



Corpssoft.io – fast expert team

Tech Solutions for Business

Overview of services offering - 2024

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Profile card

Founded	2017
Location	US-registered company with development centers in Europe 🇧🇪 (Czech Republic, Ukraine)
Leadership	Andrii Svyrydov, Daria Mateichenko
Our "Why"	<p>We have a formed and proven vision of how to run product development efficiently. Accumulated knowledge and expertise led us to a decision to establish a product-focused company for digital transformation support of businesses.</p> <p>At Corpssoft.io we value a unique mindset - we engage top talents who can reveal "product thinking" in full as we put digital products in focus.</p>
Key strength	<p>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.</p> <p>🧑‍🔧 We can be placed in any business and with the tech expertise in our hands – act efficiently.</p>
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 a full-scale digital product to end customers fitting the 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 work with clients and deliver products to the USA, Australia, Japan, New Zealand, Germany, France, Switzerland, Great Britain, Canada, and others.



Needs we cover

For Business owners

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

For Startup founders

- Going to market 4x faster
- Validating business ideas cost-effectively
- Boosting development process
- Forming a broad digital roadmap
- Expanding accessibility and market presence with a mobile app

How we leverage our assets for your benefit

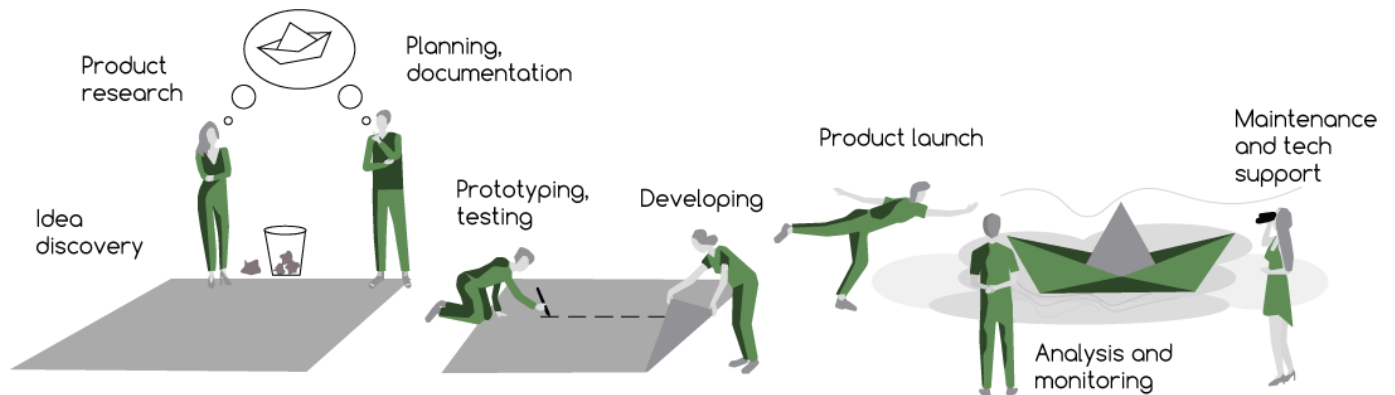
What WE have	What YOU get from it
<ul style="list-style-type: none"> • Tech and Business expertise 	<ul style="list-style-type: none"> • Solutions serving business needs
<ul style="list-style-type: none"> • Altered Scrum, fast delivery, high productivity 	<ul style="list-style-type: none"> • Neat process that saves costs
<ul style="list-style-type: none"> • Product thinking mindset 	<ul style="list-style-type: none"> • Users and business in focus
<ul style="list-style-type: none"> • Strong analytical approach 	<ul style="list-style-type: none"> • Fewer 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 a development that adapts to the business pace and needs, not vice-versa.



Our services



1. **Product discovery:**
 - a. Domain analysis;
 - b. Audience/business 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. 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. Customer care;
 - 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 the successful delivery of a digital product.

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

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

*** cross-functional team*

**** client*

For every project, we are not gathering 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 severe boot camp training before being allocated to 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. **Product Strategist** - also serving as a proxy Product owner - to ensure liaison between business context and tech solution;
3. **Delivery manager** - confident driver to ensure smooth processes and maximum delivery efficiency on time;
4. **Engineer(s)** - core members working on the product;
5. **UI/UX Designer** - to ensure the look and feel of the digital product is outstanding!



Altered Scrum

What is Scrum

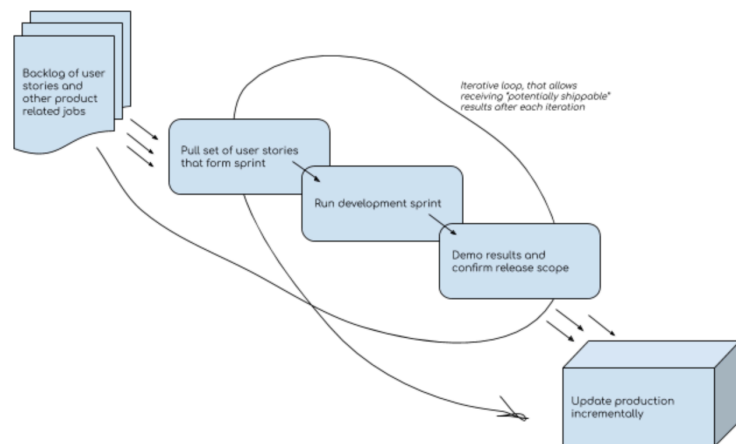
Scrum (n): An [agile] framework within which people can address complex adaptive problems, while productively and creatively delivering products of the highest possible value.

Scrum relies on cross-functional teams to deliver products and services in short cycles. Corpssoft.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 and, at the same time do not require presence during Scrum standups. **Regular weekly calls** allow our clients (= Product Owners) 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 clients' time significantly on questions-and-answers.

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

We lead our clients through a **faster go-to-market development cycle**, letting them catch the open doors and not miss 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 that 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:

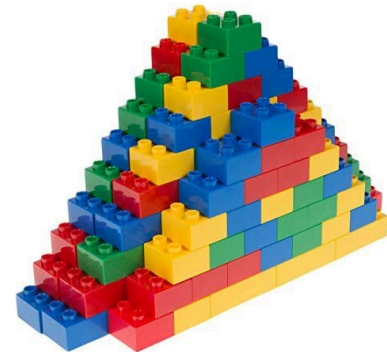
- User stories
- Tech tasks
- Features

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

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

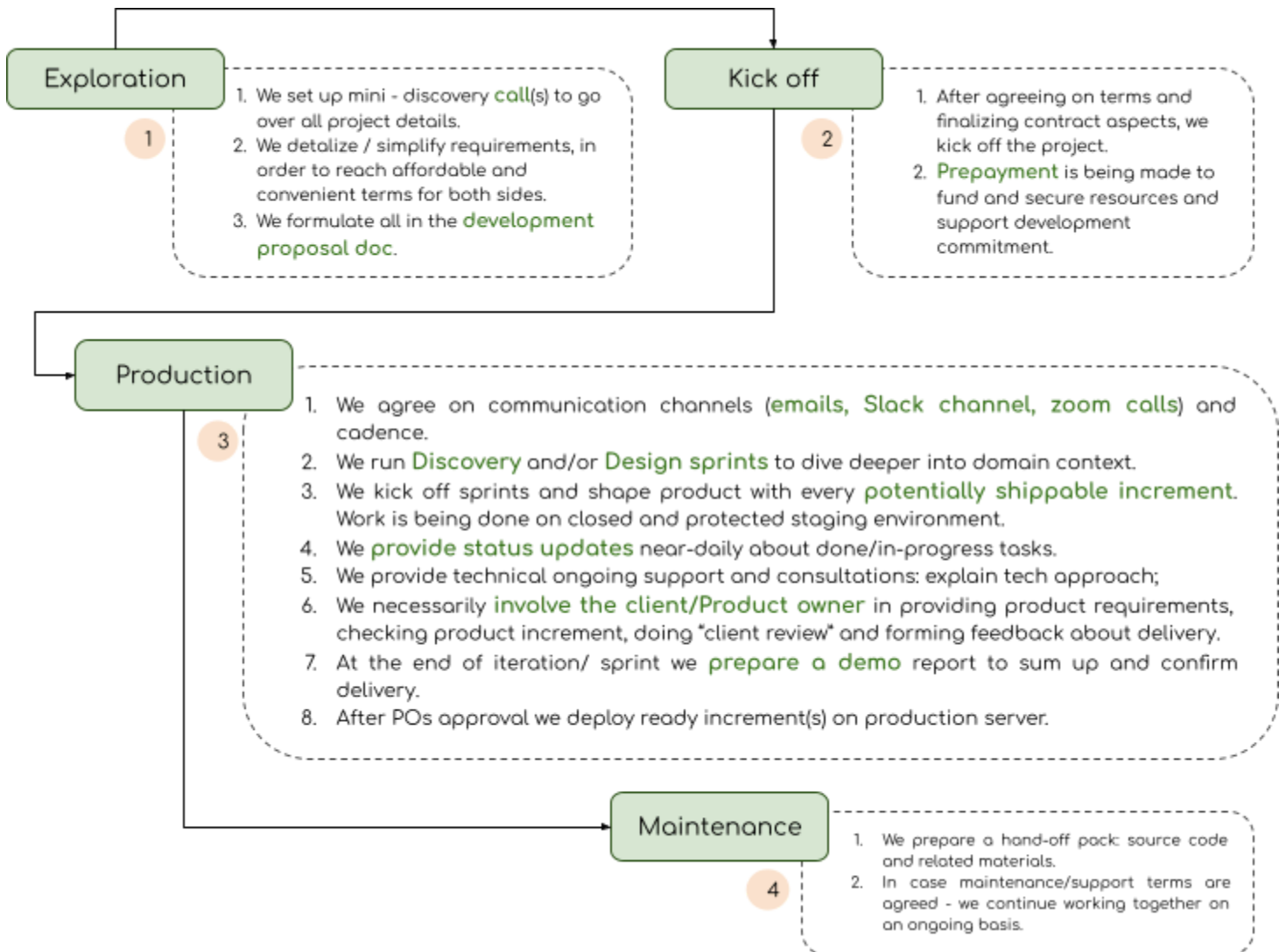
... lasts 2 weeks

... has frozen scope, budget, and commitment.





Project flow





Product investments models

	Hourly engagement	Dedicated team	Sprint based 💡 most advantageous
Web and software	\$45/h	contact us for custom offer	averaging \$5,300/sprint
Why to choose development type/model?	<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>Terms:</p> <ul style="list-style-type: none"> • Weekly post-payment for the full amount of hours spent on all types of activities during the week. 	<p>Pros:</p> <ul style="list-style-type: none"> • A dedicated team is always available and working full-time on the product. • Product knowledge accumulation. • Good fit for projects with 6 months + duration. • Extended set of skills and services to support your product growth. <p>Terms:</p> <ul style="list-style-type: none"> • Upfront payment at the beginning of each month is equal to the team's monthly fee for engagement. • Commitment to ensure workload for the team on a regular basis during min 6 months. <p>Min engagement: 6 months.</p>	<p>Pros:</p> <ul style="list-style-type: none"> • A golden balance between flexible scope and time-boxed deliverables. • Sprint = 2 weeks of focused dev work. • Controllable budget usage with visible results. <p>Terms:</p> <ul style="list-style-type: none"> • Full upfront prepayment of the sprint worth to kick off 2 weeks of work.
Mobile	\$50/h	start from \$25,000/month	averaging \$5,300/sprint



Frequently Asked Questions

Why do I pay upfront for the services?

— [Corpssoft.io] We would like to ensure a safe and productive environment where your products can grow and receive maximum attention, devotion, and expertise. By depositing investments into your product upfront you're securing resources for success. We form a convenient payment link that can be used to fund the work.

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

— [Corpssoft.io] Technical bug-fixing within confirmed work iteration is free and is part of the ongoing development. After deliverables are fully accepted - the items like logic errors in requirements or else form the backlog and are processed on a paid basis.

Do you work on custom designs?

— [Corpssoft.io] Yes, we provide design sprints where we create UI and a 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?

— [Corpssoft.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 increments and captures deliverables. After that, we request the client (=Product Owner) to do an acceptance review.

How do you deal with requirements interpretation and feature completeness?

— [Corpssoft.io] Feature implementation supposes addressing a scenario "user can do this and this -> and accomplish that goal / get that result" that is agreed upon upfront. Complication of the scenario with custom cases would form further product backlog.

What if I have a lot of feedback after sprint delivery?

— [Corpssoft.io] We collect all feedback and run an analysis of it. We let you know which feedback items we can include in the sprint and deliver without extra charges within the next few days after sprint delivery. The rest of the feedback forms a further product roadmap. We accept a single feedback round after each sprint.



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 services 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 «Corpssoft Solutions LLC», also known as «Corpssoft.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 software development and consultancy services on time&material basis. Detailed list of the provided software 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 occurred in relation to this ToS are, as follows:

Emails: darya@corpsoft.io svrydov@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.