

Do you think IT outsourcing is limited to routine technical expertise?
We broaden the perspective

Focus on long-term business relationships, understanding of the clients' needs and compliance with the overall business strategy of the partner

Elimination of communication barriers due to the geographical and cultural proximity

Innovative quality solutions, arising from creativeness and personal commitment

<http://www.intellias.com>

IT Outsourcing: Increasing Competitive Ability

Today, offshore outsourcing has evolved from just a cost and time cutting tool into a truly essential long-term development strategy for progressive IT-enabled businesses. According to Gartner, offshore outsourcing market will grow 20% annually through 2008. Furthermore, the average enterprise will outsource 60% of its application work by 2009.

Offshore outsourcing has been widely recognized as an ultimate strategy of achieving productivity, quality and cost reduction objectives. Management of the client company can eventually focus on its core activity, allocating valuable resources to the strategic business spheres.

"It's no longer good enough to be an operational outsourcer who just responds; suppliers need to be an integral part of the entire process".

Paul Jameson
Vice President of Marketing and Strategy at Getronics

Ukraine: Your Nearshore Outsourcing Destination

The foremost advantage of Ukraine over other competing offshore IT outsourcing locations is its vast pool of trained human resources who offer world-class software development services. The country also stands out for strong traditions of fundamental technical education: every year significant number of highly qualified IT-talents graduate from its higher educational institutions.

Another advantage is Ukraine's cultural and geographical proximity to European nations. This favorably differentiates it from most Asian competitors. Ukrainian IT business community has gained valuable experience both in terms of high quality development offerings and effective communication and cooperation with European partners.

Intellias Quick Facts

- ▣ **160** successful projects worldwide
- ▣ **4** years of valuable IT experience
- ▣ Strategic partnerships in **7** European countries and the US
- ▣ **40** fully competent professionals

Intellias: Strengthening the IT Side of Your Business

▣ Sharing and Mitigation of Risks

Intellias shares customers' risks and is being pro-active towards their mitigation in the main fields where risks are considered to be inherent: development process, security and communication.

▣ Shorter Time-to-Market

Better schedule predictability and improved scope management at Intellias further reduces the risk of missing critical timelines and road maps. Shorter time-to-market boosts competitive advantage of the business in the dynamic global marketplace.

▣ Cost Savings

Utilizing the outsourcing methodology implementation at Intellias allows to save costs by 30-40% compared to in-house software development (e.g. in Europe and North America).

▣ Growth Opportunities

Additional opportunities for growth become evident as a result of strengthening the IT side of client's business by means of our effective solutions and notable reduction of possible risks.



With geographical and cultural proximity to Europe, Intellias speaks your language. The language of your business.



Constantly growing at 135% annually, we are capable of adding dynamics to your business.

Intellias: IT Dynamics at Your Disposal

Being a fast-growing and dynamic enterprise, Intellias constantly provides its clients with optimal prerequisites for their IT advancement. Growing at double-digit rates our company turned its development into impressive high-powered progress.

Every quality and quantity advancement aims not only at company growth, but also at increased reliability and technical excellence at every specific project as it is a primary goal of Intellias expansion and internal process improvement.

Our flexible management approach ensures optimal allocation of human and technical resources to specific projects. At the same time it displays high performance in meeting clients' requirements and expectations.

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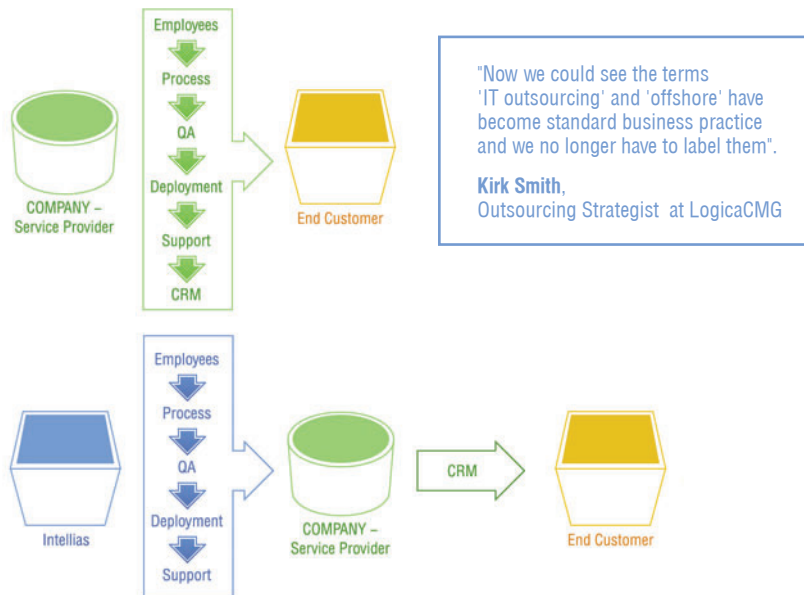
Outsourcing Partnership: Principles & Approaches

Efforts of Intellias team are focused on the on-time and within-budget development of the most appropriate software solutions. Our approach is based on the understanding of customers' needs, expectations and business vision.

By implementing outsourcing, our clients acquire another reliable business partner committed to assisting them in achieving their goals.

The following diagrams best describe the way business workflow looks like before the implementation of outsourced software development and how it improves afterwards.

Structure of Business Partnership



World Famous Companies Already Benefiting from Intellias Services

- ▣ Mizuho
- ▣ RTL Group
- ▣ Skynet Belgacom
- ▣ OpenWeb
- ▣ Pickaweb

Main Benefits to Our Clients

- ▣ Shorter time-to-market
- ▣ Costs savings on product development
- ▣ Focus on core business activities
- ▣ Access to advanced technologies
- ▣ Accurate planning of the IT budget

Main Benefits to Our Partners

- ▣ Sharing & mitigation of risks
- ▣ Additional technical expertise
- ▣ Increased growth opportunities
- ▣ Improvement of financial indicators
- ▣ Setting up a Dedicated Development Center

Intellias: Your Business-Oriented Outsourcing

Technical expertise never stands alone; it is closely related to business strategy.

We at Intellias are not only striving for the technical excellence, but also for compatibility with main business goals of the client.

Building efficient relations between project itself and business environment the client operates in, we are capable of granting long-lasting strategic benefits both to our partner and end-client.

Intellias features continuous predictability in terms of time, quality and costs. Moreover, the similarity of cultural environment enables us to eliminate communication barriers with our partners.

Intellias possesses outstanding ability to manage collaborative and innovative partnerships, perfectly developing your project ideas.

Our team successfully meets the challenges of projects variable in size and complexity, offering solutions optimally designed for specific business needs.

