# NEAR SHORE DEVELOPMENT

Levering the most cost-effective solution for building customised software

TRASYS
INTERNATIONAL

# NEAR SHORE SOFTWARE DEVELOPMENT SERVICES

## CONCERNS

A typical dilemma faced by many IT directors is whether to buy a Commercial-Off-The-Shelve (COTS) package or build a new system. Acquiring a COTS package is overall the most cost-effective solution to automate standard, not company specific parts of a business line. But when it comes to turning automation into a strategic advantage, a custom software solution is typically worth the extra investment in time and money.

## CHALLENGES

Providing cost-effective software development services while ensuring optimal quality & results.

## SOLUTION

Leverage the most cost-effective solution for building customised software. Trasys International nearshore development center is located in Athens, Greece and operates as a Trasys International subsidiary since 2004. Its foundations stemming from the established processes and organisation of a Belgian firm, while at the same time offering the agility and adaptability of a well-focused development centre. It offers proximity, cultural match, and competitive rates, while it's high retention in staff, a stable and reliable partner.

### Staff certifications
- Prince2, PMP
- Scrum Master /Scrum Products Owner
- Oracle & Microsoft certifications
- ISTQB certifications

### Integrating prince2 and scrum
- Agile development
- Automated Developer Tests
- Continuous integration
- Automated Functional Tests
- Collective code ownership
- Organisational controls.

### Main development technologies
- Java (& Open Source)
- .NET
- Sharepoint, Liferay, Documentum
- Business Intelligence
- Business Process Modeling

## NEARSHORE SOFTWARE DEVELOPMENT SERVICES OFFER

**Tailor-made approach**
Delivering the optimal solution with the richer functionality that exceeds your needs and expectations

**Software development process**
Mitigating risk and minimizes cost and time to reach production

**Architecture-focused approach**
Minimising technical risk and secure initial investments by planning upfront for scalability and extensibility

**Cost reductions**
Providing the most cost-effective solution combining efficiency, agility and proximity.

## TANGIBLE BENEFITS

- Sustained competitive advantage, swift adaptation to change, extensible scalable applications.

# NEAR SHORE CENTER

Leverage the most cost-effective solution for building customised software. Uncover tacit and explicit needs that must be fulfilled to ensure that you get the "right" software application for the "right" job. Introduce or fine-tune the appropriate software development methodology so that success can be sustained across all your future project endeavours. Get an objective, independent assessment of technologies and tools. Roll out the appropriate ones to achieve success in your business and IT projects.

# CUSTOMER CASE:

An international institution required the development of a custom tool for the submission and review of applications to put a new product on the EU market. Delivery of the system had to happen on a very tight deadline while maintaining the flexibility for accommodating stakeholder feedback and changes at late phases in the process.

Trasys International used its own nearshore development capabilities and a highly agile methodology to iteratively build the system. The approach was based on user feedback that followed hands-on practice sessions at iteration end points. The architecture was built on state-of-the-art open source technologies on top of existing customer software.

This resulting in the delivery of a high-end customised software at least 30% cheaper and 50% faster compared to development costs in the BeLux

# WHY OUR CUSTOMERS WORK WITH US

**Flexibility & capacity**
Short notice for set up of large teams

**Proximity & time zone**
Nearshoring allows to work in the same or neighbouring time zones; mobile workforce

**Cost reductions**
Hourly rate is lower and thus lower overall costs as well
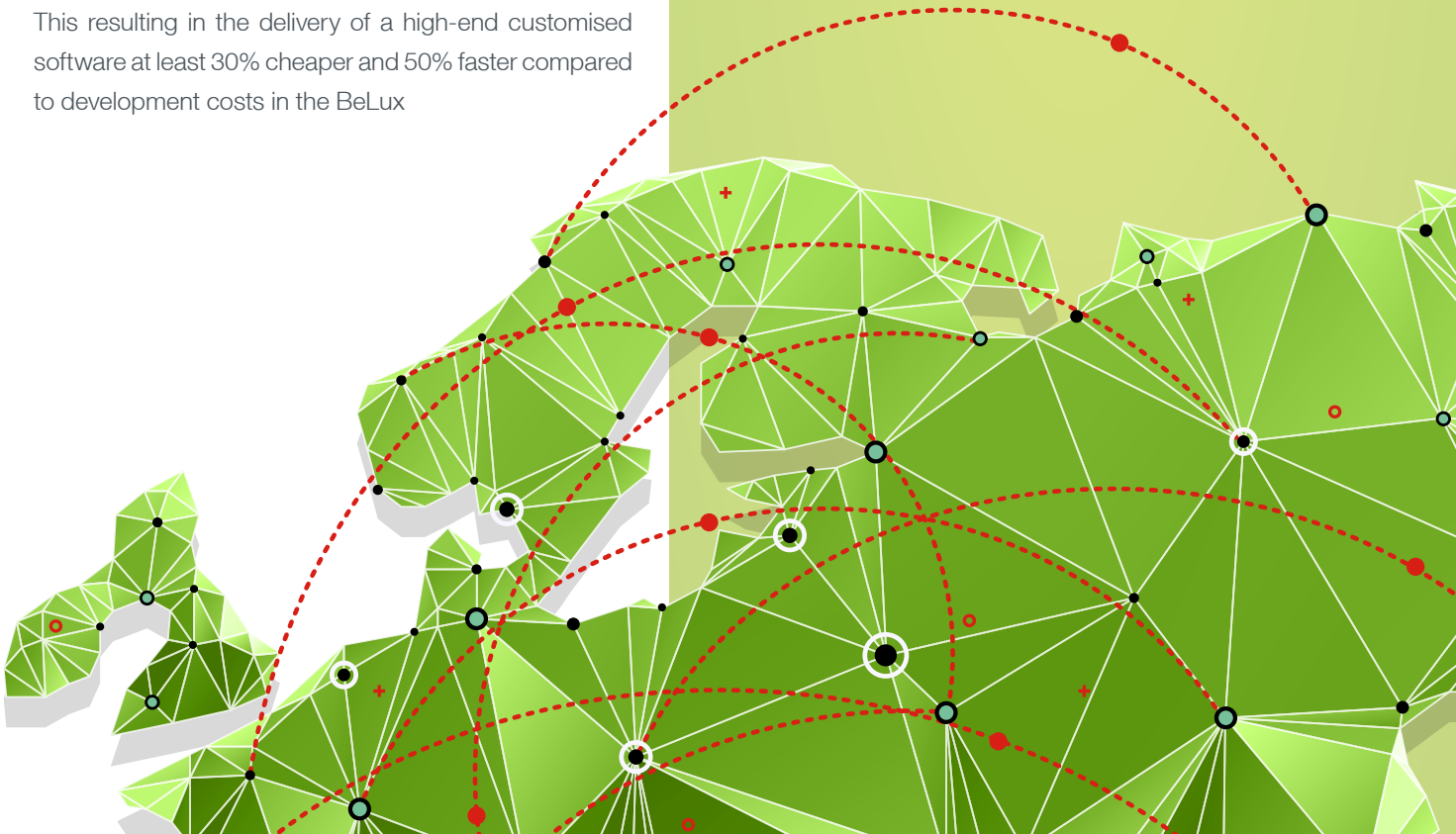
**Cultural affinity**
For effective collaboration and problem solving

**Skills**
Talented people stimulated by personal development and learning, ensuring a strong reputation over the years

**Code reuse**
Leveraging components we created, hence increasing efficiency.

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