

DIGITAL SYSTEMS

Company Profile

About Us

Founded in 2002 in Craiova, Romania, Digital Systems is a software services provider, delivering value-added application development and IT consulting services for customers in various key industry sectors, such as Telecom, Life Sciences, Logistics and High-Tech.

Digital Systems is based in SW Romania, close to the border with Bulgaria, in an important economic city on the map of Europe.

Why Romania?

- Cost effective EU Member State, Romania is among the top 5 European destinations for all types of global services activities
- Low income tax for IT Companies / Software development companies (local specific conditions)
- Part of Top 10 Best Countries to Outsource Software Development to, based on www.diceus.com
- Romania ranks 6th in the world, based on technology workers per capita. There are more than 64,000 certified IT professionals, with an overall IT manpower of more than 120,000 people.
- EU Member State

Why Craiova?

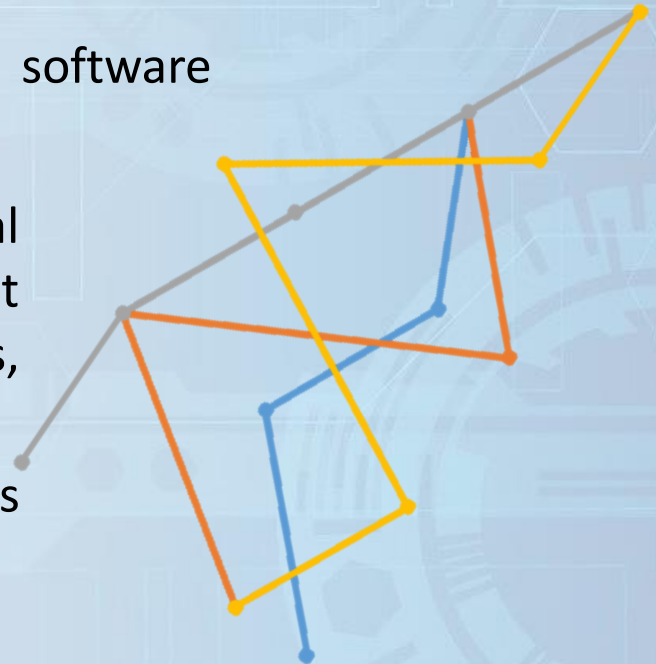
- The 5th City of Romania with around 300 000 people
- University Centre, with an excellent IT and Software Faculty, providing an important pool of IT graduates each year
- Cost effective compared to other cities in Romania
- International airport, with good connections, having 15+ direct flights to EU countries
- Multinational companies located in Craiova (e.g. Ford Company)
- Continuous development of the region

Why Digital Systems?

We can make all the necessary connections for a successful project, based on:

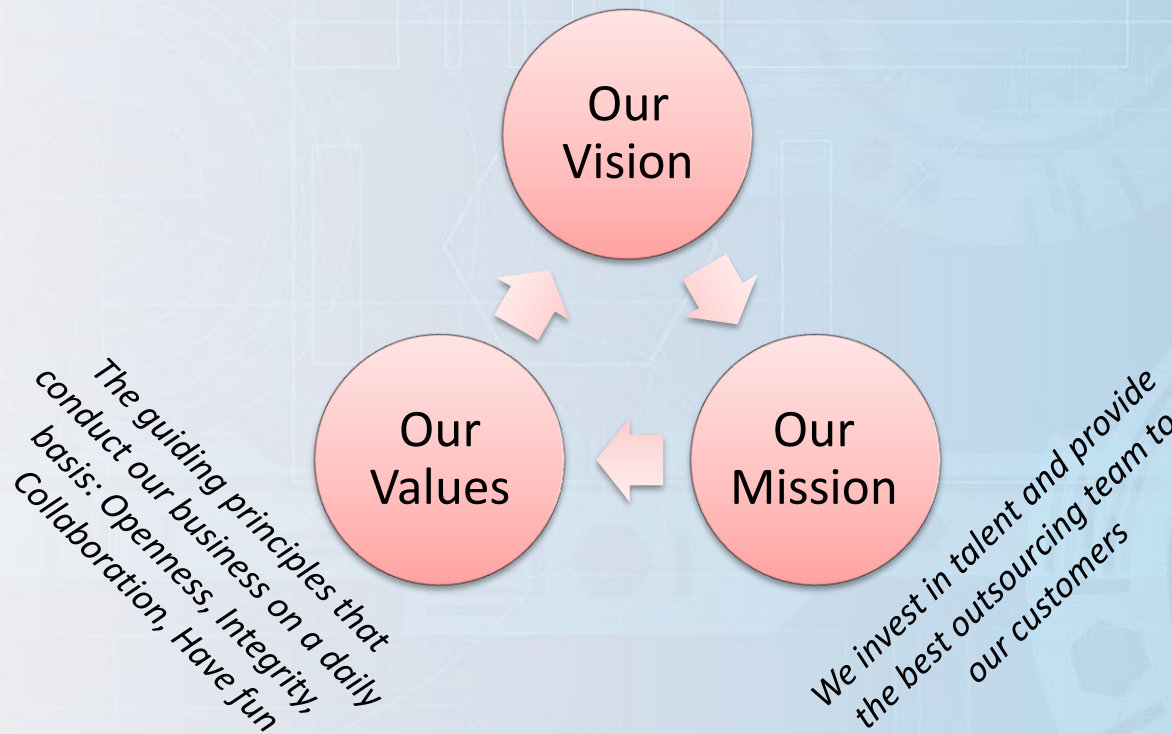
- 18 years of experience in outsourcing, software development and IT consulting
- Skilled engineers with excellent technical knowledge and experience in using latest software standards, tools, platforms, frameworks and technologies
- Domain knowledge based on various successful delivered projects

Success!



Why Digital Systems?

Become part of our partners' success, support them in achieving their strategic objectives and create long lasting business relationships



Why Digital Systems?

Romanian and International Partners over the last 15 years:

- MICROSOFT ROMANIA - www.microsoft.com
- BIT SOFTWARE - <http://www.bitsoftware.eu/>
- BRIDGE/INDES UK - <http://bridge2romania.com/>
- OMNILOGIC RO - <http://www.omnilogic.ro/>
- ENVIRO UK & China - <http://www.enviro.cc/>

Digital Systems General Overview

- B2B Projects for Industries like FMCG, Manufacturing, Energy, Telecom, Tourism and B2G like EU Regional Development Agency, City Hall
- Types of projects : Information Systems (Mass-market software like ERP Implementation and support , CRM product development and Bespoke Software Development) and Embedded Systems (Networking layer 2, layer 3 implementation)
- Size of projects : from 50K to multi-million projects, from 5 to 25+ people

Digital Systems General Overview

- Software Development Technology : .Net, Java, UI/UX, QA (manual & Automation)
- R&D Tools : Microsoft Visual Studio, Microsoft Visio(UML)
- RDBMS : Microsoft, Oracle
- PMM (Project Management Methodologies): MSF, CMMI, AGILE (Scrum /Kanban), PMI
- Methods : Effort Estimation, COCOMO
- Tools : IBM Telelogic, Microsoft Project

Digital Systems Services

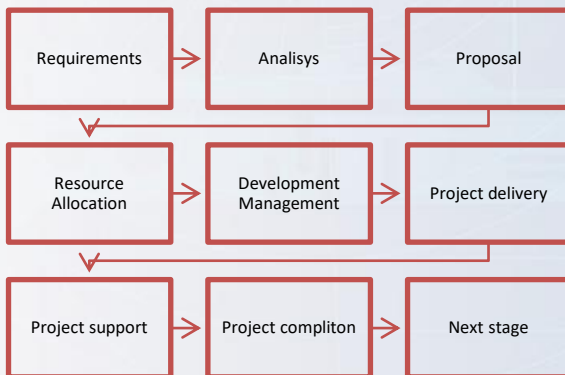
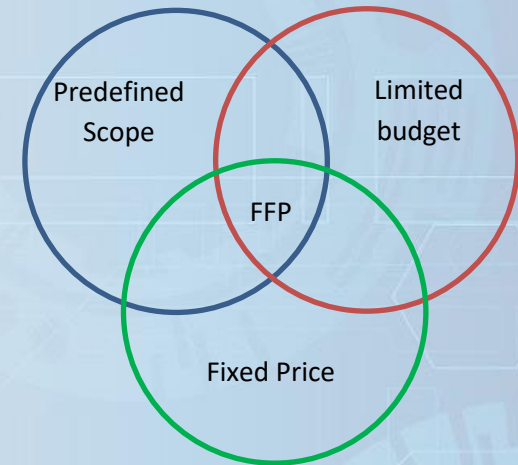
- IT Business & Project Management Consultancy
- Product Management
- Program Management
- Project Management
- System Architecture
- Software Design & Development
- QA – Manual and Automation
- Software Implementation Consulting
- Software Support
- Technical Writing
- ITO / BPO



Digital Systems Business Models

Fixed-price model agreement

- Short-term projects (up to 6 months)
- Customer's PM
- Fixed monthly fee / project / team / person, based on available budget
- Low risk for Client, but slightly higher hourly cost



Time-and-material agreement (man-day price/man-hour price)

- Long-term projects
- Dedicated team
- PM shared between Customer and Digital Systems
- Fixed hourly fee per person
- Low risk for client, with good financial predictability

Digital Systems Business Models

Long-term commitment:

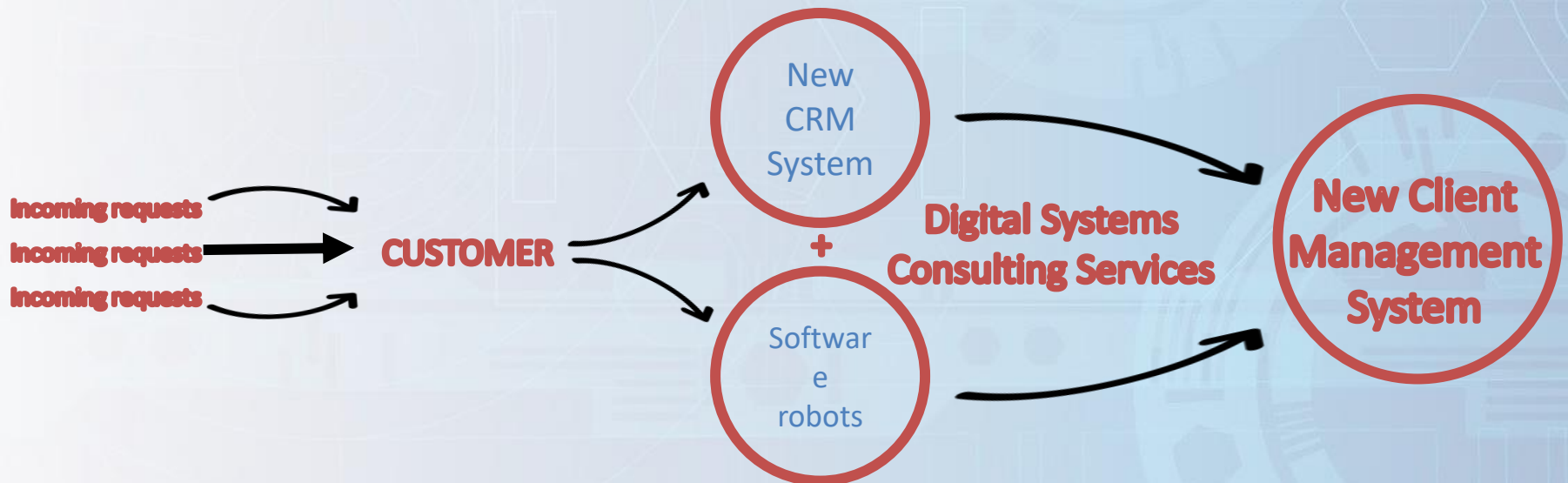
- Long-term Agile self-managing teams
- Customer's Product Owner
- Digital Systems PM
- Dedicated team
- Fixed monthly fee / person
- Sprint delivery and acceptance
- Low risk for client, with good financial predictability



Digital Systems Projects

a) **Software Consulting Services** for one of our customers in the UK, a mid-sized accounting company, to implement a new CRM solution.

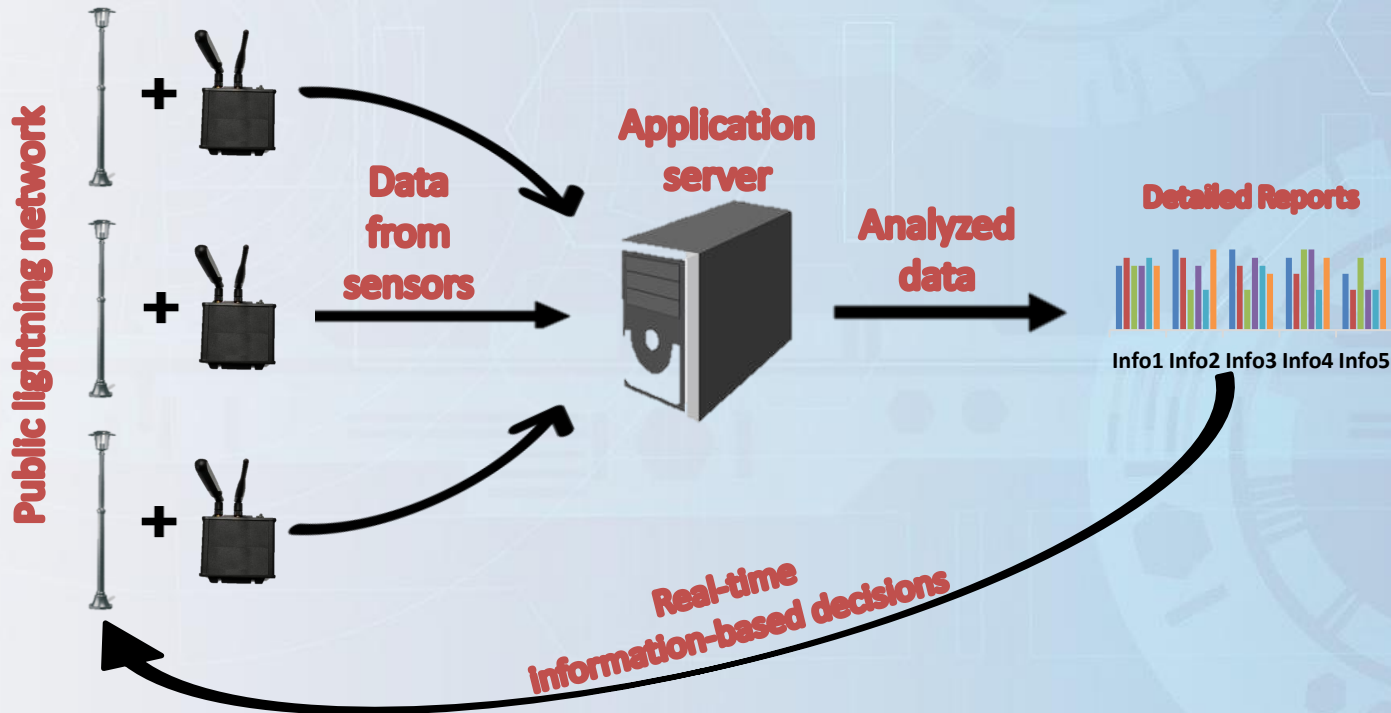
- **the result** was a system that led to increased customer satisfaction, **increased business volume** and a **better EBIT** for the customer.



Digital Systems Projects

b) **Project Management Services** for one of our customers in Romania, part of a smart city program, for an IOT smart lighting project.

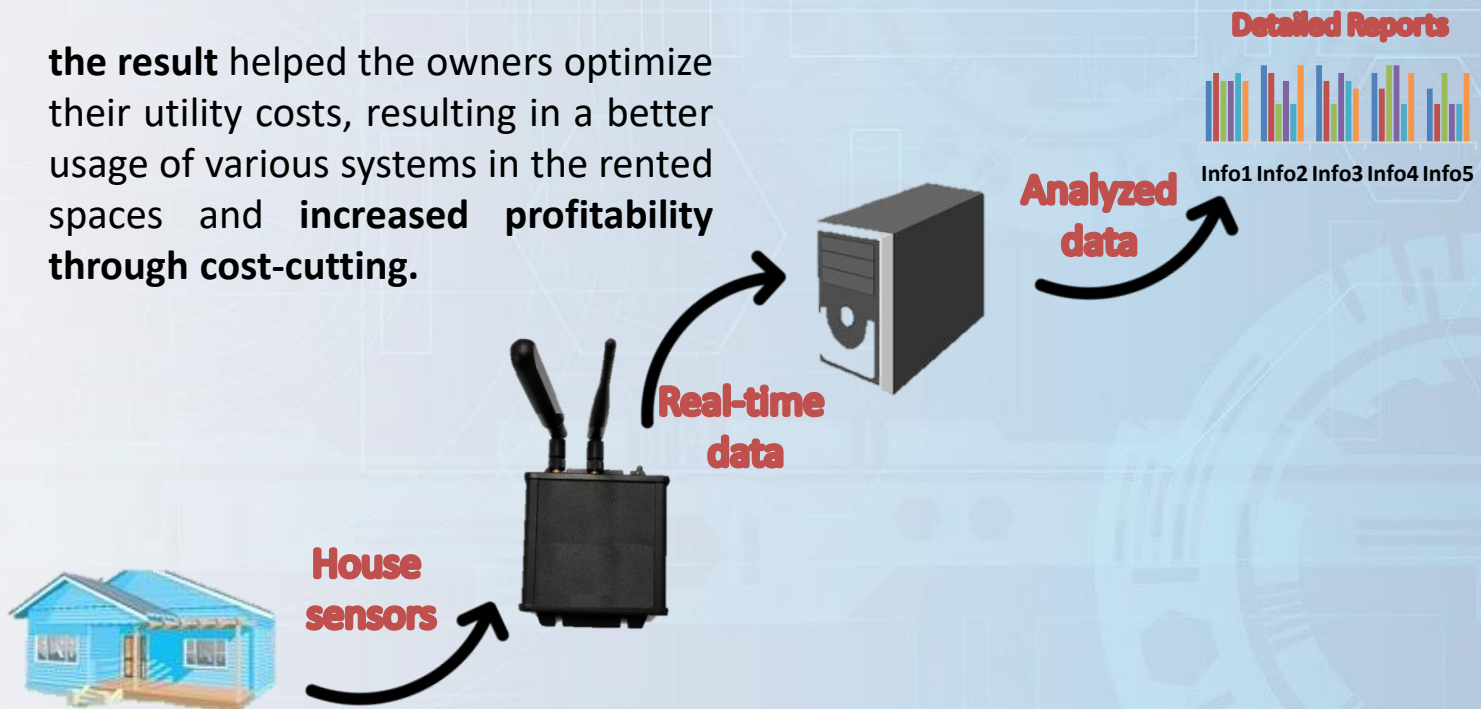
- **the solution** was a system that can collect, send and analyze data taken from sensors, for an **efficient monitoring of power consumption and cost control**.



Digital Systems Projects

c) **Project Management Services** for one of our customers in the UK, a company supporting UK Tenancy Agencies, to develop and create a monitoring system for rented space.

- **the result** helped the owners optimize their utility costs, resulting in a better usage of various systems in the rented spaces and **increased profitability through cost-cutting.**



Thank you!