

Dedicated development center model: Intellias experiences in 2008

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One of the services of great demand enjoying considerable popularity in CEE software development outsourcing market is Nearshore Dedicated Center (NDC) engagement model. Refining the model throughout the years, starting from company's first development centers for its Belgian and UK clients, Intellias has tailored a highly customized and secure approach to provide the customers from DACH and Nordic region with better control over the production and maintenance processes and enables higher resource utilization.

Having initially proved the model on one of the company's first customers early in 2002, Intellias allocated a dedicated team for one of one of the leading hosting and web development companies in the UK that provides full range of services for web-enabled businesses. Partnership with Intellias allowed the client to extend the range of web design services, thus assisting the company in generating additional revenue and strengthening its market position in web development segment.

Sequentially, Intellias applied nearshore dedicated development model for Belgium-based software services company, developing custom software solutions for Europe's largest media and publishing enterprises as well as for the Belgium's largest ISP. One of the Intellias distinctive benefits has been maintaining flawless communication with several Remote Teams.

In Q1-Q2/2008, Intellias has won a number of clients, who prefer dedicated team as a service model. Some of them include:

- Swiss group of companies, offering workflow management product line has chosen Intellias as its nearshore delivery location (J2EE technology stack). 59 software development outsourcing vendors have initially participated in the vendor selection process, 6 of them in Ukraine have been shortlisted and personally visited. Intellias has differentiated itself from the competitors, offering virtual captive model, which attracted the customer for transparency of pricing and cost-effectiveness combined with low initial investments required.
- The first telecom provider in Switzerland, whose services rely on a non-proprietary SIP platform, has chosen Intellias to set up a dedicated team for development of robust billing system and other telco projects based on J2EE platform. The choice was predetermined by specific technological and domain know-how, already existing at Intellias. Another decisive factor was process maturity and ability to safeguard required team stability.
- German innovative company in the field of medical informatics that provides management and processing of medical images (PACS) has selected Intellias for development of software for x-ray conversion for mammography (J2EE, C++ technology stack). The company arrived at a decision to partner with Intellias due to the high reliability and cost-effectiveness of engagement models, low attrition rates and strong QA processes in place.

Thus, dedicated development center model is gaining considerable popularity over the recent time as compared to project-based outsourcing. Additionally, for clients that require even more control, transparency and greater integration of the team into customer's organization, Intellias offers its virtual captive model, which naturally blends the benefits of both pure captive and third-party outsourcing.

Intellias is an ISO-certified software development company with its Development Office in Lviv (Western Ukraine) and Sales & Marketing division in Zürich (Switzerland). The company specializes in Internet/Intranet Applications, Distributed Systems, Desktop Applications as well as Mobile and Embedded Systems.

From the outset of its market presence, Intellias has completed more than 200 projects worldwide, featured with excellence of technical expertise and reliability of engagement models. Over the years, Intellias maintains its orientation towards European markets (DACH, Benelux, Nordics), tailoring business- and industry specific software services.

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