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# Ukraine – the champion in Nearshore software development

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## Ukraine



08.03.10

# Where is Ukraine



2 hours direct flight from most Western European cities

Visa-free entry

# Zoom in on Ukraine



# Ukraine is leading in EE



- ✓ Ukraine has emerged as the largest IT outsourcing market among the EE countries

## Achieved by:

- Government support
- Low costs
- Significantly larger talent pool (≈30,000 IT annual graduates)

*Source: Central & Eastern European Outsourcing Review 2008*

# What makes Ukraine a strategic choice for the future ?



- Geographical & time zone proximity
- Same size as Germany
- Similar culture & religion
- Team oriented & proactive business approach
- Big IT pool
  - Population 48 millions
  - 300+ universities and colleges with IT faculties
- Strong educational & scientific background
- Competitive prices & salaries
- Political stability and Non EU Member





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## About Ciklum

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# Ciklum's Credibility



- Danish owned, founded 2002
- 800 employees. 700 in Ukraine and 100 in Pakistan
- Expected 38 mill USD revenue 2010, EBIT & cash flow positive
- Legally bounded to & protected by the EU laws
- References include:



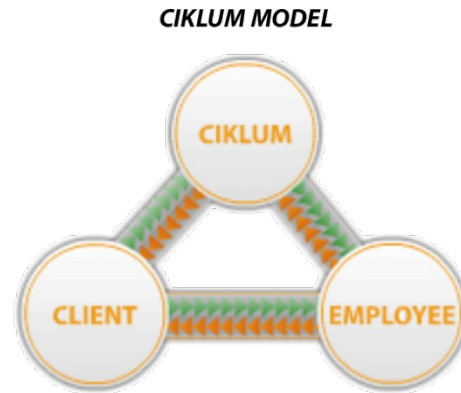
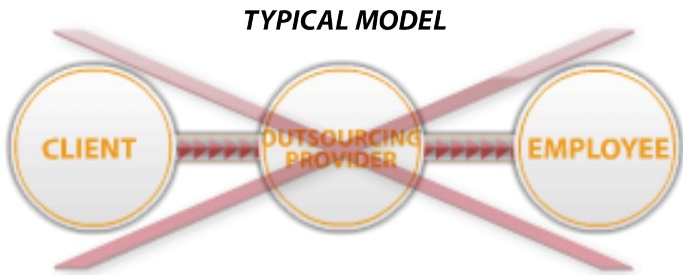
Dansk Supermarked



& many more



# Business model



- Gain all advantages of Inhouse development but on outsourced location
- 8 years of experience: 100+ clients with 800+ employees
- Unique business model on the market
- Core service is Ciklum Clients' Teams extension
- Transparent pricing model: employees' salaries + Ciklum fee
- Cost saving 40-80% TCO

# Competencies & Technologies (Examples)

## Databases

- + Oracle
- + IBM DB 2
- + MS SQL
- + Sybase
- + Informix
- + MySQL
- + MS Access
- + Visual FoxPro

## Development Tools

- + Microsoft .NET
- + C#
- + MS Visual C++
- + Borland CBuilder
- + Borland JBuilder
- + Borland Delphi
- + Oracle Designer
- + Oracle Developer
- + Sybase Power Builder
- + Sybase Power Objects
- + MS Visual Basic

## Internet

### Technologies

- + HTML, XML
- + Java
- + J2EE, EJB
- + JSP
- + ASP
- + ASP.Net
- + PHP
- + DHTML
- + Flash

## Application Servers

- + BEA WebLogic
- + IBM Web Sphere
- + Oracle Application Server

## Project Management

- + Shared Point
- + Microsoft Project
- + Trac system
- + UML modeling
- + CVS, SVN, MS VSS
- + xUnit testing approaches
- + Automated GUI testing

## Operating Systems

- + Windows Family
- + Unix (Sun Solaris, HP-UX, Open VMS)
- + Linux (Red Hat, Debian, Mandrake)



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**Questions ?**  
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