Corpsoft.io - fast expert team

Tech solutions for Business

Overview of services offering - 2022

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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
• Tech and Business expertise	• Solutions **serving** business needs
• Adopted Scrum, fast delivery, high productivity	• Neat process that **saves costs**
• Product thinking mindset	• Users and business in **focus**
• Strong analytical approach	• **Less** mistakes and re-work

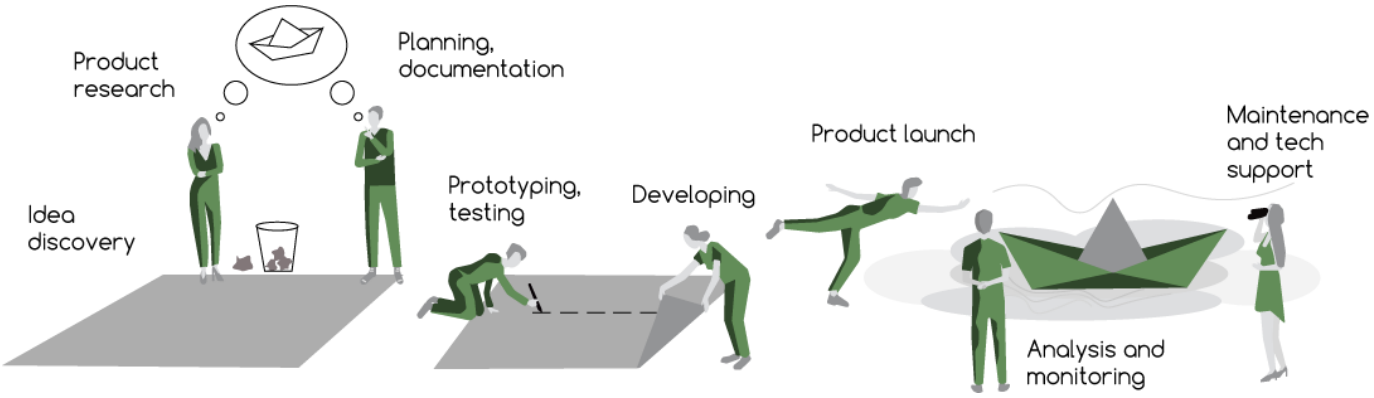
Puzzles that make us stand out

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. Exploration of business model;
    d. Usage flow and Customer journey mapping;

2. **Planning:**
    a. Strategy sessions;
    b. Product roadmap build up;
    c. Features prioritization;
    d. Framework (adopted Scrum) set up;

3. **Engineering:**
    a. Web and mobile development;
    b. Continuous UI/UX design;
    c. Release planning;
    d. General product quality check and control;

4. **Product enablement:**
    a. Product launch;
    b. Tools for analysis and monitoring of product performance;
    c. Product marketing and promotional strategies and materials;
    d. Customer care;
    e. 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-though;
2. Delivery coordinator/proxy PO - as liaison between business and tech ensuring sync between Product Owner (client) and tech team;
3. Engineer(s) - core members working on the product;
4. Designer - to ensure the look and feel of the digital product is outstanding!

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

Altered Scrum

What is Scrum

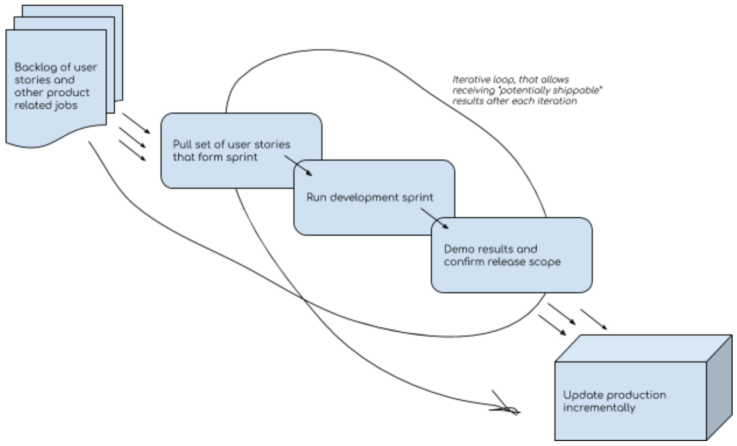
Scrum (n): An [agile] framework within which people can address complex adaptive problems, while productively and creatively delivering products of the highest possible value.

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.



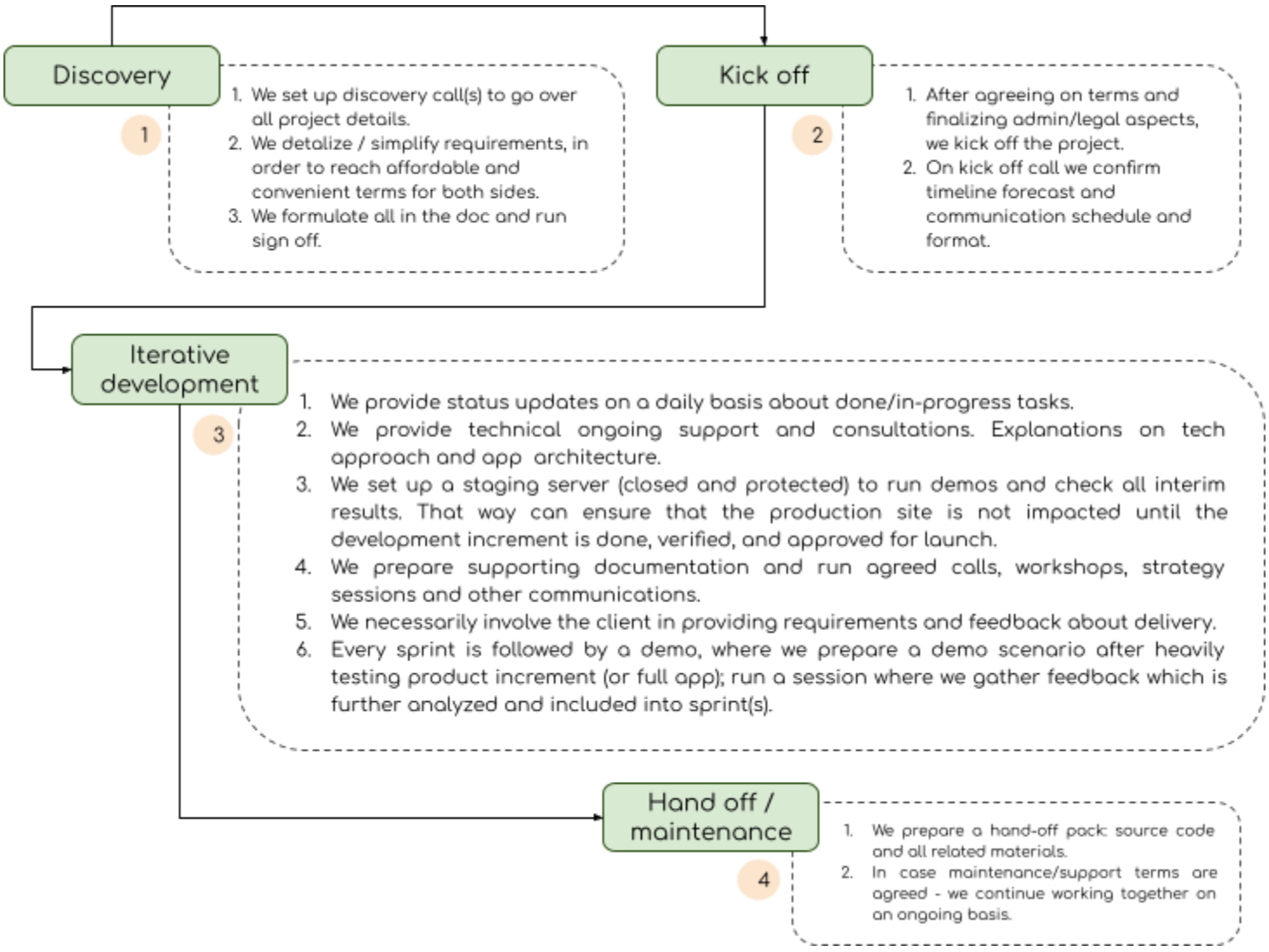
We produce **comprehensive and short documents** (Sprint planning summaries, Demo reports, etc) that keep Product Owners fully informed about product growth.

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
$45/h	start from $12,000/month	start from $3,500/sprint
Pros: • Good for sporadic small work. • All requests are estimated and go to implementation after approval. • Report on time/costs spent.	**Pros:** • 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!	**Pros:** • Golden balance between flexible scope and **time boxed** deliverables. • Sprint = **2 weeks** of **focused** dev work; • Controllable budget usage with visible results.
Terms: • Weekly payment for full hours spent on all types of activities at the end of the iteration cycle;	**Terms:** • Upfront payment in the beginning of each month equal to team's monthly fee for engagement; • Commitment to ensure workload for the team on a regular basis during **min 6 months.**	**Terms:** • Full or partial (70%) prepayment of the sprint worth to kick off 2-weeks of work; • Outstanding payment (30%) after final delivery confirmation; • Refund guarantee if no results produced during a sprint.

Frequently Asked Questions

Why do I pay upfront for the services?

— [Corpsoft.io] We would like to ensure a safe and productive environment where your products can grow and receive maximum attention, devotion and expertise. Depositing investments into your product upfront you're securing resources for success. If no results are produced - we guarantee refund.

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

— [Corpsoft.io] Technical bug-fixing within confirmed work iteration is free and is part of the ongoing development. After deliverables are fully accepted - we fix for free only critical server errors or blockers that completely cut the app from usage. Other items (like logic errors in requirements or else) form the backlog. For support/maintenance we usually define a monthly hours cap (on hourly rate), during which we do check-ups, updates etc (confirmed maintenance/support scope).

Do you work on custom designs?

— [Corpsoft.io] Yes, we provide design sprints where we create UI and style guide for the product. Also, we allocate design support to following iterations to ensure completeness of the product image/look and feel. If customizations to design are necessary (for example: 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) we form scope and run dedicated extra iterations.

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.

How do you deal with requirements interpretation and features completeness?

— [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 would form a product backlog.

Extensive iterations of polishes and adjustments - what is taken into work?

— [Corpsoft.io] 1-2 rounds of minor polishes/adjustments within iteration timeframe (or within 5 days after sprint finished) is acceptable and we take such items in work, unless they suppose feature change or flow expansion. If a 3d round of increment feedback is coming - it is a signal to review priorities and form a 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 is defined separately in documented format agreed with Client (Scope of Work's, 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. 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 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.
5.2 Client agrees to pay upfront to initiate work in case of "sprint-based model" or "dedicated team model", and/or agrees to pay invoice(s) on a weekly basis if confirmed "hourly model".
5.3. The total and final price of all Services to be provided cannot be defined at the date of the Client's request, 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.
5.4. It is possible to use different payment methods for services provided by Contractor, such as: Internet-acquiring, Upwork/Fiverr services or similar, other electronic payment systems, and also by transferring the money from accounts of third parties by order of Client.
5.5. The invoice is due upon the Client's receiving it and no later than 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.
5.6. Client's commitments to pay for the services are met starting from the moment the money is delivered to the account of Contractor.
5.7. Parties agreed that commission charges related to transfers of the amounts specified in the Invoice should be covered by Client.

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.
6.2 Client is regarded as the owner of the service and products produced by the Contractor.

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.