

www.archer-soft.com

Barents Sea

NOVAYA
ZEMLYA

Norwegian
Sea

SWEDEN

FINLAND

NORWAY

St. Petersburg

North
Sea

IRELAND
KINGDOM
London

NETHERS
BELG
LUX.

GERMANY
FRANCE

POLAND

Moscow

Izhevsk

Perm'

Astana



archer®

WE DEVELOP SUCCESS

- 11 years of progress
- Best Ukrainian IT-team 2010
- Over 350 various successful projects
- Over 200 happy clients from US, Europe, Israel

OUR MISSION

Deliver first class solutions to our clients through the local pool of trained and experienced professionals.



"The Archer team is professional, they truly care about the product and results, and they deliver quickly."

Jack Welde, Smartling Inc., Founder & CEO

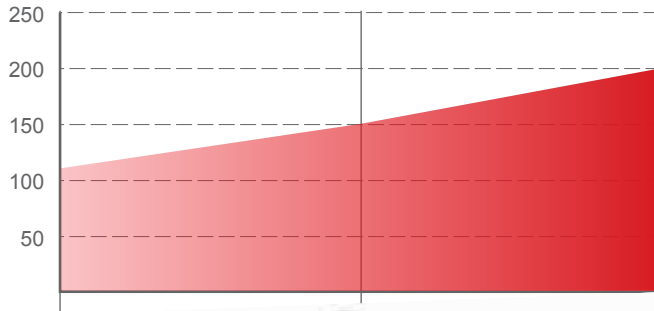


CREATE

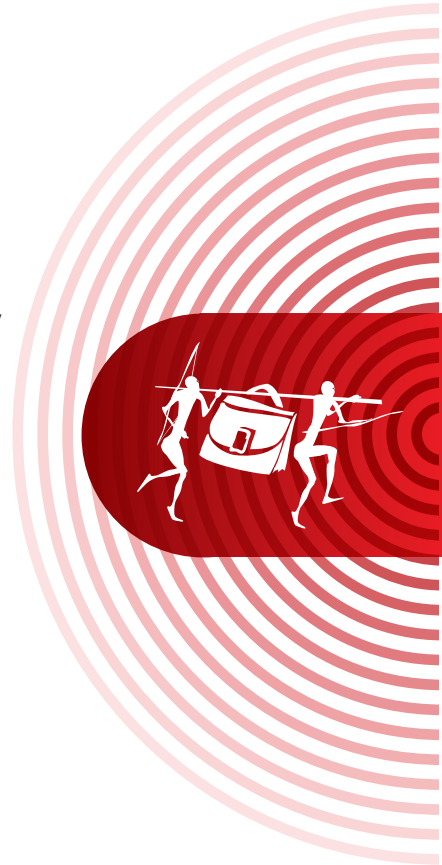
Archer Software Ltd. is an offshore software development company. Founded in 2000, Archer Software is now one of the leading software companies in Ukraine. We are the group of talented, ambitious and pro-active people with years of successful experience in the industry. We know that the key of our success lies in our customers' success. Our headquarters and development center is located in "east capital" of Ukraine in Dnipropetrovsk.

Archer Software provides unique outsourcing services for the global IT market. We help our customers gaining a competitive advantage by providing services in fast, affordable and professional manner. We do not just develop, consult or support - we provide the best solution for our customers' needs.

Although our prices are generally 3-4 times lower than those of European and US companies, we view this as only part of the value we bring to our clients.



Company Size



SERVICES

Software development

CREATE. We lead you to the top throughout the duration of the project: estimation, requirements, team, work control, risks, QA (quality assurance), on-time delivery, and other types of support. We work with every possible kind of software projects – see “Success stories” to learn more.

Net Ops

SUPPORT to enhance. We offer you a long-term support and remote administration for your IT infrastructure with 99.9% uptime – always going, never stopping and constantly improving. With the experience of IT administration for more than 300 servers on Rackspace and Amazon Archer is your reliable virtual NetOp.

ODC

EMBRACE new markets and opportunities. Today you can establish your own offshore development center here in Central-Eastern Europe with a separate office and a team dedicated to your project.

Thus you get a development center and a physical support center in one.

Archer provides the premises, infrastructure, communication facilities, hardware and a team of professionals (recruitment and education) to guarantee your success.



Rent-a-man

COLLABORATE with the best. It's easy to "Rent-A-Man":

1. Rent our employee for any necessary term paying a monthly fee.
 2. Rented employee (rentee) works on-site.
 3. Rentee remains Archer Software's employee.
 4. We pay rentees their salary and take care of other benefits.
- Presented default structure could be modified for any situation.
Your benefit is that our professional is working on-site and is able to manage your specific issues in much more effective way.

Other

- BPO
- Cloud Data Center
- Contact Center
- CAD works
- PCI compliance
- Business analysis
- Visual design
- Video and 3D
- Sound and music

**"Archer's
managers as well as
grass root team
members have
demonstrated very high
levels of commitment... and
understanding of my needs
as a customer."**

*Boris Rakhlin, Ignite Ltd.,
Project Management
Director*

www.archer-soft.com



BUSINESS FOUNDATION

Our people:

We strongly believe that our employees are one of our greatest assets.

The goal of our HR Department is simple: to select the best candidates available. In our quest for the top-caliber candidates we cooperate regularly with major universities and Technical Research Centers throughout Ukraine.

All Archer Software employees go through a structured annual training program.

Responsibility & Communication:

Project manager

Every project has an assigned project manager who speaks fluent English and is available to answer any questions or handle any concerns.

On-site visits

We do arrange visits on-site where it benefits project flow. Archer's headquarters are just 2-3 hours of fly time from the majority of European cities

Communication

Our local time zone is GMT+2. This ensures convenient and effective communications with our European customers. Also we are still working when US customers come to their offices.

Control & Security:

Reporting

With the online interface of Archer software's Producer™ application each our client is able to view (as well as slice and dice) the up to the moment details of their project(s). Per customer preferences- we email a project progress report on a daily basis.

Privacy

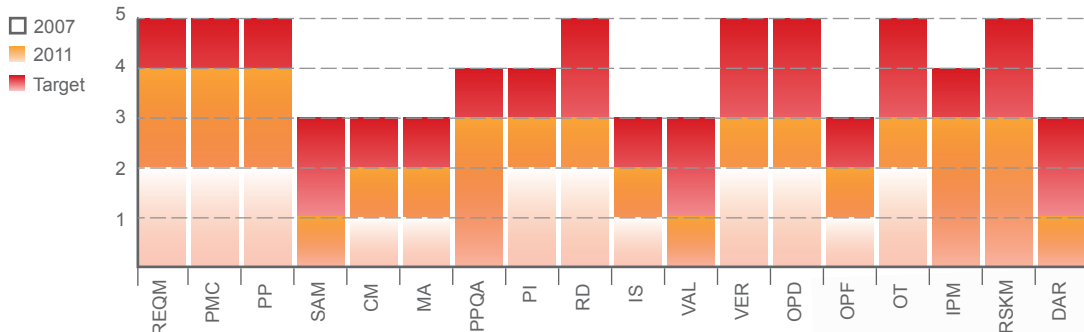
We respect our clients' intellectual property and keep all confidential information private. Needless to say we always sign a Non-Disclosure Agreement.

Safety

Our redundant and secure infrastructure elements provide us with the conditions critical for keeping the vital business data safe.



Archer Target Profile





Customer Daily Report 15/02/2007

Quick view:

Project	Open	Close	Abse	Total
Conversion	1	1	2	4
Expense	1	7	8	11
Total	2	8	10	15

Open question:

Project	Task	Who asks	A question	Answer
Conversion	Requirements	Isen asks	Please clarify the report #134 Please clarify the report #134	Answer
Conversion	Coding	Abse asks	How SAP client connected to the server? How is SAP client	Answer

Detailed work:

Project, Hours	Task, Answer	Start/End Date, Time	Answer
Conversion 4		begin: 01.05.2007 end: 21.05.2007	
		project: DemoProj1	group by: none tasks projects
		task: -All-	REFRESH EXPORT
		employee: -All-	
Expense 11			
Total 15			
This report is generated by Archer Archer Software, LLC, 2001-2007, All rights reserved. mailto:info@archer-software.com			

date	project	task	hours	employee	
01.05.2007	DemoProj1	Requirements	3	Dev1 Demo1	
02.05.2007	DemoProj1	Requirements	6	Dev1 Demo1	
02.05.2007	DemoProj1	Requirements	7	Dev3 Demo3	
03.05.2007	DemoProj1	Application Implementation	8	Dev2 Demo2	
03.05.2007	DemoProj1	Database Design	4	Dev1 Demo1	
03.05.2007	DemoProj1	Requirements	3	Dev1 Demo1	
03.05.2007	DemoProj1	Requirements	5	Dev3 Demo3	
04.05.2007	DemoProj1	Application Design	2	Dev1 Demo1	
04.05.2007	DemoProj1	Database Design	4	Dev2 Demo2	
07.05.2007	DemoProj1	Application Design	6	Dev1 Demo1	VIEW
07.05.2007	DemoProj1	Application Design	2	Dev2 Demo2	VIEW
07.05.2007	DemoProj1	Application Design	7	Dev2 Demo2	VIEW
07.05.2007	DemoProj1	Application Implementation	7	Dev2 Demo2	VIEW
07.05.2007	DemoProj1	Application Implementation	8	Dev2 Demo2	VIEW
07.05.2007	DemoProj1	Testing	5	Dev1 Demo1	VIEW
07.05.2007	DemoProj1	Testing	8	Dev3 Demo3	VIEW
07.05.2007	DemoProj1	Application Implementation	8	Dev2 Demo2	VIEW
07.05.2007	DemoProj1	Support	5	Dev2 Demo2	VIEW
			58		

"I consider Archer to be an indispensable partner in my work, one that has added tremendous value to my business."

*Robert Matsuoka,
MokaMedia Partners
LLC, Principal*



TECHNOLOGIES



Areas of Expertise

Content Management
Business Intelligence/Analysis
Manufacturing systems
Business Automation
Business Network integration and Security
Mobile, Wireless and Embedded Systems
Internet/Intranet Solutions
Remote Network Administration
Multimedia

Microsoft
GOLD CERTIFIED
Partner

Programming languages

Java, C#, C/C++,
RUBY, Perl,
Python, VB, Delphi,
SQL...

Frameworks

J2EE, .NET,
MVC, WPF, AIR,
WCF...

Mobile platforms

iPhone, iPad, iPod,
Android,
Blackberry...

Social services API

Google Apps,
Facebook API,
Twitter API,
FourSquare...

CMS:

Drupal, Joomla,
Wordpress,
Salesforce,
Magento...

Web

ASP.NET,
Silverlight, RoR,
JSP, Jscript, Flash,
Flex, Ajax, Web
Services, PHP,
Apache...

Embedded

microcontrollers –
PIC, AVR, 80C51,
ARM; OS – NUT
OS, RTX51...

**"When an
immediate reaction
was needed from
Archer, they always
provided the required
support quickly."**

*Moshe Elgressy, Product
Manager, iPass Inc.*



SUCCESS STORIES

Our customers' industries

**Internet Services,
Financial, Medical,
E-Learning, High-Tech,
consulting / IT
integration, Media,
Telecommunication,
Hardware Manufacturing,
online Marketing;
Hospitality, Human
Resources**



40%

30%

30%

**"I would
recommend
Archer as a software
partner, especially for
projects with any
significant scale and
complexity."**

*Jack Welde, Smartling
Inc., Founder & CEO*

CLIENT: JPMorgan Chase & Co., USA

Business challenge: As marketing processes grew in quality and quantity a need for BAM system appears at JP Morgan Chase

Value delivered: On a partnership basis Archer Software and Runtime Technologies implemented Brand Asset Management (BAM) system at JPMorgan Chase – a leading financial services company with global scale and reach. BAM makes managing brands easier, more effective, and cost-efficient because of 4 advantages: 1) Features/Functionality; 2) Architecture/Infrastructure; 3) Open Source; 4) Software as a Service (SaaS).

Result: The system was implemented and is being used by almost 1000 company's marketing managers

– JP Morgan's marketing budget dropped 8% (!) due to the usage of BAM

– JPM Corporate Brand Manager says: "It's awesome: delivered fast, fits my budget, easy to use. Cuts my admin time by 50%"

CLIENT: United States Golf Association, USA

Business challenge: Earlier used system was not able to handle the amount of existing users, was morally outdated and needed an improvement and adding functionality.

Value delivered: Archer Software had IT works done for USGA 's website, payment system etc. In 2009 USGA's web portal embracing all the needed information and operations started to get major support from our team. In 2011 a major front end and back end support keeps USGA's website running smoothly. Web portal is debugged by Archer solely

Result: USGA's payment system is made completely PCI compliant. eClubhouse and eGolfer projects supported by Archer successfully handle up to 300K users.

CLIENT: Brightstar Software, Ireland, Great Britain

Business challenge: Volvo commissioned Brightstarsoftware in partnership with Archer to develop from scratch a mobile application for viewing information about Volvo vehicles.

Value delivered: In partnership with Brightstarsoftware Archer's Android team developed a mobile application which announces last news from Volvo, gives the views of models technical details and screens viewing, shows the list of nearby dealers and distance to them, allows calling to dealer/Volvo/Help, etc.

Result: The application is successfully up and running now fully satisfying Volvo's needs.



**DIFFERENT SIZE
SAME GOOD QUALITY**

HR



Educational Distribution in General and in New Projects

General Educational Distribution

% of Employees	Degree	Relevant Majors
65%	Masters	computer science, applied mathematics and radio physics
25%	Bachelors	computer science, applied mathematics and radio physics
10%	Technical Schools	

New Projects Educational Distribution

% of Employees	Degree	Relevant Majors
80%	Masters	computer science, applied mathematics and radio physics
20%	Bachelors	computer science, applied mathematics and radio physics
None	Technical Schools	

Seniority Distribution in General and in New Projects

General Educational Distribution

% of Employees	Seniority Level
40%	Senior Developer
45%	Regular Developer
15%	Junior Developer

New Projects Seniority Distribution

% of Employees	Seniority Level
65%	Senior Developer
35%	Regular Developer
None	Junior Developer



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Profile of employees being hired by Archer:

80% of employees before being hired by Archer had previous work experience. The original expertise industries include the following:

- Logistic & Trading
- Publishing
- Mobile operators
- Other offshore development companies
- Scientific workers

Employee Quotes:

"I have been working at Archer for 5 years already. I came to Archer from another industry. From my experience working at Archer I would stress that the company fulfills all its obligations towards the employees on a permanent basis. The things that make my life at Archer more enjoyable are:

- Interesting and challenging projects
- Comfortable work environment
- Talented co-workers

My work is structured in such a way that I'm able to continue my professional growth. Taking into consideration the growth of the projects number the opportunities for my professional development are great. I appreciate such course of events."

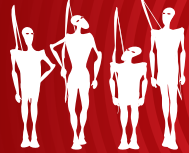
Marat, A.

"I have been working at Archer since November 2001. My expectations for a challenging work and career have come to realization. I like the balanced approach from company's management, the company is growing. I personally started at Archer as a Junior developer, I'm an CTO now. I was able to acquire both technological and project management skills. Generally I would say that there is a comfortable working atmosphere at Archer. There's professionalism in both cooperation with the clients and in arranging internal processes. Archer had enabled my professional growth in terms of working on challenging projects and keeping in-step with new technologies."

Pavel, I.

"Working with an organization that has a structured process in place has made outsourcing a painless process."

Jason Leach, PeakPlayer, Product Manager



COMPANY AND CONTACTS



New York

Dnipropetrovsk

Simferopol





archer®
We develop success

Home for talents

- Dnepropetrovsk is one of the 3 largest cities of Ukraine.
- Over 15 higher educational establishments with 1000+ young IT M.S. and B.S annually graduating
- Strong scientific base – Dnepropetrovsk is known as Ukrainian “space capital” which demonstrates not only the development of space science but the scientific leadership we hold in Ukraine.
- The maturity of the local IT branch results in a high demand for technical specialists and provides them many opportunities to step up, realize and develop themselves.
- Developed air, aquatic, railway and roads traffic interchange are true for the whole Ukraine and Dnepropetrovsk as it is one of Ukrainian central cities.



archer®
We develop success

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