



Value of Talent. Delivered.

SUMMARY

Located in the USA, Western and Eastern Europe SaM Solutions provides software development and business process outsourcing services for European and American businesses. SaM Solutions brings over 17 years of experience to the table. ISO 9001 certified methodology is adhered to and ensures the highest level of process quality with emphasis on control, transparency and risk mitigation.

BUSINESS VALUE

SaM Solutions pursues confident long-term business relations with its clients, in order to add value to the client business by enabling it to stay competitive and agile in today's global economy:

- Improved quality of software applications, products and solutions;
- Reduced costs on highly-competent IT resources and modern infrastructure;
- Flexibility and scalability in IT staffing;
- Optimized business processes, transparent and manageable IT spending.

IT outsourcing

COMPANY OVERVIEW

Testimonial

Definition 6 leverages expertise in business applications, advanced infrastructure, design, marketing and consulting to create innovative communication, collaboration and commerce solutions that help clients increase revenues and reduce costs to build competitive advantage.

Paul Hernacki
Chief Technology Officer
Definition 6



SaM Solutions is an international privately-held company with offices in Germany, USA, UK, Netherlands, Belarus and Ukraine. Since 1993 SaM Solutions has offered software development outsourcing services. The company employs a talented team of currently 600+ IT specialists that have successfully delivered over 400 software projects to date.

SaM Solutions' continued commitment to process excellence has been demonstrated through our adherence to ISO 9001 standards, first certified corporate wide in 2002.

The company strives to maintain superior technology proficiency through technology partnerships with IT industry leaders such as Microsoft, Oracle and Sun Microsystems. SaM Solutions also plays an active part in the open-source community by contributing to and supporting open-source projects, solutions and conferences.

SOFTWARE SERVICES

Testimonial

In addition to just C++ programming, we needed architectural and design skills. As a result, the big picture be-came much clearer then, and develop-ers were empowered to suggest their own solutions for problems and to provide concepts of their own.

To achieve this major milestone, SaM Solutions supported Lexware's team with very good project management, continuous reviews, lots of direct communications, speedy clarification of open issues, and at the same time continued to deliver high quality re-sults.

Maik Kledowetz
Head of Development
Lexware GmbH & Co.KG



SaM Solutions provides a full spectrum of software services, enabling its customers to view concepts on the strategic level and think about IT solutions/software applications in terms of business objectives.

- 1 Business analysis, software requirements co-development
- 2 Architecture and design of software application
- 3 Custom software application development
- 4 Technology/data migration, porting of software
- 5 Re-engineering of legacy software applications
- 6 Support and maintenance of software applications
- 7 Customization/localization services
- 8 Software testing and quality assurance

SaM Solutions defines processes methodically with its clients, in order to ensure that every project is implemented in a managed and transparent manner.

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CORPORATE EXPERIENCE

Vertical Industries

SaM Solutions has experience delivering custom software applications for a number of vertical industries, including:

- Banking and finance
- Energy and environmental control
- Governmental sector
- Insurance
- High-tech
- Higher education and research
- Logistics and warehousing
- Manufacturing and transportation
- Retail and consumer goods

For over a decade of its business history SaM Solutions has implemented for its clients over 400 software development projects, dramatically different in technology, complexity and duration. The company methodically applies its corporate intellectual capital to various business challenges with efficient software technology solutions. Some of the technical areas that SaM Solutions has multi year experience:

- .NET Enterprise Platform
- J2EE Enterprise Platform
- Java and cross-platform solutions
- SAP, Lotus business platforms
- Desktop applications, client-server and n-tier systems
- Open-source, UNIX and Linux technologies
- Secure application infrastructure, PKI and Smartcards
- System programming and drivers
- Real-time and embedded software
- Data storage and networking systems
- Localization and internationalization

PROCESS AND QUALITY

Testimonial

SaM Solutions has provided highly trained staff, and kept awareness of their performance in the project collaborating closely with the EPO's project management.

SaM Solutions has had capacity to adapt to the challenges of the project, providing timely deliverables even in extreme situations where deliverables and requirements had not been properly defined or missing.

SaM Solutions has proven wide experience in the variety of products and environments needed to fulfill their work.

Angel Figueroa
Secure Products Program Manager
European Patent Office



Engaging the best people and latest technology in a project does not yet guarantee its success.

SaM Solutions relies on its vast development experience and proven industry practices to guarantee the manageability of every project. SaM's processes ensure transparency, efficiency and manageability in every engagement. Our methodology is focused on integrating the software development services seamlessly with the customer's workflow and on delivering high-quality software within time and budget constraints.

SaM Solutions follows a corporate-wide quality assurance system, covering all project stages from initiation, analysis and design to individual developer work assignments. In 2002, SaM Solutions Quality Management System (QMS) was certified for compliance with the ISO 9001:2000 standard.

SaM Solutions' QMS comprises a set of documented procedures and best practices which helps to continuously improve the corporate methodology and processes, ensuring the quality of the end product.

KEY DIFFERENTIATORS

STRONG INTERNATIONAL BUSINESS

SaM Solutions is a profitable privately-held company. It has persisted as a well-run, agile and innovative business throughout its business history in the offshore software development services market, due to:

European Management and Effective Structure. Visionary leadership within the company is ensured by German strategic management, a goal-driven Executive Board, and operative managers educated in leading European universities.

Established Customer Base. SaM Solutions has been working successfully with private and governmental organizations, international businesses and start-up firms. Today SaM Solutions' clients include Siemens AG, SAP AG, European Patent Office, Lexware GmbH, azh GmbH to mention just a few.

Enforceable Contracts. SaM Solutions clients have a choice to stay within the legal domain of their country, including Germany, USA, UK, or the Netherlands.

CUSTOMER-ORIENTED MODEL

SaM Solutions' ultimate goal is to ensure the customer maximizes the benefits of outsourced software.

A lasting business relationship across distance, different cultures and language barriers cannot be built without defined procedures. But as experience demonstrates, no implementation method by itself is a 'one-size-fits-all' solution for every budget and timeframe. Therefore, SaM Solutions will advise and work with the customer on matching business processes towards a software development methodology that is best suited for the client's unique needs and ensures maximum returns.

As a global technology outsourcing provider, SaM Solutions makes a consistent effort to guarantee efficient project communication, by providing:

- Onsite teams that closely collaborate with the customer to get a better understanding of his/her business and project requirements;
- A secure and efficient communication environment for all the distributed team members, both onsite and offshore/near-shore;
- Specialized information infrastructure and effective communication tools for centralizing, organizing and managing all project information.

PRIME OFFSHORE LOCATIONS

SaM Solutions main Offshore Development Center is located in Minsk, Belarus, a convenient two-hour flight from Germany:

- Considered part of the 'Silicon Valley' of the former Soviet Union, Belarus has retained a superior level of IT infrastructure and facilities, as well as exceptional talent.
- SaM Solutions is consistently expanding its talent pool through long-term partnerships across Computer Science Universities in the region.
- The Belarusian government realizes that IT plays a major role in the country's economy and provides state support through High-Tech zone initiatives.

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