



ITprovision Belgium/Romania

Your software development outsourcing partner

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ANNEX

Details/costs of potential software development collaboration in Romania Information for our fair partners

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1. Background of our company ITprovision

Our joint Belgian/Romanian company ITprovision (previously known under HumanityCD Belgium and Simple Words Romania) already exists for 7 years. The first years we have been providing programming and digital data services to governments and international organizations. During the more recent years we have expanded and provided software development services to German, Danish, Austrian, Canadian companies. There are two directors and co-owners of this joint Belgian/Romanian company. Details are available on our website www.itprovision.com.

2. Workforce

For the moment we work with a team of 70 people in Romania, of which, 40 people trained in digitalisation and conversion, and about 30 programmers skilled in a variety of programming tasks and environments. We are proud of the quality and intelligence of our collaborators, many of our programmers being awarded in the international Informatics Olympics.

Our solutions cover a broad range of technology areas with core competency in software (with C and C++ as basis), Internet applications, database design, web solutions and CRM. We are expanding this programming capacity to 40 by mid 2005. Updated details are available on our website www.itprovision.com.

3. Partnerships and strengths of the collaboration with us

Our goal is to **create software partnerships or joint ventures** with commercial partners, to which we can provide long-term, optimal, synergistic services based on quality, low costs, experience sharing and loyal relationship.

The strength of Romania is the high quality and intelligence of programmers, the low costs and the cultural and geographical proximity. It is very easy for us to dispatch a programmer or a digitalisation team member for one or two weeks at your place every 3 to 4 months. This possibility greatly optimizes the outsourcing process, communication and collaboration. We are at maximum 3 to 5 hours door-to-door travel from most cities in Europe.

4. Monthly costs per programmer

We will create a dedicated, customized and high-level software team in Romania exclusively working for your company, including direct communication links and training to provide excellency in the requested quality/services mix. In case a job requires exceptional technical expertise, we will quickly find the best professionals so that your projects can be accomplished.

Programmers are charged at project basis or per month.

The costs for an operational programmer who works full-time (this is ca. 40 hours a week) is **2750 EURO per month**, which is the equivalent of ca. **17 Euro/hour**.

The **first 2 months**, in common agreement, this price is **reduced to 1760 EURO per month** (equivalent of **11 Euro/hour**) or to any intermediate salary agreed by the parties till full satisfaction and productivity are achieved. Almost all costs are included in these prices, except travel costs and specific hard- or software.

The enormous advantage of Romania is that these programmers' costs are 40% lower than the costs for similar services in India, and due to proximity, a programmer can come regularly to your place to optimize communication and work-flow.

5. The five steps to start a partnership

- 5.1 The first step would be **preliminary discussion by phone or/and e-mail**. The goal is to assess your company's needs and the best ways to optimize collaboration for your maximum benefits.
- 5.2 Then, in case this would be a serious consideration, we would also like to **meet you at your company's premises or invite you in Romania**.
- 5.3 We would provide you with a **free quote and outsourcing project proposal** taking into consideration your needs and specificities.
- 5.4 The first **two to three months** would consist in performing a **test project** for your company at reduced costs.
- 5.5 After evaluation by your company and mutual feedback, the goal will be to establish a **regular work-flow** taking into account all your needs. We will create a **dedicated customized and high-level software team** in Romania exclusively working for your company, including direct communication links and training to provide excellency in the requested quality/services mix.

6. Details available on our website www.itprovision.com - Contacting us

We are sure the co-operation with our company ITprovision could be successful and beneficial for your company. Details are available on request or on our website www.itprovision.com.

We thank you for your attention and look forward to preliminary discussions, provision of information, a meeting or quote without any obligation. Please contact us at clientcare@itprovision.com.

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