



Outsourcing2Romania.com

when you absolutely, positively need the best development team

June 2013

Why outsource to Romania?



1. Proven outsourcing and near-sourcing hub

- ▶ The biggest software development company in the world, Microsoft, chose Romania and Romanian engineers. The second most popular language at Microsoft USA is Romanian.
- ▶ Romania is the outsourcing hub for IBM, SAP, Oracle, Intel, Adobe, HP, Dell and dozens more

Why outsource to Romania?



2. Skills

- ▶ Romania is the only country in Central Europe with high quality English speaking skills and highest quality engineers
- ▶ Romania frequently wins gold prizes at international mathematics and software development contests
- ▶ It has the highest ratio of IT specialists per capita

Why outsource to Romania?



3. Legislation

- ▶ Intellectual property legislation that conforms to EU norms
- ▶ Decades ahead of Indian and Chinese legislation

4. Location

- ▶ 2 hour flights from major European capitals
- ▶ Visa-free regime for EU and US visitors

Why outsource to Romania?



5. The only western culture in Eastern Europe

Culture stems from language.

- ▶ Romanian is the only language in Eastern Europe that sounds like Italian, French and Portuguese, as all have the same Latin roots.
- ▶ All other languages in Eastern Europe sound like Russian, because of their Slavic roots.
- ▶ The majority of Romanian developers speak at least 2 foreign languages.
- ▶ Did you know that before World War II, Bucharest was known as 'Little Paris'?

Our services



1. Software development outsourcing

2. Mobile software development

3. IT team extension

4. Business Analytics Capabilities

1. Software development services



- ▶ New Application Development
- ▶ Application Support & Maintenance
- ▶ Application Migrations
- ▶ Testing and Quality Assurance
- ▶ Product Development
- ▶ GUI Design

1. Software development services



Main Technologies

- ▶ .Net/C#
- ▶ SQL
- ▶ C/C++
- ▶ Web (HTML, XML, XHTML, XSLT, CSS)
- ▶ HTML5, jQuery, MVCs
- ▶ PHP, ASP
- ▶ Python

2. Mobile software development



- ▶ One code on all platforms
- ▶ Easy to have the latest app version on all mobile platforms at the same time
- ▶ Unique methodology to achieve maximum possible performance on each platform

3. IT team extension



- ▶ Have top notch software developers available only for you as if they are your own employees
- ▶ Easily allocate new developers
- ▶ We select from internal and external pools of developers and present you the best candidates
- ▶ This type of commitment has our best possible price

4. Business Analytics Capabilities



- ▶ **Supercharge your business, go beyond “what has happened?” questions with business analytics, discover new actionable insights**
- ▶ In recent years, business leaders have identified business analytics as a strategic priority in helping them achieve their objectives
- ▶ “for every dollar a company spends on analytics, it gets back \$10.66.” (Nucleus Research)
- ▶ **Be able to answer questions like “why is this happening?”, “what will happen next?”, “what is the best course of action?”**
- ▶ Discover new customer segments and ways to better monetize them, new market segments, hidden opportunities or problems

4. Business Analytics Capabilities



We are experienced in building custom analytics such as:

- ▶ Sales and sales network analytics
- ▶ Marketing and customer profiling analytics
- ▶ Profitability analytics
- ▶ Segmentation analytics, statistical behavior analytics
- ▶ Operational performance analytics
- ▶ Product analytics
- ▶ Fraud and compliance analytics
- ▶ Predictive analytics

Why us?



Outsourcing2Romania.com provides:

- ▶ highest quality software development
- ▶ highest caliber people – easy to work with
- ▶ proven expertise
- ▶ cultural affinity with US, Canada and Western Europe

No strings attached: let us deliver a free Proof-of-Concept

Why us?



- ▶ Using a unique customer satisfaction methodology, we allocate 2 contact persons immediately for all business and technical needs and go to great lengths to ensure your satisfaction and eliminate all risk
- ▶ Located in the capital and largest city, Bucharest, we have access to the biggest talent pool of experienced developers and the largest number of fresh graduates
- ▶ Working under agile development methodologies we have a short time to product and you have more flexibility in changing requirements so that you will get exactly what you dreamed of

Why us?



Meet some of our projects:

Software development (customer: project)

Telecommunications Company: software for the management of telecom assets

Telecommunications Company: web based CRM application

Financial Services Company: analysis platform similar to Google Finance

Financial Services Company: order processing automation project

Software Company: backend and frontend web development, mobile enabled UI with responsive layout design

Government entity: enterprise scale process workflow project

Transportation Company: dynamic weighting of transport and cargo project

Why us?



Software development

Transportation Company: electronic transportation documents management for international traffic

Financial Services: development of custom web based software to manage the activity of the company (people, contracts, clients, assets)

Utilities Company: development of customized mass emailing software

Postal Company: development of automatic pattern sorting software

Software Company: development of connectors between legacy systems and ERPs

Transportation Company: development of custom web based software to manage the whole activity of the company

Why us?



Business Analytics

Leading Multinational Financial Services Company

- ▶ Sales and sales network analytics
- ▶ Customer and customer profiling analytics
- ▶ Profitability analytics
- ▶ Several other custom analytics

Leading Multinational Financial Services Company

- ▶ Sales and sales network analytics
- ▶ Customer profiling analytics
- ▶ Similarity and clustering analytics
- ▶ Cross-sell and up-sell analytics

Leading Transportation Company

- ▶ Business planning analytics

Why us?



We provide a complete set of resources to successfully deliver outstanding work

For example, Business Analytics require rare statistical modelling skills that we provide

Software development that involves User Interfaces require great design skills, also a skill that we provide

Why us?



Our methodology is streamlined to deliver success

Working model

Project based or time & material

Team structure

Flexible: alone or extension of the customer's team

Project manager, software architect, software engineer, QA

Communication & collaboration

On-site meetings, weekly video conference calls, daily meetings on Skype

Timesheet reporting, source control, issue tracking

Why us?



Outsourcing2Romania.com - great work and no risk:

- ▶ No strings attached: let us build a free Proof-of-Concept
- ▶ Satisfaction Guarantee: we'll go to great lengths to ensure your satisfaction and eliminate all risk

Take the first step: talk to us

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