



Flexible Innovative Targeted Software

Rate Card

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1. Vision and Offer

WE ARE young and competitive - as we grow in one of the most dynamic hi-tech market in the CEE Europe

According to the European Commissioner for Digital Economy and Society, Maryia Gabriel, `the whole world is starting to realize that Romania is one of the main suppliers of software engineers`. Born on this competitive market we understand that quality work and custom products are the keys to successful businesses.

WE BELIEVE in the boost of startups and small businesses, as they are keys to refresh the world we live in, with the touch of technology

Regardless of the country or continent, as well as the activity field, startups (like us) are drivers to innovation and fresh approach of the future economic world. In this world nothing is possible without smart software solutions. We believe in the impressive potential of startups and we are willing to support their growth with our quality custom software products.

WE PROVIDE innovative tools so as you can afford our high-quality products

Our custom software development services offer is innovative both in concept and in purchasing methods. The services we provide include enterprise web, mobile and desktop application design and development, along with database management and all other needed services in order to deliver high-quality software products.

2. Our Experience

A company means, in its essence, its **people**. Especially in high value-added fields, like software development, the professional quality of the staff involved is essential.

From general to particular, our company benefits of all prerequisites in order to provide services and products at highest quality.

The context: our managing partners and our staff as well are formed and have professionally evolved in **Romania**, a country which is known as one of the most competitive and valuable suppliers of software experts in the world.

For more experience information please visit our [Samples projects from founders' software development experience](#) page.

3. Rate Card

Activity category	Over 6 man - months	3 - 6 man - months	1 – 3 man - months	0 – 1 man - months
Architecture	€ 51	€ 54	€ 58	€ 60
Development	€ 34	€ 36	€ 38	€ 40

All rates are hourly rates exclusive of VAT (not applicable for US, Australia and deductible for EU).

The rates are applicable for an activity category and not for the level of competency of the allocated resources. FIT Software guarantees high-quality of the deliverables regardless of the resources allocated to the project. This is achieved by always checking the results of junior engineers by highly qualified senior software engineers.

Current rates apply to work performed at FIT Software office. For on-site work the rates will be agreed based on specifics of the project. Any expenses related to working on-site will be supported by the customer.

In the rates above are applied volume discounts. However, FIT Software can choose to apply additional discount, up to 10%, in context of a specific project, based on the following factors:

- Project and business domain – Some domains offer interesting challenges for developers and thus points for improving their knowledge. FIT Software offers up to 3% discount for developing software products in such domains.
- Technologies used – If, at the time the project starts, it uses the latest technologies, or, for further developments of an existing project or change requests, the customer is open to refactor the code in order to accommodate latest technologies, FIT Software offers up to 3% discount.
- Deadline flexibility – If the customer is open to keep a flexible deadline in the same original effort estimate, meaning that the total effort will be the same, but the deadline date can vary up to 25% from the original finish date, FIT Software offers up to 4% discount. This helps our company better manage the resources inside the company.

Architecture and related activities

This category refers mostly to activities that have an overall impact in the project and require highly qualified software engineers with disciplined agile mindset, able to take

decisions in the general context of the project. The activities in this category ensure the smooth evolution of the project.

There are many activities that architecture category includes, some of them being:

- Conduct architectural analysis, provide architecture advise based on deep experience and design solution architecture
- Architectural requirements analysis
- Provide leadership/project management to ensure success and client satisfaction
- Provide consulting regarding a specialized field
- Provide evolution advise
- Ensures communication between development team and stakeholders
- Coding high-complexity algorithms

Development and related activities

This category includes all activities that need to be implemented in order to complete a project. Execution of such tasks do not necessarily need an overall perspective of the project.

Some of the activities included in this category are:

- Business requirements analysis
- Product design
- Development
- Quality Assurance, Quality Control and Testing
- Deployment

4. Core competencies

FIT Software provides a broad range of services and solutions including:

Outsourcing Development Services

Software Outsourcing allows your company to be more cost-effective while transferring part of the workload to a third party.

By using Our Software Outsourcing Development Services your Company will benefit from a reduced amount of effort by passing on specific tasks and projects. This is partly because you will not need to hire new personnel while having to deliver a quality product on time, using untrained or temporary employees. The flexibility provided by our Software Outsourcing services can help grow your business and ensure that the workload does not exceed your company's current output.

Our well-trained software engineers, testers and developers will handle part of your Software Outsourcing transfer project, allowing around the clock productivity without increased costs, ensuring on time delivery of your task at hand.

Enterprise Application Integration Services

Enterprise Application Integration Services help companies to support and refine high-level business processes that involve different departments, applications and data sources and requires straight-through processing, seamless data interchange and integrated business rules execution.

Enterprise Application Integration Services addresses three main problems that may affect companies' performance:

1. Time loss and inadequate efforts for transferring process-related data from stage to stage.
2. Low information availability and huge efforts spent on data mining, aggregation and validation.
3. Huge IT team efforts to support changes, system maintenance, access rights management, etc.

Consulting Services

FIT software offers consulting services in all fields related to a software product, some of them being:

- Requirements gathering and analysis services
- Business process optimization
- Software Installation and Configuration

- System Analysis
- Software Architecture and Design

Business Intelligence Solutions

Business intelligence (BI) leverages software and services to transform data into actionable intelligence that informs organizations strategic and tactical business decisions. BI tools access and analyze data sets and present analytical findings in reports, summaries, dashboards, graphs, charts and maps to provide users with detailed intelligence about the state of the business.

Although business intelligence does not tell business users what to do or what will happen if they take a certain course, neither is BI only about generating reports. Rather, BI offers a way for people to examine data to understand trends and derive insights.

Big Data Solutions

Big data technologies describe technologies and architectures, designed to economically extract value from very large volumes of a wide variety of data, by enabling high-velocity capture, discovery, and/or analysis.

SaaS Solutions

Software as a Service (SaaS) is a software licensing and delivery model in which software is licensed on a subscription basis and is centrally hosted.

Building SaaS solutions our developers take into consideration all important aspects to create quality software, and provide all necessary consulting services to the customer in order to take the best decisions regarding the implementation of the product.

EDI & B2B Software Solutions

Electronic data interchange (EDI) is the concept of businesses communicating electronically certain information that was traditionally communicated on paper. The two classic examples of such information are purchase orders and invoices. Standards for EDI exist to facilitate parties transacting such instruments without having to make special arrangements.

Business-to-business (B2B) refers to a situation where one business makes a commercial transaction with another. This typically occurs when: A business is sourcing materials for their production process.

B2B solutions for wholesale distribution fall into the following categories:

- Enterprise Resource Planning (ERP)
- Accounting
- Customer Relationship Management (CRM)
- Supply Chain Management
- Warehouse Management
- Inventory Management
- Sales Order Management

Based on a detailed list of requirements, FIT Software can provide the development services for any combination of the above categories for a B2B solution.

Custom Solutions

FIT Software provides services across a broad range of technical fields with highly specialized software engineers.

We can either create from scratch or extend different types of systems (including Mobile, Web or Desktop applications) guaranteeing also the quality of the deliverables by embracing an agile development process.

5. Technologies

Development Tools and Languages:

- Microsoft .NET Framework and .NET Framework Core
 - C#, C++, VB
 - WPF, WCF
 - XML Web Services, SOAP
 - COM+, Enterprise Services, MSMQ
 - ADO.Net, Linq, Entity Framework, Entity Framework Core
 - ASP.NET Web Forms, MVC, MVC Core, Silverlight
 - Windows Forms
 - Windows services
 - .Net Remoting
 - Visual Studio
- C++, C, MFC, ATL
- XML, XSLT, XSD, DTD, XPath
- CSS, HTML, Javascript, JQuery, Knockout, Angular

Databases:

- Microsoft SQL Server – OLTP, OLAP
 - Analysis Services
 - Integration Services
 - Reporting Services
 - Failover Clustering
 - Replication (Snapshot, Transactional, Merge)
 - SQL Server Express
- MySQL

Platforms and Servers:

- Microsoft Windows Server System
- Microsoft Windows – all versions
- Microsoft Share Point Portal Server, Share Point Services

Tools:

- Microsoft Visio
- Microsoft Project
- Team Foundation Server
- Visual Studio SDK, DSL Tools