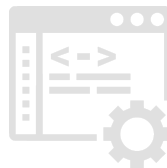


Corpsoft.io - fast expert team

Tech solutions for Business

Overview of services offering - 2021

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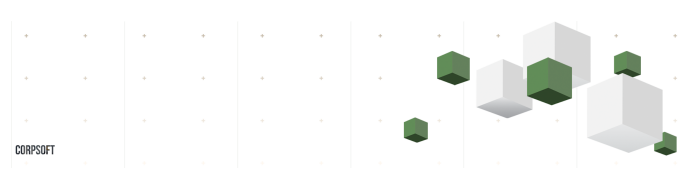


Profile card

Founded	2017
Leadership	Andrey Svyrydov, Daria Mateichenko
Our "Why"	We have a formed and proven vision on how to run product development efficiently. Accumulated knowledge and expertise lead to a decision of establishing a product-focused company for digital transformation support of businesses.
Delivered cases	47 since 2017 (stats gathered in April 2021)
Size	11-50 ppl

Expertise focus Custom digital products as business solutions

Headquarter	Kharkiv, Ukraine
Geography of delivery	Globally all over the world. We have customers from USA, Australia, Japan, New Zealand, Germany, France, Switzerland, Great Britain, Canada, Russia



Needs we cover

For Business owners

- Modernization of legacy IT systems
- Cutting costs with new digital experience
- Scaling operations
- Plugging talent gap in digital products creation

For startup founders

- Going to market 4x faster
- Validating business ideas cost-effectively
- Boosting development process

How we leverage our assets for your benefit

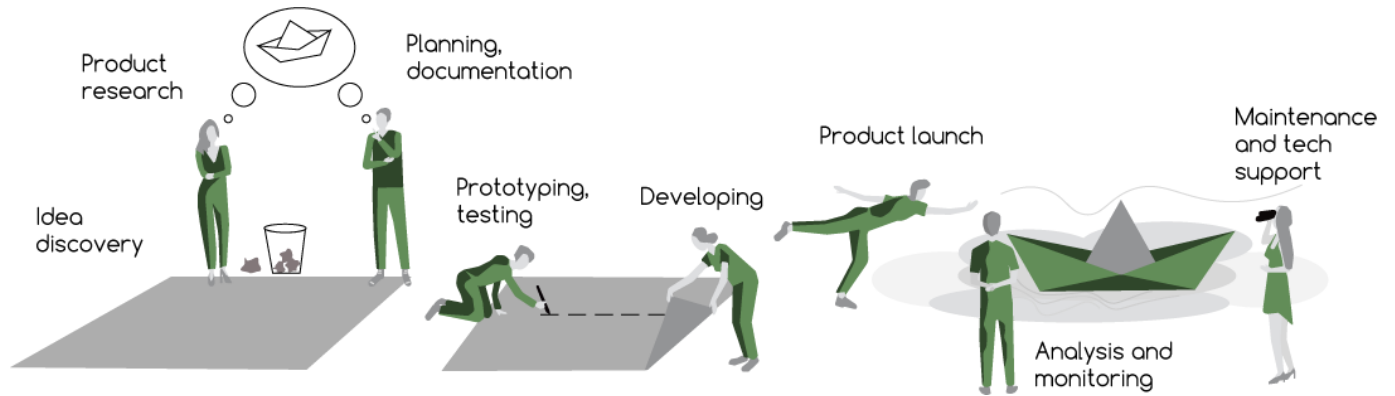
What WE have	What YOU get from it
<ul style="list-style-type: none">• Tech and Business expertise• Adopted Scrum, fast delivery, high productivity• Product thinking mindset• Strong analytical approach	<ul style="list-style-type: none">• Solutions serving business needs• Neat process that saves costs• Users and business in focus• Less mistakes and re-work

Puzzles that make us stand out

- 1) **Transparency, daily communications:** that lets our clients keep their finger on the pulse and maintain full control over their products effortlessly.
- 2) **Tech advising and strategy thinking:** ready to take any peak you're willing to challenge us with, no problem we would reject and ready to go beyond the standard offering list.
- 3) **Flexibility in delivery:** it's development which adapts to the business pace and needs, not vice-versa.



Our services



1. **Product discovery:**
 - a. Domain analysis;
 - b. Competitors research;
 - c. Suggestions of business model;
 - d. User research and Customer journey mapping;
2. **Planning:**
 - a. "Design sprint" sessions;
 - b. Product roadmap and strategy;
 - c. Kano-model prioritization;
 - d. Project management framework (adopted Scrum) set up;
3. **Developing:**
 - a. Web and mobile development;
 - b. UI/UX design;
 - c. Release planning;
 - d. General product quality check and control;
4. **Post-production:**
 - a. Product launch;
 - b. Tools for analysis and monitoring of product performance;
 - c. Product marketing strategies;
 - d. Tech maintenance and support packages.



Our Squads

Years of experience and successful cases proved that a group of a football-team size is **NOT** necessary for a successful delivery of a digital product.

One-pizza* squad** and an involved **Product Owner***** is just enough to build up a cool product and deliver it on time and within expectations or even exceeding them.

**meaning only one pizza is enough for the squad during a dinner break*

*** cross-functional team*

**** client*

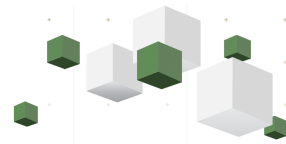
We are not gathering for every project a brand new team that needs to go through forming-storming-norming-performing. The close-knit squad is already at high speed of work as a single and strong organism.

We formed several **cross-functional squads** (*and continue scaling*) and each member of it has been in a severe boot-camp training before being allocated on a commercial project.

For every project, the following squad members are allocated "by default":

1. Solution architect - to ensure application architecture and tech approach are well-thought;
2. Project manager - as liaison between business and tech;
3. Engineer(s) - core members working on the product.

Based on project needs it's possible to extend the team with more engineers, designer, dedicated QA or User researcher, etc.



Adopted Scrum

What is Scrum

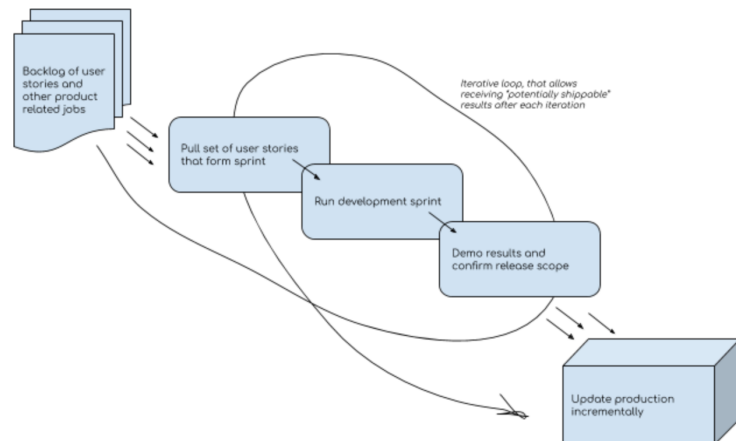
Scrum (n): An [agile] framework within which people can address complex adaptive problems, while productively and creatively delivering products of the highest possible value.

Scrum relies on cross-functional teams to deliver products and services in short cycles. Corpsoft.io adopted Scrum to gain the following advantages for our clients benefits:

- Increased ability to manage changing priorities
- Better visibility into projects
- More alignment between business and tech
- Faster time to market

How we Scrum

Our **daily status updates** let clients be in full awareness of the progress, at the same time do not require presence during Scrum standups. **Regular weekly calls** allow our clients (= Product Owner's) to be involved just enough to control development direction and at the same time not drive away focus from important business priorities outside of the development area.

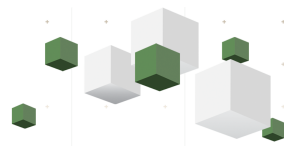


We produce **comprehensive and short documents** (Sprint planning summaries, Demo reports, etc) that keep Product Owners fully informed about product growth.

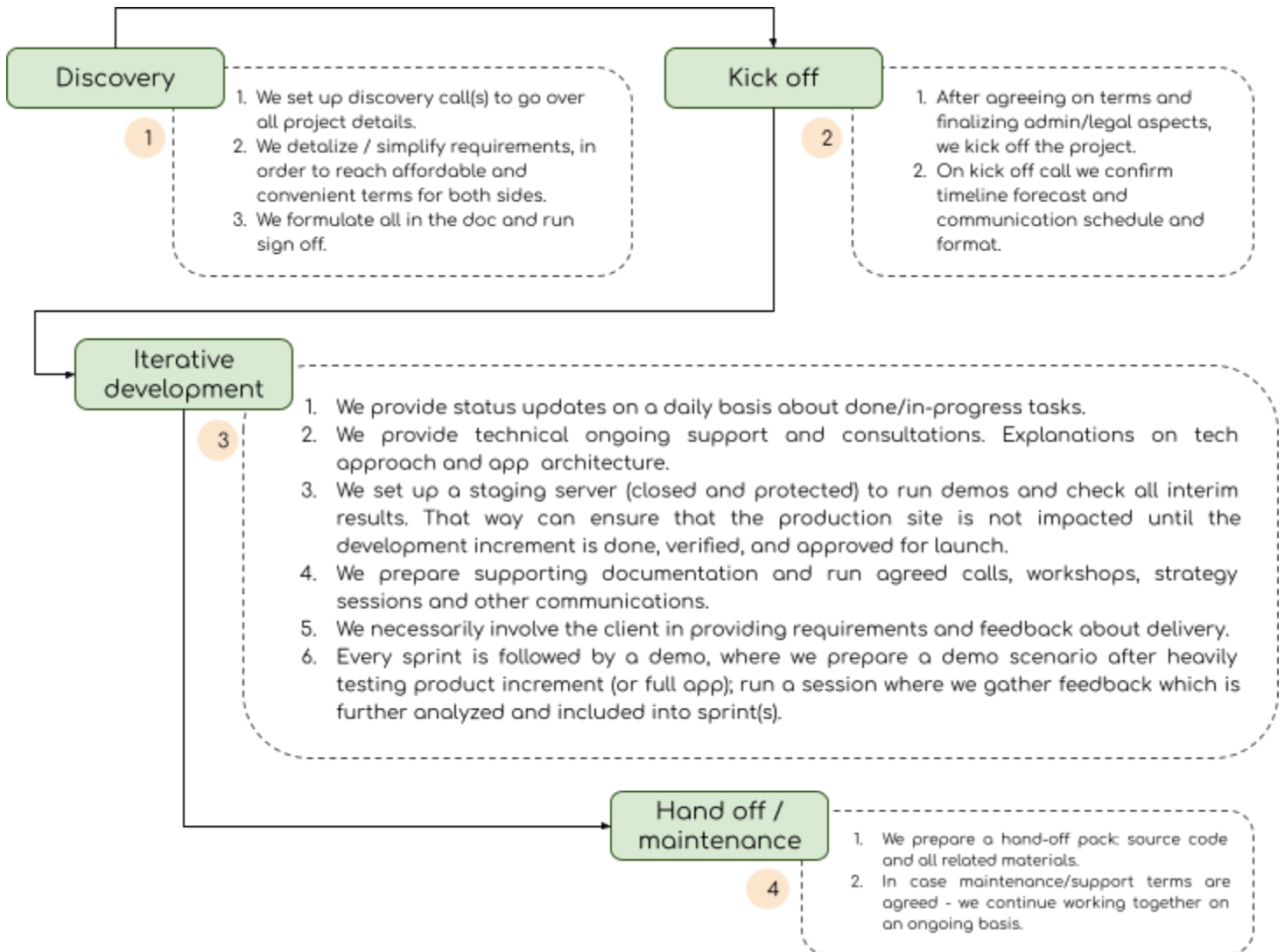
Our **PMs serve as Proxy Product Owners** diving severely into domain and context to be available for the team continuously for questions and **advocate business context and interests** of our clients while saving client's time significantly on questions-and-answers.

We keep proper balance between scope planning and fast delivery by planning only an **agreed amount of few sprints ahead**, allowing clients **enormous flexibility in scope management** and priorities change.

We lead our clients through a **faster go-to-market development cycle**, letting them catch the open doors and not missing the opportunities in a changeable business pace.



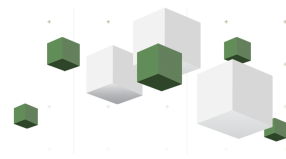
Project flow





Product investments models

Hourly engagement	Dedicated team	Sprint based
<p>\$35/h</p> <p>Pros:</p> <ul style="list-style-type: none"> • Good for sporadic small work. • All requests are estimated and go to implementation after approval. • Report on time/costs spent. 	<p>start from \$12,000/month</p> <p>Pros:</p> <ul style="list-style-type: none"> • Dedicated team always available and working full time on the product. • Product knowledge accumulation. • Good fit for projects with 6months+ duration. • Extended set of skills and services to support your product growth! <p>Note:</p> <ul style="list-style-type: none"> • Required to ensure workload for the team on a regular basis during at least 6 months. <p><i>Hourly rate per team member in this model ± \$25/h</i></p>	<p>start from \$3,500/sprint</p> <p>Pros:</p> <ul style="list-style-type: none"> • Golden balance between flexible scope and time boxed deliverables. • Sprint = 2 weeks of focused dev work; • Controllable budget usage with visible results. <p><i>Hourly rate per team member with this model ± \$20/h</i></p>



Frequently Asked Questions

How do you deal with bug fixes, ongoing support and maintenance after the application is built?

— [Corpsoft.io] Here we have the following standard approach: bug-fixing within sprints is free and is part of the ongoing development. After the product is fully accepted (and it's happening after all sprints are accepted by the Product Owner) - we fix for free only critical server errors or blockers that completely cut the app from usage. Other items are added to the backlog and processed further either on sprint-by-sprint approach, or hourly engagement. For support/maintenance we usually define monthly hours cap (on hourly rate), during which we do check-ups, updates etc (maintenance/support hours do not suppose new features releases).

How do you deal if during development customizations to design needed?

— [Corpsoft.io] By "design" we refer to the provided/original design file that shows screens' appearance and image of the style guide. By customizations to design we mean change of the style. Current designs provide a certain style-guide for components and screens. Using this style-guide and designed screens is set as part of development. In case necessary to re-do the designed page completely (totally change the layout of elements or information structure) or change the style completely (like color scheme, elements etc) - that can form a separate scope.

How does quality control happen on the development side?

— [Corpsoft.io] On our side we do product quality control and validation against designs/requirements. By the end of the sprint we create a demo report that shows accomplished increment and captures deliverables. After that we request the client (Product Owner) to do an acceptance-review.

What is considered as features expansion and enhancements beyond initial concept;

— [Corpsoft.io] Feature implementation supposes addressing a scenario "user can do this and this -> and accomplish that goal / get that result" that is agreed upfront. Complication of the scenario with custom cases is feature expansion and enhancement. In case feature expansion is necessary we add it to the Parking lot (backlog) and can form new sprint(s) of it.

Extensive iterations of polishes and adjustments - what does it mean?

— [Corpsoft.io] 1-2 iterations of polishes/adjustments within sprint timeframe (or within 5 days after sprint finished) is acceptable and we take all such items in work, unless they suppose feature change or expansion. If 3d iteration of sprint feedback is coming - it is a signal that product vision has been defined incorrectly or requirements are coming not detailed enough. Such feedback items of 3d wave and further should be narrowed to top priority ones and the rest should go to the backlog.



Standard terms of service

1. SUBJECT OF THE AGREEMENT

- 1.1. Contractor on Client's request provides web development services on time&material basis.
- 1.2. Detailed list of the provided services and its requirements can be defined separately as Addendums and/or in Invoices.

2. TERMS OF SERVICE

- 2.1. Client communicates their service requirements by means of e-mails, messages, by phone and using any other modern communication facilities.
- 2.2. Contractor provides services on its own equipment and shall work carefully on a remote server, so that interests of other users of the system are not affected. All services are provided remotely via the Internet.

3. CLIENT'S RESPONSIBILITIES

- 3.1. Client is responsible for clearly communicating their requirements and providing timely feedback about the services provided by the Contractor.

4. CONTRACTOR'S RESPONSIBILITIES

- 4.1. Contractor shall make every effort to provide quality services.

5. TERMS OF PAYMENT FOR PROVIDED SERVICES

- 5.1. Parties agreed that the fact of issuing the Invoice by Contractor and the fact of paying the amount specified in the Invoice by Client should be considered as the fact of delivering-accepting the Services. The fact of paying the invoice equals to the Client's acceptance of the Services, and in the same time confirms that Contractor has provided Services in full, in time and at the required quality level.
- 5.3. The total price of Services to be provided cannot be defined at the date the agreement is concluded, and it will total to the amount of reward received by Contractor during the term the agreement remains in effect based on all addendums and/or invoices.
- 5.5. Parties agreed that issuing an Invoice is the result of confirmed arrangements between Parties regarding the scope of services/work, the price for services/work and currency of payments, and the fact of paying an Invoice by Client equals to the confirmation of arrangements and the same understanding of the relationship between Parties.
- 5.6. It is possible to use different payment methods for services provided by Contractor, such as: Internet-acquiring, elance and other electronic payment systems, and also by transferring the money from accounts of third parties by order of Client.
- 5.7. The payment period of Invoice – in the course of 5 (five) days from the invoice receipt day by Client. If Client does not pay the received invoice within the specified time period, services provided to the Client can be suspended and may be renewed on verbal agreement after the invoice is fully paid.
- 5.8. Client's commitments to pay for the services are met starting from the moment the money is delivered to the account of Contractor.
- 5.9 Payment for services provided according to this agreement are non-refundable.

6. PRODUCT RIGHTS

- 6.1. All information, reports, studies, intangible materials of any nature whatsoever produced as a result of any Services provided and all copies of any of the foregoing materials shall be the sole and exclusive property of Client, and Client is regarded as the owner of this service.

7. CONFIDENTIALITY

- 7.1. Parties confirm their Agreement not to disclose or make available to a third party without the special written consent any confidential information or trade secrets of other party or Parties that appear when working on this Agreement.

8. ARBITRATION

- 8.1. Any arguments or controversies that can occur between the Parties under this Agreement shall be settled by negotiations between Parties.