of pre-qualifying and short-listing of the potential partners, the company chose ScienceSoft because of its wide range of technical competences, excellent references and competitive prices. An important factor for the company while choosing a partner was the exceptional quality of work, ensured by refined processes and mature procedures, backed by ISO 9001 certification. Last but not least, ScienceSoft possessed strong references from Benelux customers, which proved to be a valuable asset for the ambitious Dutch start-up.

In order to address the project complexity and changing requirements of its new customers, ScienceSoft suggested an iterative collaboration model that fitted perfectly for the customers' projects. This approach helped the end-clients to have a clear vision of the project progress and better control over changing requirements, thus ensuring a better result at the end.

The cooperation model between the parties included constant technical and sales support from ScienceSoft, on-time delivery of the required marketing materials and technical documentation to the company and its customers, customary project status reports and regular onsite visits. All these activities guarantee excellent communication between the parties delivery of high-quality services to all end-users.

Results

ScienceSoft and the partner-company started their cooperation with a small pilot project in 2006. By the late 2008, the two parties have worked on over a dozen of projects for customers from different domains, including government, education and information technology. As per January 2009, the partners had five ongoing projects. **The volume of the projects delivered to the end-customers increased from 5K to 400K Euros within 3 years.** This impressive result makes both companies confident in the success of future cooperation and promises new outstanding achievements.

Technology Partnership Programme

Are you looking for **a professional IT unit that can handle specific and exceptional services such as automated software migration, automated QA testing, mobile testing, etc.** ScienceSoft is glad to become your technology partner in these diverse spheres to offer high-quality deliverables to your customers.

Your responsibility under this partnership agreement is to assist in careful technical description of required project and sometimes act as a project manager. All the rest is ScienceSoft responsibility. This includes: careful project plan preparation and cost estimation, finding qualified developers, providing unique tools and solutions and comprehensive testing of all deliverables.

Incentives to choose ScienceSoft:

- Access to focused technical competence in several service areas;
- Benefit from high quality IT services at a lower price;
- No need to hire additional full-time developers;
- Enjoy full support of our technical and sales experts.

Success Story

Technology Partner

Partner

One of the largest inland transportation companies in US.

Challenge

A customer required a solution to convert the business application from Informix 4GL to .NET platform. The company used 4GL application containing more than 100 forms and reports and Informix database containing more than 300 tables and stored procedures. The application was used for daily operations as well as for strategic decision-making processes.

Completing this task by using internal resources could be really risky. That is why the company decided to find a service provider which will take care of this project and will deliver complete and functionally identical application without any internal interference into project life-cycle.

Solution

ScienceSoft was selected as a service provider for this project. It was decided to start with a proof of concept stage and migrate the first module of the source application. At this stage, ScienceSoft evaluation of this project showed its credibility and proved the ability to handle this project till the final stage.

The remaining part of the project was done within required time and budget. After the application was converted it was tested by ScienceSoft's testing team. After that the target application was implemented into the customer company's system and ScienceSoft continued support of the converted application under maintenance contract.

Results

As a result of such technical cooperation between the companies, ScienceSoft's partner received a perfect scalable .NET application which showed excellent performance and productivity. The cooperation between the parties continued after that. ScienceSoft completed several additional projects in the field of database and application migration and consultancy for the Company. Right now ScienceSoft is the only Company's software service provider for all database and application related issues.

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