Corpsoft.io - fast expert team

Tech solutions for Business

Overview of services offering - 2022

🚀

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 **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.
	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
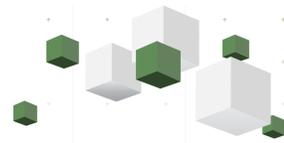
Needs we cover

🦁 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
• Tech and Business expertise	• Solutions **serving** business needs
• Altered 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.
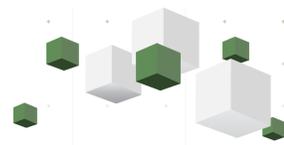
Our services
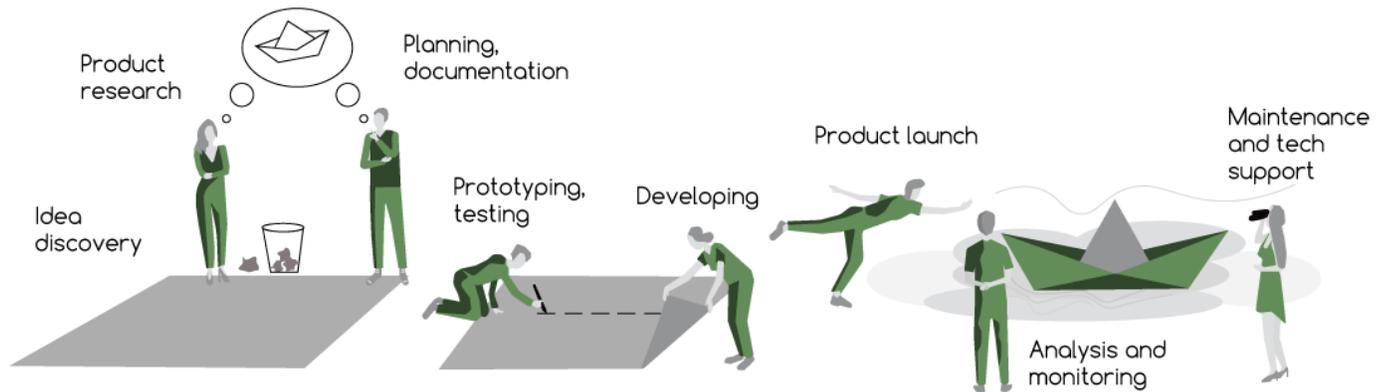
1. **Product discovery:**
   a. Domain analysis;
   b. Competitors research;
   c. Exploration of business model;
   d. Usage flow and Customer journey mapping;

2. **Planning:**
   a. Strategy sessions;
   b. Product roadmap build up;
   c. Features prioritization;
   d. Framework (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
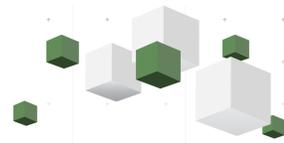*** cross-functional team*
*** client

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-though;
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.
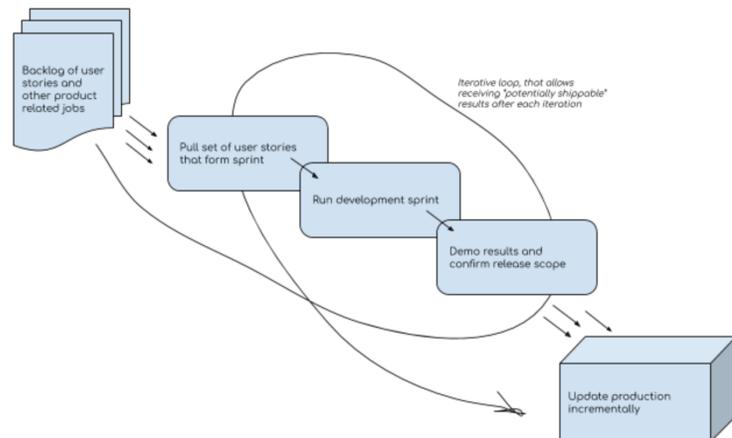

We produce **comprehensive and short documents** (demo reports) that keep Product Owners fully informed about product growth.

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.
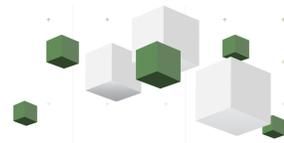
Sprint based work

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.
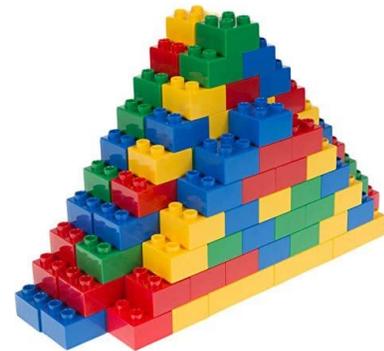
Sprint consists of:
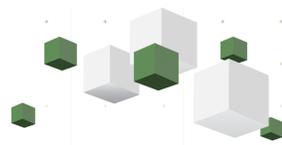
- User stories
- Tech tasks
- Features

... of sizes matching squad capacity (=velocity)
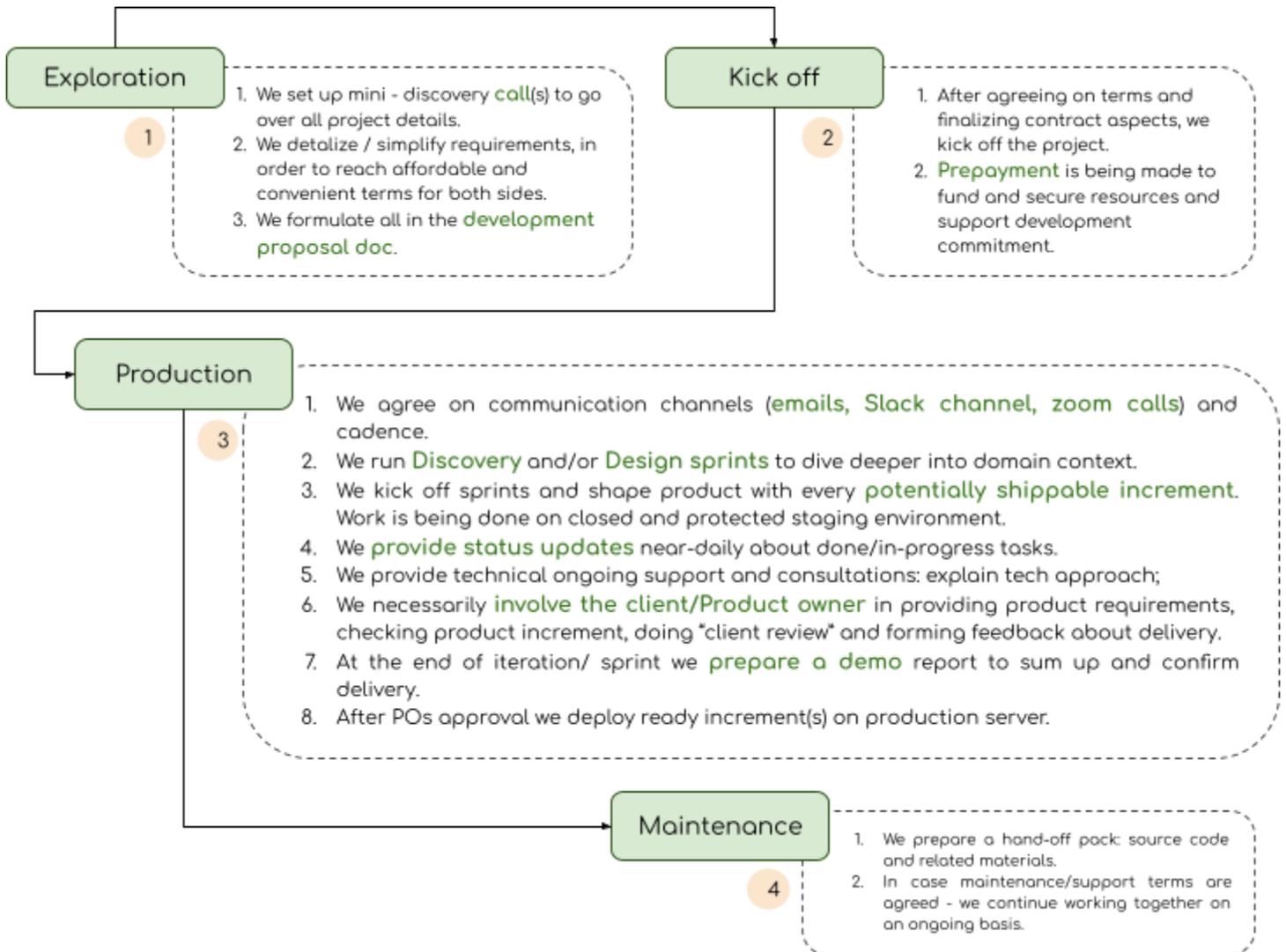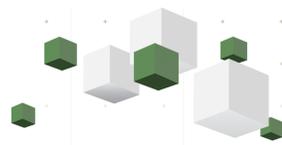... has specific goal to reach and demo after sprint is finished
... lasts 2 weeks
... has frozen scope, budget, commitment.

Project flow

Exploration

1

1. We set up mini - discovery **call**(s) to go over all project details.
2. We detalize / simplify requirements, in order to reach affordable and convenient terms for both sides.
3. We formulate all in the **development proposal doc.**

Kick off

2

1. After agreeing on terms and finalizing contract aspects, we kick off the project.
2. **Prepayment** is being made to fund and secure resources and support development commitment.

Production

3

1. We agree on communication channels (**emails, Slack channel, zoom calls**) and cadence.
2. We run **Discovery** and/or **Design sprints** to dive deeper into domain context.
3. We kick off sprints and shape product with every **potentially shippable increment.** Work is being done on closed and protected staging environment.
4. We **provide status updates** near-daily about done/in-progress tasks.
5. We provide technical ongoing support and consultations: explain tech approach;
6. We necessarily **involve the client/Product owner** in providing product requirements, checking product increment, doing "client review" and forming feedback about delivery.
7. At the end of iteration/ sprint we **prepare a demo** report to sum up and confirm delivery.
8. After POs approval we deploy ready increment(s) on production server.

Maintenance

4

1. We prepare a hand-off pack: source code and related materials.
2. In case maintenance/support terms are agreed - we continue working together on an ongoing basis.

Product investments models

Hourly engagement	Dedicated team	Sprint based 💡 most advantageous
$45/h	start from **$18,000/month**	averaging **$4,200/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 upfront** or (in some cases) 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.
	Min engagement: **6 months.**	Min purchase order: **4 sprints.**
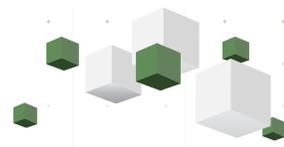
Frequently Asked Questions

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.
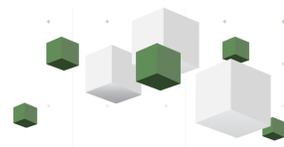
Standard terms of service

Important: PLEASE READ THE FOLLOWING TERMS OF SERVICE CAREFULLY. BY USING OUR SERVICES, YOU HEREBY AGREE TO BE BOUND BY THE TERMS AND ALL TERMS INCORPORATED HEREIN BY REFERENCE. IT IS THE RESPONSIBILITY OF YOU, THE CLIENT, OR PROSPECTIVE CLIENT TO READ THE TERMS BEFORE PROCEEDING TO USE OUR SERVICES. YOUR AGREEMENT TO ACCEPT THIS TERMS OF SERVICE CAN CAUSE THE SEPARATE NEGOTIATIONS OF DRAFTING A CUSTOM DEVELOPMENT PROPOSAL.

TERMS

- Development Proposal - separate specific Agreement that can be drafted and issued per Clients' intention to conclude operating business relations with the basic conditions of the Standard Terms of Service. Development Proposal is used for establishing any operating business relations with the new Clients.
- Scope of work - separate specific Agreement that can be drafted and issued per Clients' intention to extend or conclude new operating business relations with the basic conditions of the Standard Terms of Service. Scope of work is used for establishing any operating business relations with the Party, which already was/is a Client.
- Service provider - legal entity and/or its subsidiaries and affiliates which is providing Services to the Client.
- Client - individual or legal entity that can potentially become the receiver of the Services.
- Services - web development and consultancy services that could be provided by the Service provider.
- Time&material basis - the provision of Services based on actual amount of "sprints" (rarely "hours") agreed and requested for such provision of the sevices under specific and relevant Development Proposal or Scope of work.
- Sprint - a fixed in time iteration bounded by two calendar weeks within which the Services provision takes place.

ACCEPTANCE OF TERMS

The following Terms of Service (further herein "ToS") shall govern the relationship with our prospective Client(s) and others which may interact or interface with the Service provider, named «Corpsoft Solutions LLC», also known as «Corpsoft.io», registered at 3524 Silverside Road Suite 35B, Wilmington, 19810, USA, with the principal place of business at Prospekt Sobornosti, 30, Kyiv, 02000, Ukraine, and our subsidiaries and affiliates, in association with the use of the Services, provided by the Service provider.

SUBJECT OF THE AGREEMENT

Service provider on Client's request will provide web development and consultancy services on time&material basis.
Detailed list of the provided web development and consultancy services and its requirements will be defined separately in a documented format and can/will be provided to the prospective Client(s) accordingly.
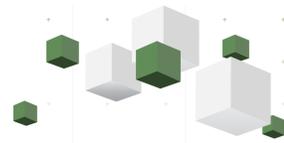
CLIENT'S RESPONSIBILITIES

Client shall be responsible for settling down all payments in time and according to the terms described in clause 5 of this ToS.
Client shall be responsible for clearly communicating their requirements and expectations and for providing timely feedback regarding the services provided by the Service provider. Timely feedback in relation to the current clause shall be determined as no longer than 3 (three) business days from the receiving of official written or email request/question, including all the official channels of communicating.
Client shall ensure the transfer of all necessary information for the provision of Services, while independently ensuring the completeness, relevance, accuracy, reliability of such information, as well as comply with the requirements of the Service provider on the format of providing such information.
The Client acknowledges and understands that by agreeing to these Terms, he undertakes to adhere to the principles of goodwill and integrity in further interactions related to any cooperation between Parties regarding Services.

RESPONSIBILITIES OF THE SERVICE PROVIDER

The Service provider shall and will make every effort to provide a timely solution for the request according to the information provided by the Client. All of the Clients' information regarding the Services to be provided shall be properly examined by the Service provider before the provision of the Services.

Service provider herein declares that he will act and provide the Services according to the principles of goodwill and integrity.

TERMS OF PAYMENT FOR PROVIDED SERVICES

Parties agreed that signing of the separate Service Agreement and further issuance of 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 written arrangements and the same understanding of the relationship between Parties.

Client agrees to pay 100% of the Invoice amount 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".

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 Service provider during the term the agreement remains in effect based on all addendums and/or invoices related to the relevant Development Proposal, Scope of Work and Sprints.

It is possible to use different payment methods for services provided by Service provider, 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 the official written request of Client.

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 only after the fact of full payment of the according invoice.

Client's commitments to pay for the services are met starting from the moment the money is delivered to the account of the Service provider.

Parties agreed that commission charges related to transfers of the amounts specified in the Invoice should be covered by Client.

Client acknowledges and agrees that Contractors pricing is variable and Contractor is individually providing the relevant and exact price for the Services on the date of presenting the Development Proposal/Scope of Work to the Client.

Sprint price is individually defined in the relevant Development Proposal (for the limited scope), but still can be changed due to the relevant objective factors of influence, if Contractor could provide a short explanation of reasons for the price change.

PRODUCT RIGHTS

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 at the moment of fulfillment of his payment obligations, according to the relevant separate Service Agreement. In case of failure to fulfill such obligations, any information, reports, studies, intangible materials of any nature, produced as a result of the provision of any Services by the Service provider, are the sole and exclusive property of the Service provider.

Client shall be the owner of the Services, produced by the Service provider, upon his fulfillment of payment obligations and full transfer to Client of materials, deliverables produced within service provision.

CONFIDENTIALITY

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 in business relations.

If any of the Parties are interested in signing of the separate NDA related to this Agreement, this Party shall duly inform the other Party, using the relevant channels of communications.

ARBITRATION

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

If arguments or controversies matters cannot be resolved between the parties by negotiation, all disputes and claims arising out of or relating to this Agreement shall be subject to the jurisdiction of the Service provider's principal place of business.

Waiver of Jury Trial. Each party acknowledges and agrees that any controversy that may arise under this agreement is likely to involve complicated and difficult issues and, therefore, each such party irrevocably and unconditionally waives
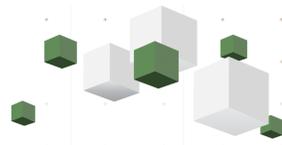
any right it may have to a trial by jury in respect of any legal action arising out of or relating to this agreement or the transactions contemplated hereby.

Each party to this agreement certifies and acknowledges that (a) no representative of any other party has represented, expressly or otherwise, that such other party would not seek to enforce the foregoing waiver in the event of a legal action, (b) such party has considered the implications of this waiver, (c) such party makes this waiver voluntarily.

MISCELLANEOUS

Client shall communicate their service requirements by means of emails, messaging services and other modern facilities which shall be indicated in the specific Development Proposal or Scope of Work.

Primary channels of communication, related to this ToS, for contacting the Service provider regarding any questions that could be occured in relation to this ToS are, as follows:

Emails: darya@corpsoft.io svyrydov@corpsoft.io

Service provider provides services on its own equipment, own infrastructure and tools. All services are provided remotely via the Internet. Parties arrange the provision of the Services using Service providers' equipment, accounts and remote servers. In this case the Client will be able to deploy results to his own resources upon the receiving of the Services by Service provider.

In the event any provision of these Terms is held unenforceable, it will not affect the enforceability of the remaining provisions and shall be replaced by the enforceable provision that comes closest to the intention underlying the unenforceable provision.

Words used in this ToS in the singular shall include the plural and vice versa and any reference to any one gender includes a reference to the other gender or to none.