# Emergency IT-outsourcing

Flexis

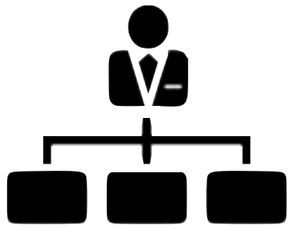
# Flexis

Rescuing or boosting web and mobile projects

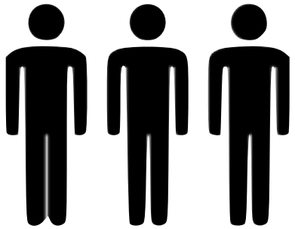
- **Develop** mobile apps
- **Transfer** old apps to mobile platforms
- **Build** data visualization web-portals

## Some of our clients

# There are 3 types of developer teams



Inside your company



For hire to do projects
“from scratch”

Or to rescue
ongoing projects

**Yep, that’s Flexis.**

# So you have an ongoing project or want to start a new one?

# THE TRUTH IS:

# PROJECTS FAIL*

*maybe not this particular way

# Everyone can code, but only a few can successfully deliver a project

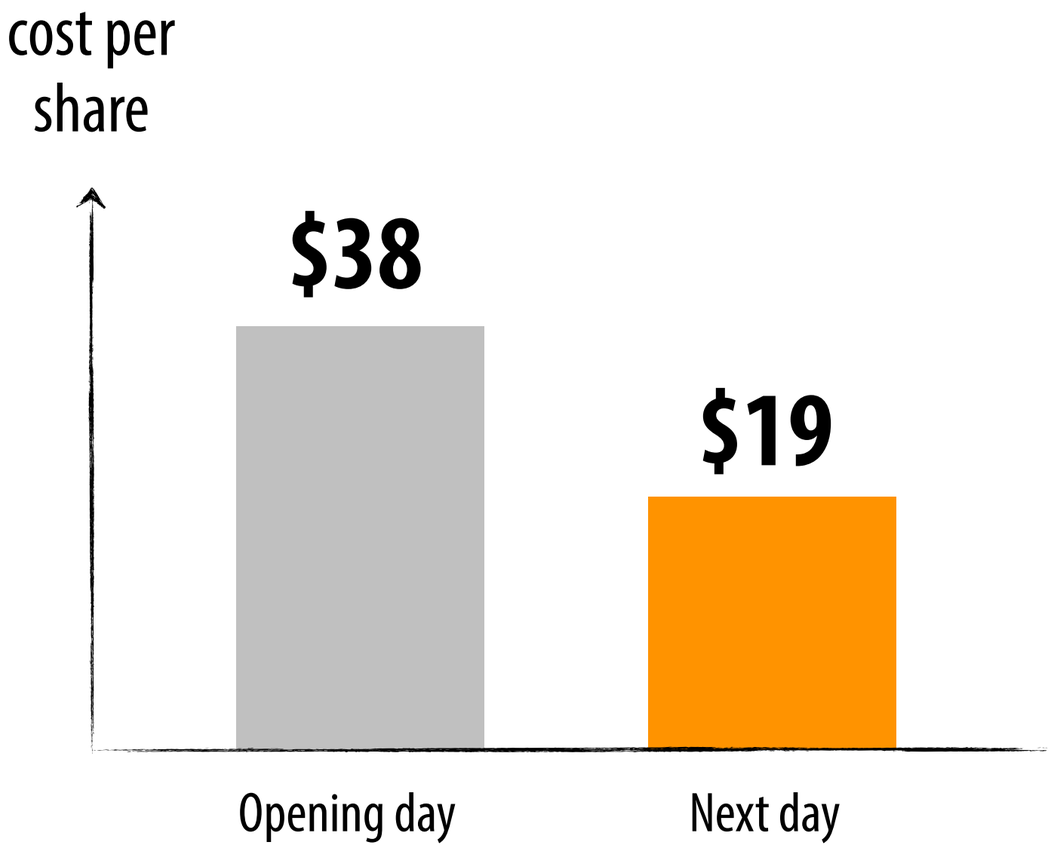
**70%** of **projects fail** to meet schedule, cost and goals

&

**50%** of IT projects are delivered **over the budget**

Gartner

# Facebook lost 50% of its stock value




Facebook's stock lost half of its value the next day after IPO — one of the reasons being **lousy mobile app**

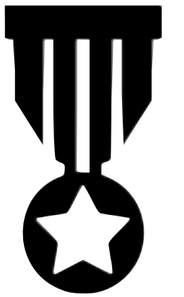
One of our great regrets was betting completely on HTML 5 instead of programming natively for iOS and Android devices

**Mark Zuckerberg**
Chairman & CEO, Facebook

# Projects fail due to a lack of:

Expertise

Communication

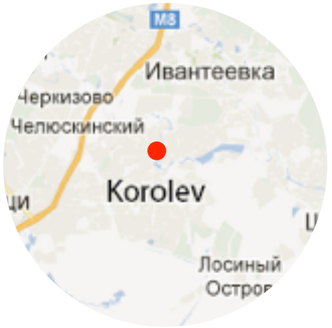


Experience

**Projects fail. We rescue.**

Flexis

**HQ** in California




**Development team** in Russia

# 142

projects delivered
**on time and budget**

# 300 000

hours of expertise

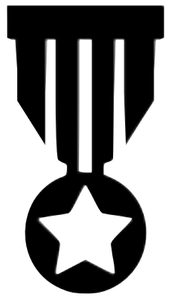
# 80%

of our customers
**return to us**

# How we manage to deliver?

Expertise

Communication



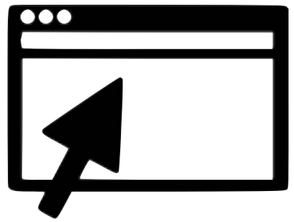
Experience

Thinking outside of the box

# Flexis expertise

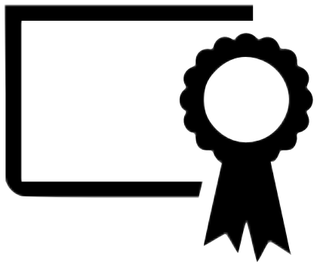
## Mobile

- iOS
- Android
- Windows Phone



## Web

- HTML5
- Adobe Flex
- Ruby on Rails
- Java



## Certificates

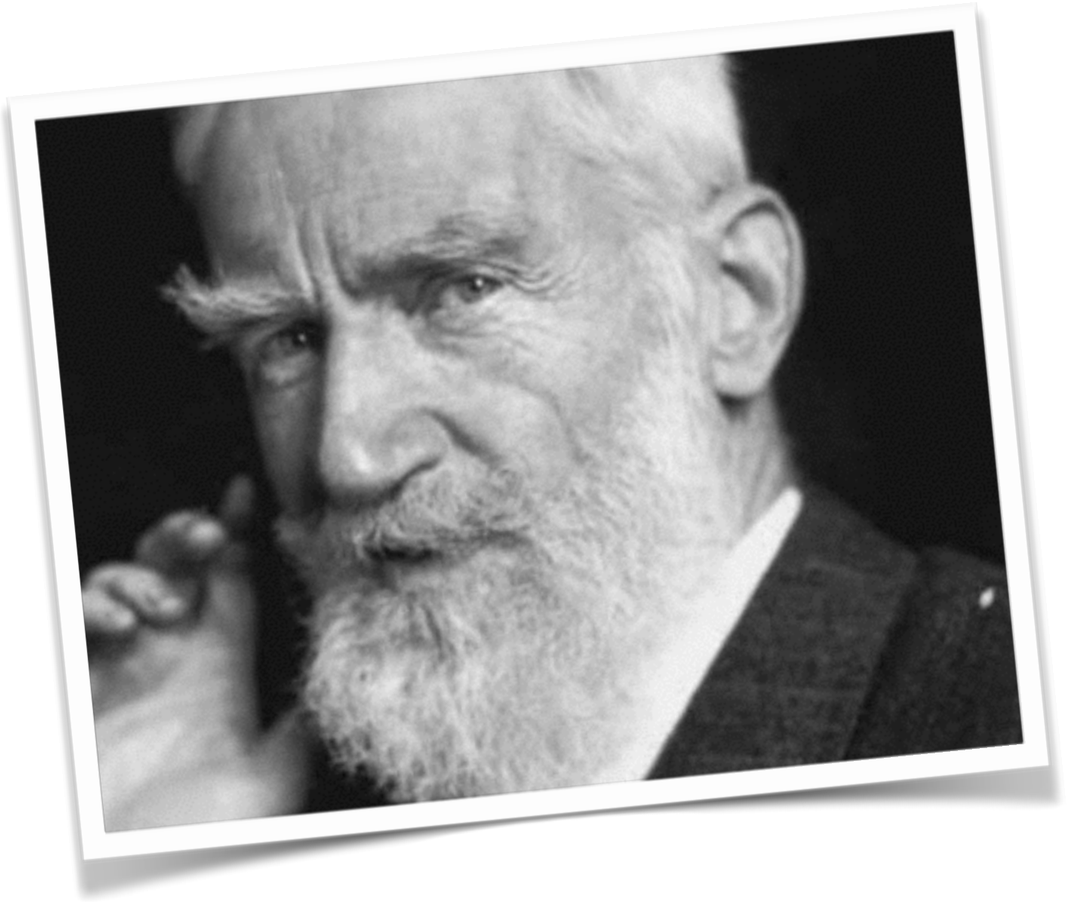
- Agile
- Scrums
- Adobe

Expertise

**Communication**

Experience

Thinking outside of the box



# The Biggest Problem in Communication Is the Illusion That It Has Taken Place

**George Bernard Shaw**

# We focus on communications

## become part of a team

Manages expectations

Goes to the boss

Makes boss happy

Communicates with both teams

Flexis Account

Boss

Knows team expertise

Communicates with Flexis and clients

Delivers on time and budget

Responsible for the team's happiness

Flexis PM

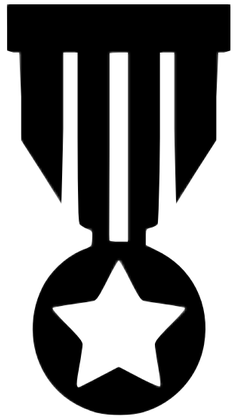
Focal

Flexis team

Client's team

Expertise

Communication



**Experience**

Thinking outside of the box

# Experience — is a measure of trust

**100** successful surgeries

VS

**10** successful surgeries

# Flexis experience

**6 years**

of working with US companies

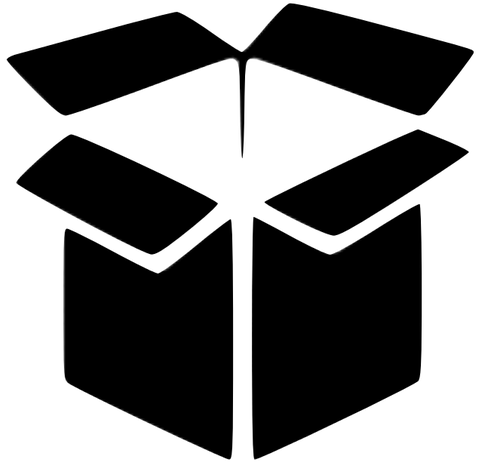
**500** FORTUNE

especially with big ones

Expertise

Communication

Experience



**Thinking outside of the box**

They feel ownership of the project. So it's a dedication, and it's a tenacity to quality, and also the thinking outside of the box. They are looking beyond the problem, they are **looking at a bigger picture all the time**, which is really helpful to us.

**Kenneth Fritz**
Executive Vice-President, Trintech

# Evidence?

# Trintech case

Financial governance solutions

## Cadency Completion

**Idea:** Disclosure Management Software Solution

**Contractors:** US + India

**Investments:** $ M

## Contractors failed to deliver

## Flexis joined

— Deployed the team

— Hit the ground running

## Successful Product demos

Secured deals with Fortune-500 customers, highest ranking from the industry experts

1+ years

5 months

# Starfall case

## Educational products for children

### Task

**54 ancient flash games**
transfer to modern platforms

**Needed support** for iPhone 3, iPhone 4, iPad, iPad 2, Android phones, Android tablets and modern web

**Using their expertise in Adob AIR Flexis deployed all games in mere months**

### Best selling product

Held number 1 in Education on the iTunes Store for several weeks and remains in the top 20 today

10 years

4 months

In a matter of months, Flexis translated and enormous collection of Action Script 1 Flash assets into a mobile app. Our App, Starfall Learn to Read, held number 1 in Education on the iTunes Store for several weeks and remains in the top 20 today.

**Brandi Chase**

Executive Director, Starfall

# What's the cost of rescuing a project?

3 months

4 developers

1 PM

daily scrums

2600 work hours

overtime up to 30%

**delivered on time**

**$180K**

# What will we do on your project?

## Understand the project

**Result:** you will get an estimation

— budget
— schedule chart
— vision and scope
— technologies to be used
— team members

## Set up communications

**Result:** Transparency — everyone knows how to communicate with each other on the project

## Develop & Deliver

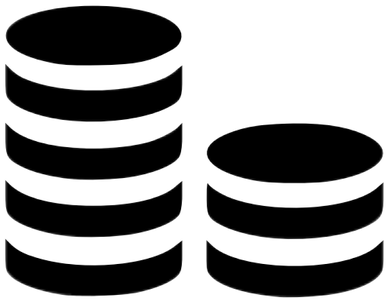
**Result:** Project is delivered on time and budget

Yes, **we can stop the «bleeding»** and make it look good for a demo in 2 months.

However we’re unable to redo a project that has been already failing for 2 years

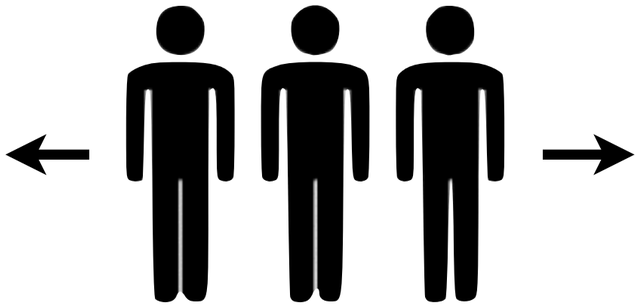
# What else do you get?

besides a delivered product



**Lower costs**

&



**Team scalability**

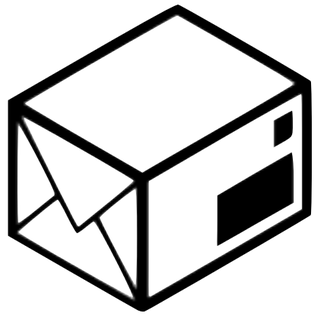
easy upsize or downsize

Actually, we do one more thing —

# **we provide support**

— I want to add a **new feature.**

— We're on it.



— I **want to repackage** it.

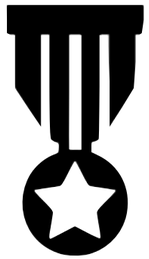
— Roger that.

# Let’s sum up:

## Projects fail. We rescue.

**Expertise**

**Communication focus**

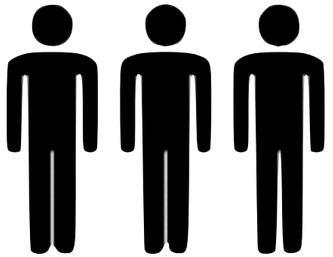


**Experience**

**Thinking outside of the box**

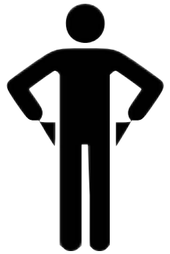
# We've already helped

# When should you call us?



Got scope —
need a team

Lack of time



Own team
is too expensive

Current
consultants
do not deliver

If you want your current project delivered on time and budget — **contact us!**

**Alexander Tsyplikhin**
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