

3 steps to the confidence

The cross-border cooperation program is elaborated by
Neosystems Development

Preconditions

Competitive position of Russia

- Vast talent pool and solid experience in IT
- Low labor costs
- Convenient geographical position
- Taxation: no VAT for IT services export
- Russian mentality are very similar to European
- Political and economical stability

but...

European companies have not enough confidence of Russian services

Objectives

- To make collaboration process clear and transparent in all points
- To assure European partners that Russian companies are trustworthy
- To set up a basis for long-term partnership

Step 1: getting the closer view

To get acquainted with the company means:

- you can visit us in Petrozavodsk any time you wish
- expertise our business processes
- familiarize yourself in general outline with now-going and accomplished projects (confidential information concerned to a project are not revealed)



Step 2: setting and evaluating targets

Correct definition and evaluation of a project is a necessary condition for successful implementation.

It includes:

- defining a final goal of a project and means to implement it
- dividing the process into small phases
- determining costs, deadlines and criterias for result estimation for every phase



Step 3: building up a controllable process

According to our experience we worked out the following principles of comfortable cooperation:

- to use a project management system (customer's system or the our one)
- to appoint project managers from both sides to manage the process on-the-fly
- to manage the process on a basis of everyday interaction



Start now!

- Do you need an ICT-solution for your internal purpose?
- Are you an ICT-company, looking for outsourcing services?
- Are you considering Russia as a perspective market for your ICT-products?

If you reply “YES” at least to one of the points– it means that we are your potential partner.

Contacts

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