

Cost reduction or quality driven development?

Never ending dilemma in the world of software and IT...

Modern business environment is rapidly changing, leaving enough space only for the most proactive and flexible companies. In the world of software and IT the situation is rather the same, bringing specific problems to the forefront. In these turbulent times, even developed countries are facing a serious lack of educated software architects, developers, or testers. Companies are dealing with high development costs, reducing IT budgets, employee fluctuation in the middle of important on-going projects and, not rarely, deficient domain knowledge. One southeastern European company saw its chance in providing solutions to companies facing such problems.

EXECOM was founded in 1995, and thanks to unlimited faith in its work, the company is one of the key southeast European players on the software solutions & IT services market with a unique business approach. The company's basic business activity is software engineering and providing IT services regarding design, development

and testing of custom software solutions, mobile devices application development, database design and consulting. Competence areas where the company has specialised are:

- Equipment and industry automation
- Telecommunications
- Financial services
- Web business solutions

EXECOM is a Microsoft Gold Certified Partner and ISO 9001:2000 TÜV certified company.

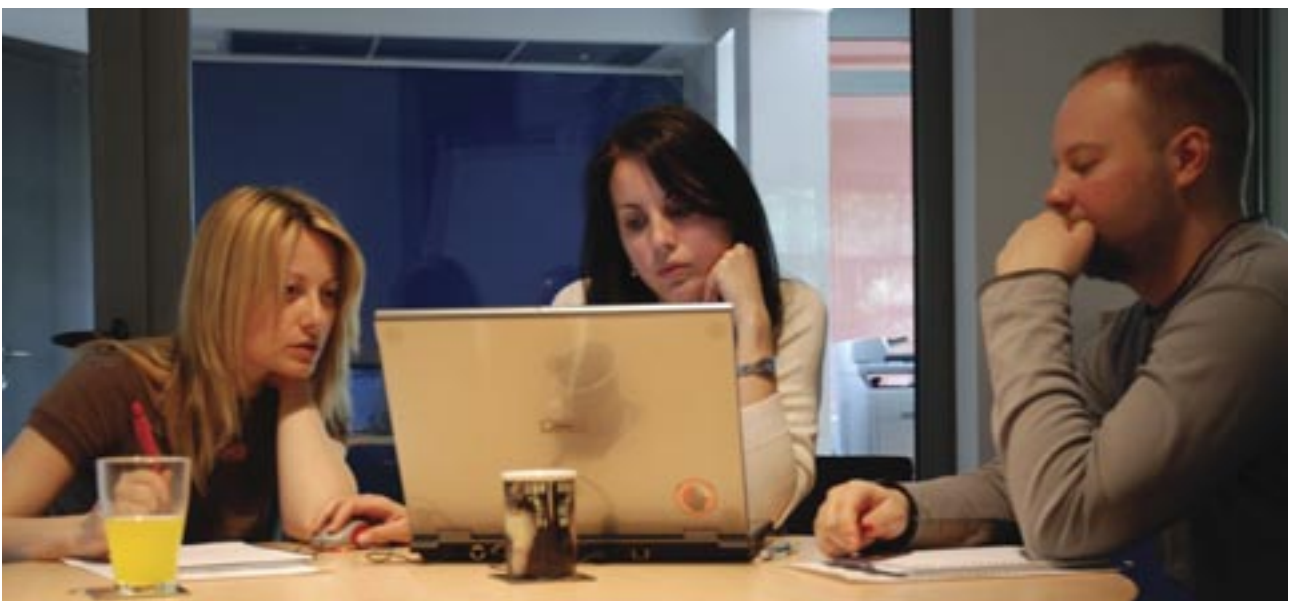
The company's headquarters and development centre are situated in Novi Sad, Vojvodina, at the crossroads between west and east Europe; while branch offices in The Netherlands and the Czech Republic enable project supervision based on the west European model.

During the past 14 years, EXECOM has developed more than 50 international projects for clients all over the world. EXECOM's competitive values are best seen in the company organisation, efficient and transparent project



management and educated staff.

On-site presence of software engineers and architects – at times when it matters most – ensures that projects always remain on track. As such, EXECOM guarantees a seamless integration of its work into clients' software development environment. Apart from focus on quality and efficiency, the near-shore position of EXECOM makes company services economically very attractive. Over the years, many reputable companies have experienced that working with EXECOM allows them to solve internal sourcing issues while releasing software solutions within budget, on time and at the right quality. Nevertheless, **communication** on all levels is one of the preconditions for co-operation with clients: frequent



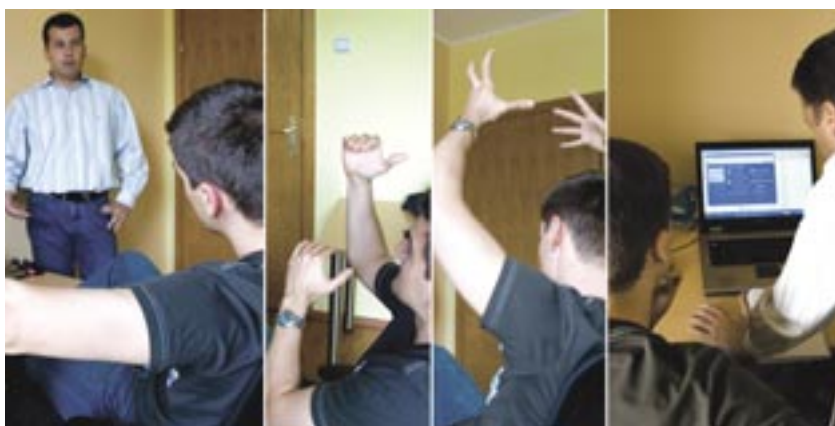
meetings, working at a client's site and regular reporting on project status.

Together with its clients, the company has focused on the development of complete solutions for optimisation of custom processes, especially in the public service area. By using the latest technologies, EXECOM has implemented the system for fast, efficient, yet highly customisable job search and match process in The Netherlands and Switzerland. The application is easily accessible through the internet service to end-users all over Europe. In addition to public service support, the company has worked on the automatic passport production for the Dutch Government. The implementation was successful, embedding digital chips and web services into one solution, enabling passport production through the internet. These projects have set up an excellent base for further developments in public service area.

The key to EXECOM's successful work lies in the business philosophy to put a **strategic partnership** with clients before short-term goals. With dynamic response, proactive approach and proven records, the company is considered to be a reliable partner to its clients who can count on the extent of their in-house development capacity, constant support, and profit from better budget controlling. Client-oriented business concept enables transparent project management and taking the leadership role when necessary. When developing complex software projects, especially in turbulent times, EXECOM shows its clients that they are safe when the company is steering.

The greatest value of the company is its people. In EXECOM, they make the difference:

- 50 experienced engineers
- Professional testers
- Competent project managers
- Expert software architects
- Skilled support staff
- Project-oriented teams



■ Multi-language speaking personnel

Altogether they work in a dynamic and challenging working environment, constantly learning, trying, and gaining experience from everything they do.

EXECOM has worked with successful companies from all over the world, and today, an extract from the company's reference list looks like this:

- Chess ibusiness/The Netherlands
- Thermo Fisher Scientific/The Netherlands
- Vital Scientific/The Netherlands
- WCC Group/The Netherlands
- Vizada (ex. France Telecom Mobile Satellite Communications)/The Netherlands
- Care Software Solutions/The Netherlands
- IT Peak Networks/Germany
- Salland Electronics/The Netherlands
- Edge Technologies/The Netherlands
- Betronic/The Netherlands
- Sitronics Telecom Solutions (ex. Strom Telecom)/Czech Republic
- Microsoft Business Solutions/Slovenia
- Studio Moderna Group/Slovenia

The company succeeded in providing **attractive prices and high quality services** to demanding clients. Moreover, EXECOM has achieved the goal to set up long-term partnerships with them, which gives the company a great recommendation for further engagements with clients who want reliable solutions with cost optimisation.

"What started out as an attempt to offload some extra work that we couldn't handle ourselves because of the tight resource situation on the Dutch IT market, has turned into real collaboration. New projects are outlined in close co-operation and managed together. Our clients are informed of the outsourcing beforehand and we explain to them how the development and delivery processes are structured. For me, EXECOM is rapidly becoming the fourth floor of our own building but for a very long stairs."

Sidney Mol, Project Manager, Chess ibusiness



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