

***RUSSIAN DEDICATED CENTER
(RDC)***

Offshore Development Center - ODC

RDC is a facility of dedicated resources (Infrastructure & IT professionals) that act as a virtual extension to your present IT setup.

WHY RDC?

- Focus on Core IT Competencies
- No Long-term Investments
- Best Practices of a Leading Russian IT Group
- Quick Returns
- Access to the Best Skills in Russia
- Full Operational Control
- Consistent Team
- Sound Infrastructure
- Flexible Pricing
- Improved Lead Time
- RDC Organizational and Operational Principles

Current Excess RDC Capacity: 50 seats, incl. FTP, vpn-link, support hot-line, storage servers, intensive project supervision, reporting. Center views>

We are a major player in the Russian software development market and offer you a unique model to address your IT demands – Russian Dedicated Center (RDC). Boosting the scale of your IT development, RDC set up will save you up to 60% of expenses by cutting down employment costs, contract and project arrangements. Employment of best practices, extensive technological expertise and years of experience with highly demanding UK clients and largest Russian corporations are the assurance of the highest quality of all RDC deliverables.

RDC is a dedicated, customized, and secure Software Engineering Center that follows client's practices, methodologies and culture. It is an extension of your organization in Russia leveraging vast reserves of technically qualified and trained IT manpower and sound infrastructure available here at a highly competitive cost. RDC means no concerns about incorporation procedure, or legal fees, payroll, legal compliance, long-term office leases, security etc, but full control over intellectual property generated without enormous investments. RDC means that you pay only for what you use - computing infrastructure, scalable technology resources, office administration, and no redundant expenses. You manage RDC as your own IT division with your own development schedules and deliverables, thus minimizing possible business risks.



Why RDC?

Currently a great number of international corporations are establishing their on-site software development centers in Russia for the unique value proposition it offers - leverage Russia's abundance of highly qualified IT manpower available at a competitive cost. However, to set up your own SD center means long-term investments and dealing with challenging issues of launching business in Russia. ITC-based RDC offers you an ideal solution - immediate benefits of RDC without any long-term commitments or large investments. The distinguished advantages are:

Focus on Core IT Competencies

Having delegated some of the projects to RDC, you will free up the time and energy of your IT department to enable it to focus on its more critical and value-adding technology tasks. At the same time RDC will drive your employment costs down by approx. 60%. Thus, on the same budget your IT output will grow dramatically, benefits being directly reflected in the bottom line of your business.

Employment cost per U.S. junior - middle level engineer (including operational overheads and employee benefits package including health insurance, 401k etc. Typically, a W2 salary of 60K results in a loaded cost of about 100k) amounts to **\$100,000.00** per annum. (Source: Russian Outsourcing Forum (ROSS) Saint-Petersburg in 2002.)

Lower Business Risks

Dealing with software vendors typically means spending much time on negotiations, requirements definition, and contract arrangements, which is usually associated with a great number of possible risks and project failures. Once you have chosen RDC as your reliable partner you will benefit from a continuous cooperation with one of the most successful Russian IT companies resulting in 40% savings in time on requirements definition, 50% savings in time on contract arrangements, and 20% savings in time on project arrangements, and a considerable decrease of associating risks.

No Long-term Investments

Being actually a branch of your business in Russia, RDC does not require any long-term commitments or up-front investments. But it saves you from a continuous headache about incorporation issues, legal fees, payroll, legal compliance, long-term office leases, security etc.

Best Practices of a Leading Russian IT Group

With one of largest and oldest Russian IT companies your RDC will inherit our best practices gained and polished over the years of executing cutting edge technology projects for our highly demanding local and overseas clients.

Quick Returns

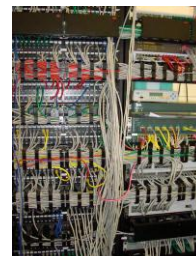
RDC delivers immediate returns. It has a quick and positive effect on you bottom-line - without affecting the quality of the deliverable. Most RDC customers experience increased quality while enjoying reduced costs.

Access to the Best Skills in Russia

RDC offers a team of best-of-breed software engineers. A team that can be scaled at will. We build a ready-to-deliver team with just-the-right skills within two-four weeks, depend on customer requirements. This manpower is selected on the basis of your criteria, no matter how strict they are. Every team member is sure to meet your toughest requirements for relevant experience, domain knowledge, and educational background.

Full Operational Control

You manage your RDC as if it were your local IT division. You have your development schedules and deliverables which your RDC team adheres to.





Consistent Team

Once a team of software engineers is assigned to your RDC, we do not change its composition unless you request us to do so. This perseverance of the team ensures higher productivity and minimum learning curve for the new members added.

Sound Infrastructure

RDC is a dedicated office environment residing at our technology premises. Office infrastructure includes all modern facilities - computers, printers, scanners, fax machine, phone lines etc. You have every guarantee that only your team members have access to the work place, and network security is built into your RDC. To manage your remote team you are provided with a number of reliable communication services, including e-mail, secure ftp- and http-servers, multi-channel phone lines, fax, voice mail, teleconferencing. You also get full administrative support.

Flexible Pricing

RDC offers a very customer - friendly pricing practice with no hidden costs. You can choose among a variety of pricing models to suit your needs best.

Improved Lead Time

Running a dedicated center you will save time and efforts by omitting redundant aspects of projects' initiation and management. Once you have established an RDC, certain unnecessary and typical

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RDC Organizational and Operational Principles

RDC starts with the round up of a core team, which is composed of our most experienced specialists. They are familiar with ISO-9001 and CMM procedures, command all required technical and communication skills, and are fluent in English. Representatives of your company participate in the composition of the team-review of CVs and interview the candidates.

If our staff does not have some particular skill set, exterior people or teams can be quickly found and hired, or even small companies and know-how could be acquired. Our training center ensures fast new employee assimilation.

The core team learns about your business domain, becomes acquainted with your supervisors, management principles and specific development processes. If a necessity arises, a trip to your headquarters is organized.

A pilot project, the most suitable for outsourcing to RDC, is selected.

The RDC team implements the pilot project under a strict supervision of your representatives and our project analysis management - learns specific technical aspects of your company, determines the project, organizational and communication bottlenecks and obviates them.

Having successfully completed the project, your supervisors and we analyze its execution and lessons learned, relevantly tune the RDC's organizational structure, management, communications and infrastructure, and the ability to multiply the RDC development ability.

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