

The
european
Centre
for
Offshore
Development

Offshore Development

OUR STRATEGY — YOUR BENEFITS

eCODE's business is that of a *'Pivotal Provider'* to the offshore software development market.

Pivotal provision refers to the placement of development projects with an overseas software house, whilst maintaining overall account responsibility, project management and systems test, integration & delivery in the client country.

Using this model, *significant cost savings of up to 60%* can be achieved with *no compromise in the software engineering and quality processes*.

eCODE's business model differs from that of other similar organisations in a number of value-added ways:

- Our UK-based project managers liaise on a regular basis with both your own customer management and with the team leaders in the development country. This happens as and when necessary, but never less than once per week and along formal minuted guidelines that form part of the established quality procedure. Our onshore Project Managers can be assigned to work either on-site or off-site.

Offshore Development



One of our suppliers' purpose-built software development centres

- Many of our administrative, sales and technical staff have worked in the offshore industry for many years. In particular, eCODE's Directors have held similar positions within a number of publicly quoted (NYSE and NASDAQ) offshore development companies, as well as with the software divisions of companies such as Fujitsu, IBM and Siemens.
- Our range of offshore supplier contacts throughout Asia and Eastern Europe is second to none. We have known these companies, their people and their methods for many years. As a result, we are able to recommend and use different companies according to their unique strengths in differing areas of IT specialisation.

Offshore Development

- Because of the long-standing nature of our supplier agreements, we are able to pass on to our clients the benefits of major volume discounts that would not normally be available on the open market.
- eCODE is able to deploy systems in a number of European languages, including English, French, German and Italian. Our staff is truly international and our supply chain encompasses development houses not only in India (for deployment in English), but also in Hungary (for deployment in German) and in Romania (for deployment in French and Italian). In India, we deal predominantly with companies certified at SEI CMM Levels 4 & 5, and in Eastern Europe with ISO 9001 and beyond.

We would welcome the opportunity of explaining to you in more detail exactly what eCODE does, how it operates and how we can help resolve your deadlines with our flexible onshore and offshore resources, all at a fraction of the cost that you might have thought possible. Please either give us a call or send an e-mail to sales@ecode.org.uk in order to receive further information.

LEGALS

eCODE ensures that all our partners' overseas staff – whether visiting or temporarily residing in the UK – are always in possession of the correct legal documentation.

For clients wishing to visit our partners' facilities abroad, eCODE's legal and administration centre at Wimbledon Park in London provides them with the necessary information regarding any visas or work permits that might be required.

Although a simple and painless procedure, procuring the correct documents can be rather time consuming, with multiple visits to the issuing authorities being required in some instances. Entrusting to the experience of eCODE's staff in handling such matters on your behalf will normally relieve you of any unnecessary bureaucracy, queuing, and travel.

However, should you prefer, we would be happy to put you in contact with the relevant Consulate, Embassy or High Commission for authoritative advice on how to proceed.

LOCATION



Broadmarsh Business & Innovation Centre

Located on the south coast of England, eCODE's UK offices are situated in Havant close to Portsmouth. Equipped with the latest ICT facilities and conference links for establishing and maintaining effective 24 x 7 operations, all offshore projects destined for delivery in the UK and Eire are managed from here. In addition, Havant is home to our UK sales and marketing teams.



33 Broadmarsh Business & Innovation Centre
Harts Farm Way
HAVANT
Hampshire
PO9 1HS
United Kingdom

Tel. +44 (0) 23 9244 9702
www.ecode.org.uk