

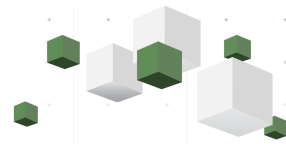
# Corpsoft.io - fast expert team

## Tech solutions for Business

Overview of services offering - 2022

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## Profile card

Founded	2017
Location	US registered company with development center in Europe (Ukraine)
Leadership	Andrey Svyrydov, Daria Mateichenko
Our "Why"	We have a formed and proven vision on <b>how to run product development</b> efficiently. Accumulated knowledge and expertise lead to a decision of establishing a product-focused company for digital transformation support of businesses.

At Corpsoft.io we value a unique mindset - we engage top talents who can reveal **"product thinking"** in full as we put digital products in focus.

**Key strength** Our strength is a great focus on **business context**. We thoroughly explore the domain and reveal as much as possible to further shape the product that would match exactly the business routine.



we can be placed in any business and with our tech expertise in hands - act efficiently.

**Delivered cases** 50+ since 2017

**Size** Mid size: 11-50 ppl. We have several formed cross-functional squads capable of taking an idea and delivering full-scale digital product to end-customers fitting business environment where it operates.

**Expertise focus** Custom digital products as business solutions

**Born in** 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



check what our clients share about our work together:

<https://clutch.co/profile/corpsoftio#reviews>



## Needs we cover

### For Business owners

- Automating business processes
- Digitizing customer-facing processes
- Modernization of legacy IT systems
- Cutting costs with new digital experience
- Scaling operations

### For Startup founders

- Going to market 4x faster
- Validating business ideas cost-effectively
- Boosting development process
- Forming broad digital roadmap

## How we leverage our assets for your benefit

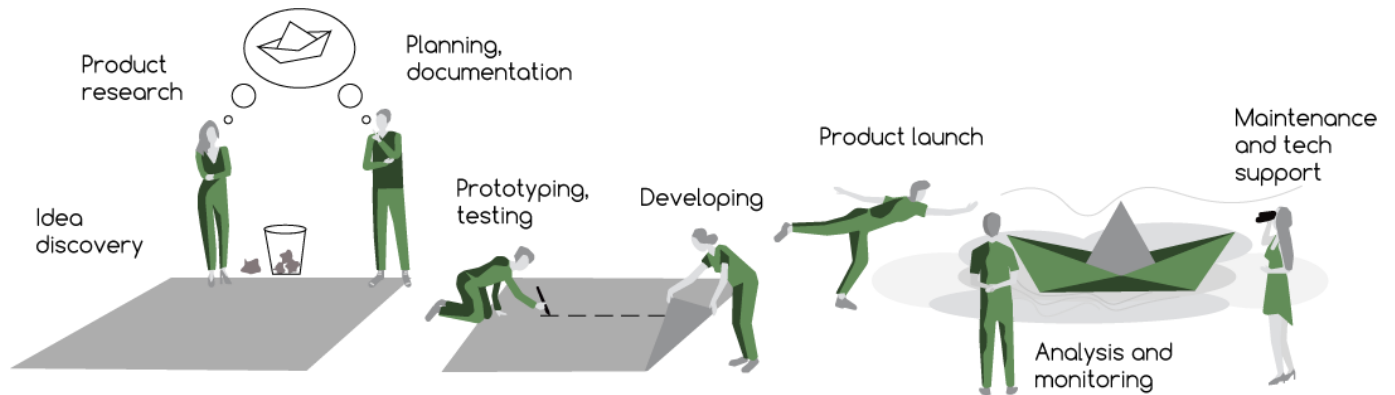
What WE have	What YOU get from it
<ul style="list-style-type: none"> <li>• Tech and Business expertise</li> <li>• Altered Scrum, fast delivery, high productivity</li> <li>• Product thinking mindset</li> <li>• Strong analytical approach</li> </ul>	<ul style="list-style-type: none"> <li>• Solutions serving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

## 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 (altered 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*

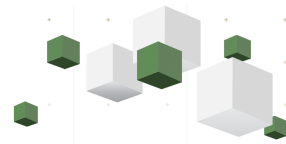
We are not gathering for every project a brand new team that needs to go through forming-storming-norming-performing. The close-knit squad is already at high speed of work as a single and strong organism.

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-thought;
2. **Delivery manager/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. **Product UX 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

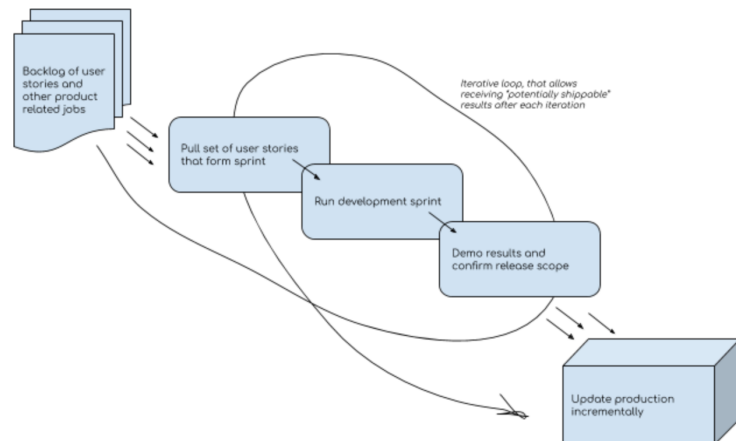
**Scrum (n):** An [agile] framework within which people can address complex adaptive problems, while productively and creatively delivering products of the highest possible value.

Scrum relies on cross-functional teams to deliver products and services in short cycles. Corpsoft.io altered 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.

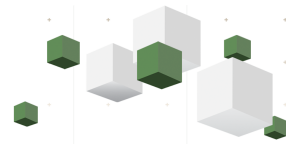


We produce **comprehensive and short documents** (demo reports) that keep Product Owners fully informed about product growth.

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.



## Sprint based work

What are sprints? 🤔

With scrum, a product is built in **a series of iterations called sprints** that break down big, complex projects into bite-sized pieces.

A **Sprint** is a short, time-boxed period when a scrum team works to complete a set amount of work.

Sprints are at the very heart of scrum and agile methodologies, and getting sprints right will help you shape a better digital product with fewer headaches.

Look at them as lego bricks which allow you to build ANY product in manageable timeframes - you simply state a goal and we provide you with options such as how many bricks would be required to build a product in various configurations: from easy to complex.

**Sprint** consists of:

- User stories
- Tech tasks
- Features

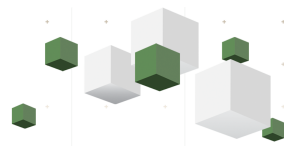
... of sizes matching squad capacity (=velocity)

... has specific goal to reach and demo after sprint is finished

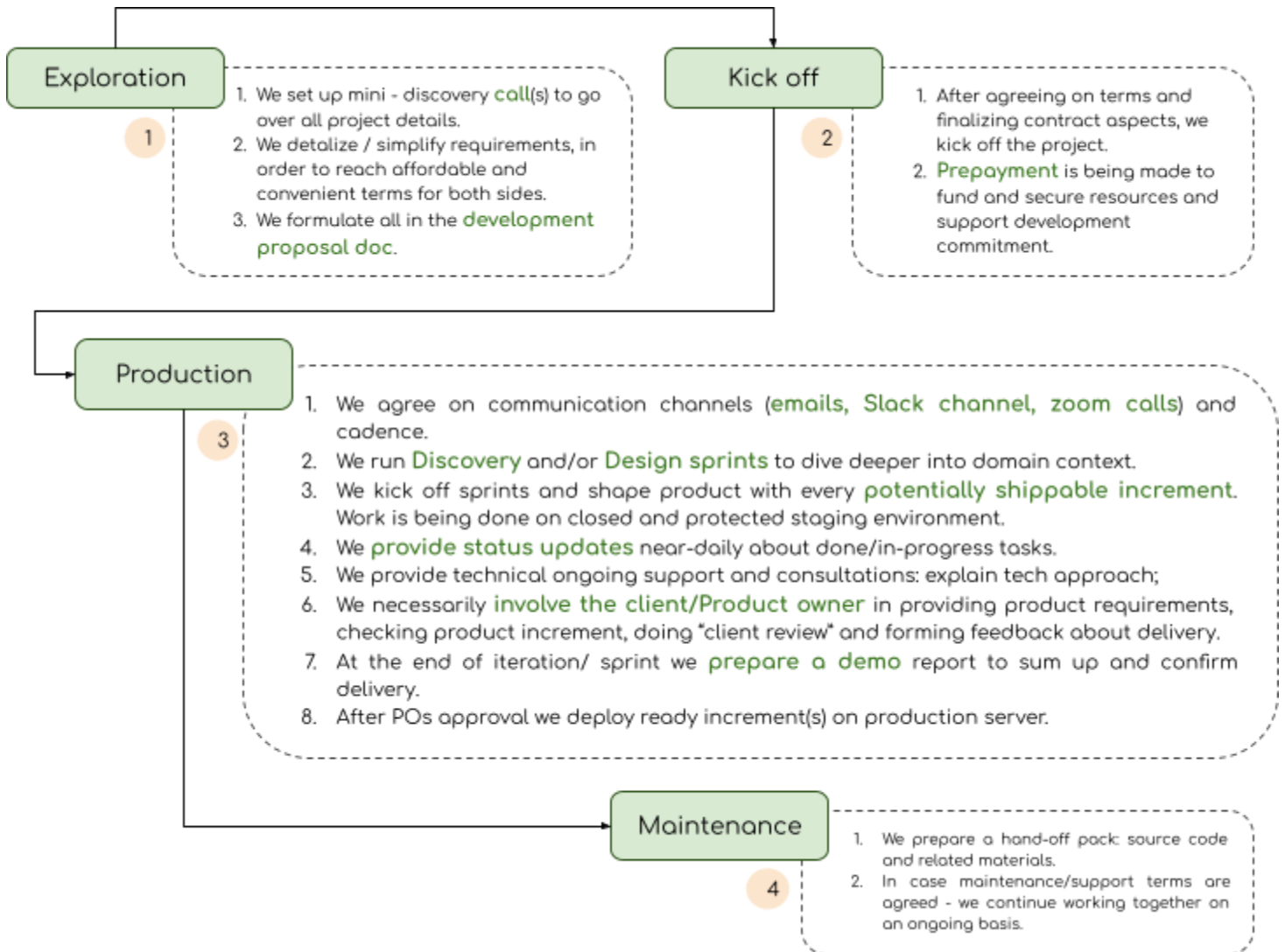
... lasts 2 weeks

... has frozen scope, budget, commitment.





## Project flow







## Product investments models

Hourly engagement	Dedicated team	 <b>Sprint based</b> most advantageous
<p style="text-align: center;"><b>\$45/h</b></p> <p style="text-align: center;">Pros:</p> <ul style="list-style-type: none"> <li>• Good for sporadic small work.</li> <li>• All requests are estimated and go to implementation after approval.</li> <li>• Report on time/costs spent.</li> </ul> <p style="text-align: center;">Terms:</p> <ul style="list-style-type: none"> <li>• Weekly payment for full hours spent on all types of activities at the end of the iteration cycle;</li> </ul>	<p style="text-align: center;">start from <b>\$18,000/month</b></p> <p style="text-align: center;">Pros:</p> <ul style="list-style-type: none"> <li>• Dedicated team always available and working <b>full time</b> on the product.</li> <li>• Product knowledge accumulation.</li> <li>• Good fit for projects with 6months+ duration.</li> <li>• <b>Extended</b> set of skills and services to support your product growth!</li> </ul> <p style="text-align: center;">Terms:</p> <ul style="list-style-type: none"> <li>• Upfront payment in the beginning of each month equal to team's monthly fee for engagement;</li> <li>• Commitment to ensure workload for the team on a regular basis during <b>min 6 months</b>.</li> </ul> <p>Min engagement: 6 months.</p>	<p style="text-align: center;">averaging <b>\$4,200/sprint</b></p> <p style="text-align: center;">Pros:</p> <ul style="list-style-type: none"> <li>• Golden balance between flexible scope and <b>time boxed</b> deliverables.</li> <li>• Sprint = <b>2 weeks</b> of <b>focused</b> dev work;</li> <li>• Controllable budget usage with visible results.</li> </ul> <p style="text-align: center;">Terms:</p> <ul style="list-style-type: none"> <li>• Full or partial (70%) prepayment of the sprint worth to kick off 2-weeks of work;</li> <li>• Outstanding payment (30%) after final delivery confirmation;</li> <li>• Refund guarantee if no results produced during a sprint.</li> </ul> <p>Min purchase order: 4 sprints.</p>



## 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.