



Your partner

for software outsourcing



Company



Located in the USA, Western and Eastern Europe, SaM offers Offshore Software Development & BPO Services enabling leading US and European businesses to optimize their costs on, and ensure the quality of custom software applications and IT infrastructure.

SaM brings a pool of 400+ IT professionals, 11 years of experience and an ISO 9001 certified methodology to make the most of new opportunities for small and large businesses alike.

BACKGROUND

SaM entered the IT market in 1993, when it was founded by a group of faculty members and graduates from the Belarusian Computer Science and Electronics Engineering University.

Today SaM is headquartered in Germany, while its offshore development centers are located in Eastern Europe, specifically in the Minsk city (Belarus) and Kiev (Ukraine).

VISION

SaM sees its mission in becoming a reliable IT partner for European and American companies, enabling them to win global competition through powerful custom-designed software at optimal costs.

Services

Services



www.sam-solutions.net

The span of SaM's offshore outsourcing services is rather wide and ranges from providing profiled offshore programming teams to IT consulting, technology research and development of custom business applications and software products:

- ▶ IT consulting and research services;
- ▶ Design, development and support of business software applications;
- ▶ Legacy software re-engineering, re-development and support;
- ▶ Free and Open-Source software development, customization and support;
- ▶ Programming for mobile, handheld devices, and OEM hardware.

▶ | Delivered Business Value

Leaving out specific technical tasks, the primary objective of SaM's services is enable our customers to capitalize on the following benefits:

- ▶ Cut software development and maintenance costs by 30-70%;
- ▶ Access a talent-pool of 300+ IT-professionals with extensive skill set and experience;
- ▶ Leverage over 10 years of SaM's intellectual capital in offshore software outsourcing;
- ▶ Rely on ISO-9001 compliant development methodology to ensure both the efficiency of business processes and quality of solutions delivered;

▶ | Domain Expertise

Final success of a software project greatly depends on the project team's expertise in the customer's business domain. SaM has multi-year experience in developing and supporting custom software applications in business and technical areas of:

- ▶ eCommerce
- ▶ Insurance
- ▶ Intellectual Property
- ▶ Real Estate
- ▶ Pharmaceuticals and Healthcare
- ▶ Warehousing and Logistics
- ▶ Tourism and Entertainment
- ▶ N-tier Internet Applications
- ▶ Internet Security & Encryption
- ▶ System & Drivers
- ▶ Linux Kernel and Appliances
- ▶ Workflow Management
- ▶ 3D Graphics Programming
- ▶ Mobile & Handhelds

Technologies Technologies



Keeping ties with the Technical University and investing in partnership programs with industry leaders enable SaM to retain an exceptional level of technical expertise. Our main objective is to provide every customer with optimal IT technologies for his business case:

▶ PROGRAMMING AND SCRIPTING

C++ , C*
Java
Delphi, Kylix
Visual Basic (VBScript)
JSP, JavaScript
ASP, ASP .NET
HTML, DHTML
XML, XSL, XSLT
PHP
Lotus Script
Perl
TCL/TK
Ruby
Cobol
Assembler

▶ TECHNOLOGY PLATFORMS

J2EE, J2SE, J2ME
.NET
SAP
Lotus
Navision

▶ OPERATING SYSTEMS

MS Windows NT/2000/XP
MS Windows 95/98/ME
Linux, Sinix/Reliable Unix
Sun OS, Solaris
IBM AIX
VMS
Symbian OS
Palm OS
Pocket PC

▶ RDBMS

Oracle
MS SQL
DB2
Informix
Interbase
Sybase SQL
PostgreSQL
MySQL
MS Access
FoxPro

▶ PROTOCOLS AND MIDDLEWARE

TCP/IP, HTTP/FTP, SMTP, POP3, IMAP
IPX/SPX
LDAP, X500
RMI
Web Services
CORBA
OLE, ActiveX
COM/DCOM
CIFS/SMB

▶ SECURITY AND AUTHENTICATION

Public Key Infrastructure
Smartcards
X.509 Certificates
Kerberos
SSL, TLS
Radius, TACACS

▶ WEB AND APPLICATION SERVERS

IBM WebSphere Application Server
IBM Portal Server
BEA WebLogic Server
Microsoft IIS
Apache
Jrun
Tomcat

▶ CASE AND PROJECT TOOLS

UML
IDEFO
IBM Rational Rose
PowerDesigner
BPWin
ERWin
MS Visio
MS Project

▶ TESTING AND CONFIGURATION

CVS
Microsoft VSS
IBM Rational Clear Case
WinRunner, LoadRunner
IBM Rational Suite
Segue SilkTest



Workflow



www.sam-solutions.net

▶ | How a project starts

You can begin a project with just asking us questions like "Can you develop a system that..." or "Do you have people who know how to..." and so on. SaM's IT analysts and software architects will approach you to learn as much as possible about your business case and requirements in order to propose the best technical solution. Of course, preparing effort estimations on the basis of your already available documentation is also possible.

▶ | How a project runs

Our companies sign a contract for outsourcing services, using the most suitable contractual model. The contract secures the general terms and conditions, including those of confidentiality, transfer of intellectual property rights to the customer and some other.

Depending on the scope of the contract, a project typically includes the following stages:

- ▶ Business-case analysis, co-development of user requirements;
- ▶ Technology research, proof-of-concept prototyping, GUI mock-up;
- ▶ System technical design and preparation of a complete technical specification;
- ▶ Planning, programming, documenting and testing;
- ▶ Preparation of the user documentation, system deployment, user training;
- ▶ Support, localization and further enhancement of the system;

Each contracting party will assign a special person responsible for the communication and dealing with non-technical questions. The customer's contact person is responsible for setting objectives and providing all the information necessary. SaM's contact person is responsible for ensuring smooth project implementation and timely reporting on its progress.

► | Our competitive advantages that we make yours

www.sam-solutions.net

Take a look at some of SaM's competitive advantages that enable us to meet customers' needs, while delivering unparalleled business value:

► | **No time lags with Europe**

Our offshore development team resides in Eastern Europe, specifically, in the Minsk city, the capital of Belarus. It means that the development team is just one hour away in time zones or within a one-hour flight from Germany.

► | **University graduates only**

Belarus has free higher education. Thus, every technical employee of SaM-Solutions has a university degree with specialization in computer sciences, having competed 5 or 6 years of study. It means most competent professionals will handle your project.

► | **No hampered communication**

SaM pays special attention to effective communication during the project implementation. The company regularly invests in language study programs for its employees. Additionally, we developed and use such communication tools as a secure instant messenger for effective project communication and a specialized web-based project management application.

► | **Speaking common language**

SaM has multi-year experience in many vertical industries, which means our technical analysts understand your business domain and can suggest a technical solution that best suits your specific needs.

► | **Quality of processes**

SaM uses a corporate-wide Quality Management system certified under the requirements of the international ISO-9001:2000 standard. It ensures a well-defined and totally manageable workflow resulting in streamlined internal processes and optimized interaction with the customer.