

# S|D|E|X

SOFTWARE & DIGITAL EXCELLENCE

| The partner to lean on  
| for tech solutions

[www.sdex.dk](http://www.sdex.dk)





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# Our expertise



## Team-based outsourcing

A long term partnership that is most valued when you need to build a dedicated team offshore.

We help companies build a fully functional team from scratch that includes developers, designers, and product managers or add an additional developer to your team to fill a skill gap.



## Software development

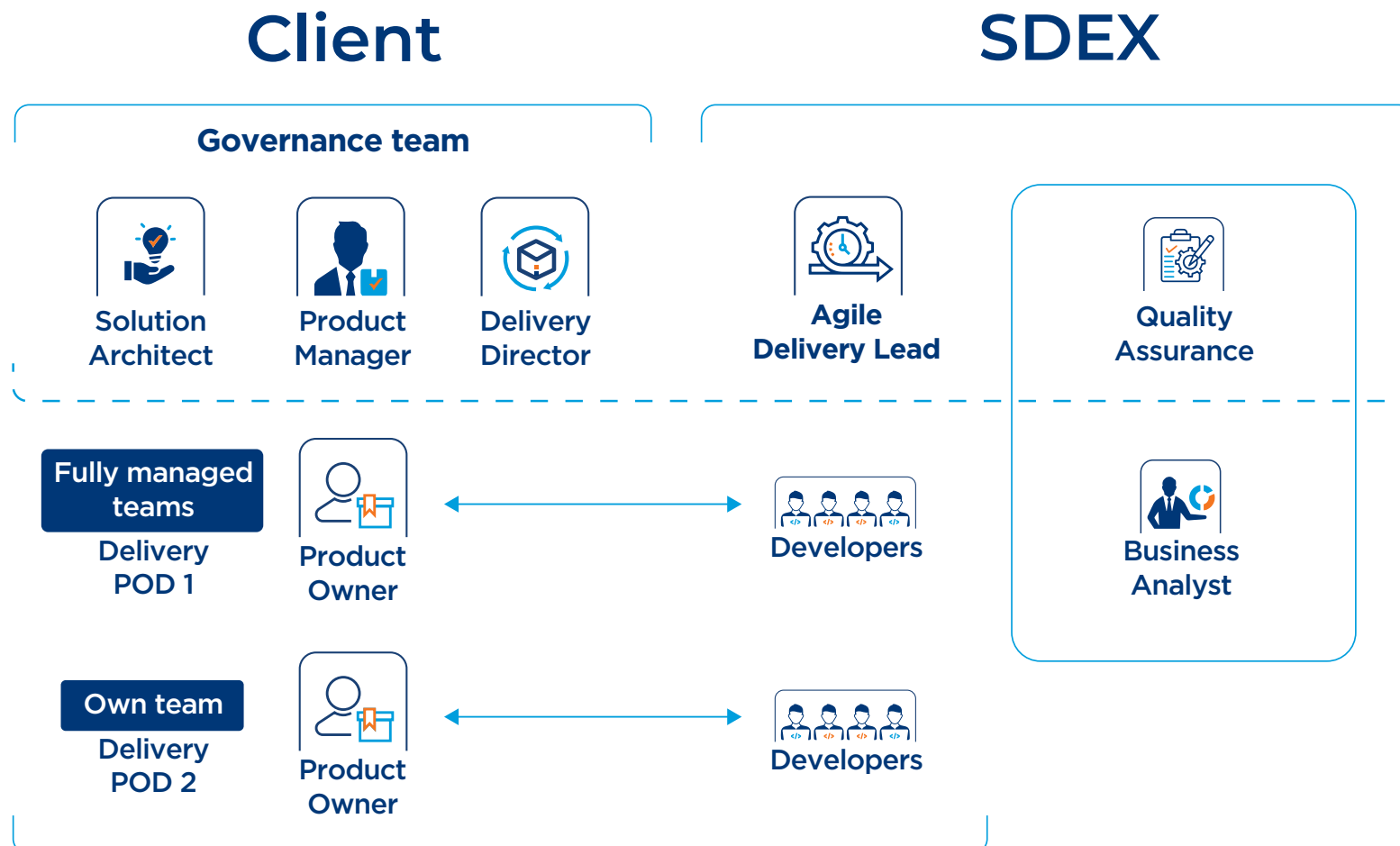
A short term collaboration with developers that is suitable for launching a new project to the market. We help companies build highly flexible development teams depending on their project requirements and market needs. With the project-based model, clients get a high degree of flexibility and autonomy.

# Team based outsourcing



# Team based outsourcing

Highly skilled and competent teams that work on your multiple projects simultaneously. You get a retained team that works under your supervision and as a result, quality and efficiency are achieved faster.



# Work with dedicated IT experts and software engineers

We help you build a fully functional team from scratch that includes developers, designers, and product managers or add an additional developer to your team to fill a skill gap.

## Why the dedicated teams?

### Flexible approach

We believe that there's no one-size-fits-all in outsourcing. That's why we customize our collaboration models to fit your business needs and priorities. With the dedicated teams model, you get great flexibility in scaling your team up or down depending on project requirements.

### High competence

Whether you need senior or junior developers, we connect you with pre-screened and vetted developers. SDEX has access to a huge pool of developers and software engineers who are experienced in multiple tech stacks. Hiring a dedicated team offshore means getting a fresh perspective on your business and a bigger room for creativity.

### Deep understanding of project requirements

Because the dedicated teams are a core part of your organization, they are well integrated and have a deep understanding of project requirements and business goals. You can set the communication structure that is suitable to you to build meaningful relationships that are based on transparency and collaboration.

### No hidden risks

The dedicated teams model brings minimal risks as you get to evaluate your candidates by interviewing them before signing the contract. We send you shortlisted profiles to arrange a video-conference interview with them where you can evaluate their soft and technical competency.



## Business challenge:

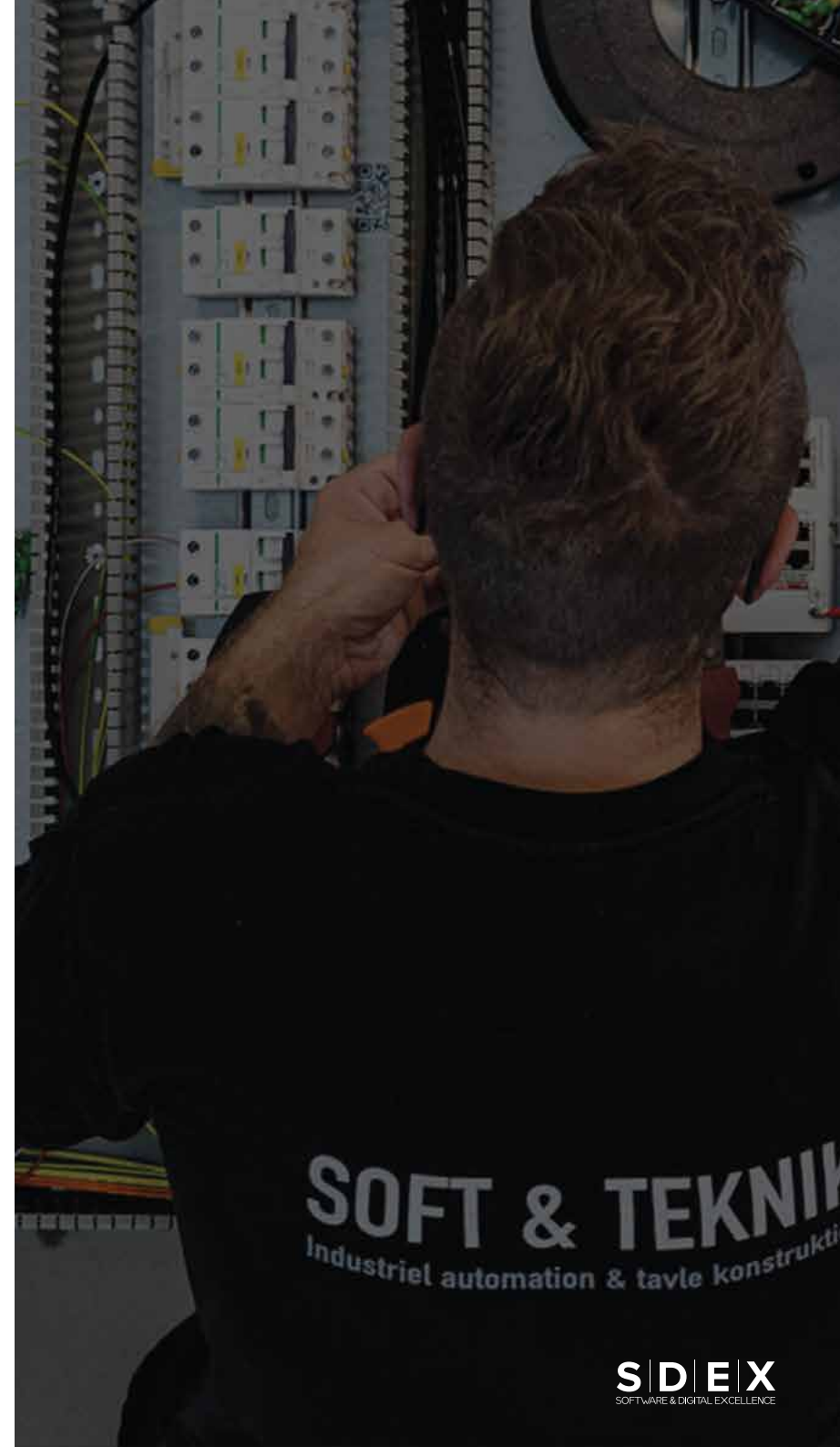
A lack of diversity and the shortage of talent are the main challenges companies face in the Danish market. Soft & TEKNIK in particular, was facing a tough time finding a tech team to work on their application without financially breaking their neck. Their project required a team of 5 developers and a UI/UX designer.

## Solution:

Within 2 weeks, Soft & TEKNIK received the profiles of the short-listed candidates and agreed to hire a team of 5. After that, Soft & TEKNIK signed a 3-years contract with SDEX. The candidates successfully joined Soft & TEKNIK's team and onboarded to work remotely with the team in Denmark.

## The results were:

- 60% Saved costs
- 50% increase in the project development process
- Time to hire reduced by 50%







Collaboration model: Extended team

Number of developers hired via SDEX: 8

Location: United Arab Emirates

Tech Stack: CRM (Microsoft Corporation)



PropertyWatch is a **UAE** Microsoft Partner and a leading provider of real estate solutions in the Middle East, North Africa, and Europe. The company has a dedicated team of real estate experts and technical engineers who demonstrable a track record of implementing Microsoft solutions and software development to convert the real estate industry to a digitized and paperless environment.

### **Business challenge:**

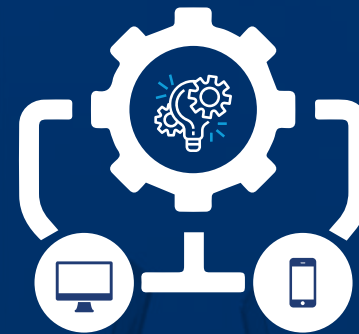
Being located in the United Arab Emirates, PropertyWatch was aiming at expanding its presence to Egypt and North Africa. This expansion required an extended team of software engineers. PropertyWatch reached out to SDEX with a request to hire 8 CRM developers and after receiving the shortlisted candidates, they signed a contract for 3 years with 8 developers.

### **The value:**

PropertyWatch saved almost 60% of their recruitment expenses by reducing the overhead costs and outsourcing their IT talent with SDEX.



# Project-based outsourcing



# The SDEX advantage



- **Pre-determined and defined project requirements**  
Our delivery manager facilitates the development progress of software projects through efficient management of team members. Their role begins early in the process as they become in charge of defining and documenting project scope, delivery timeline, and requirements.
- **Strict delivery timeline**  
Get your project developed over several milestones and delivered on a fixed timeline.
- **Fixed cost**  
The time and cost are estimated based on the project scope. You pay a fixed price upfront without any hidden or unexpected costs.
- **Increased flexibility**  
Our approach to software development ensures the quality of the final product. We allow room for product changes and provide you with regular insights so you can always have control over the process.

## Get your digital transformation started

SDEX's business consultants and software experts take over the whole process from planning to release and assemble the team that will work on your project to deliver you top-quality and customized software development solutions.



**Featured Case Study:** 

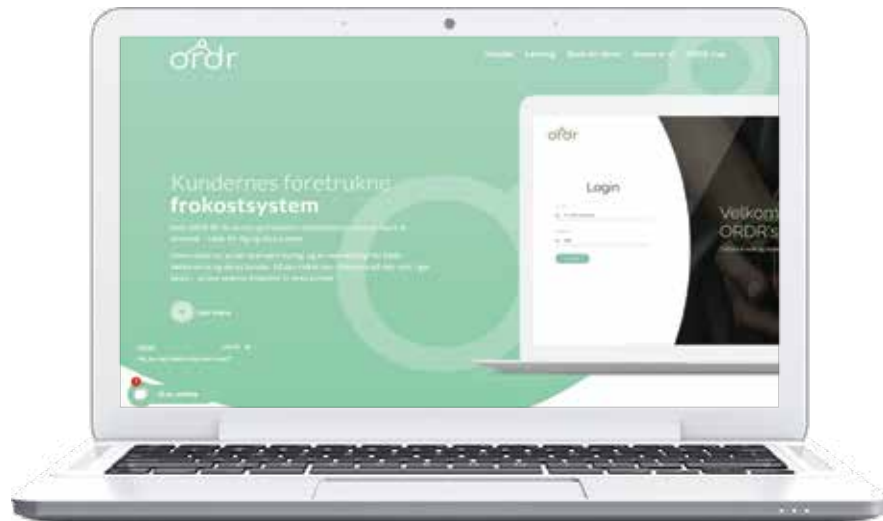
**Industry:** Food & Beverages

**Technologies used:** Microsoft Azure, Javascript, .NET Core



## Business challenge

Ordr is a catering platform that enables enterprise companies to handle lunch arrangements. They wanted a tool that enables customers to log in to their catering system and customize their orders with the food they want. In addition, they wanted to build a tool that can be integrated with the invoicing system. This tool is aimed at businesses that want to have a seamless payment system as well as a detailed view and control over costs. It also helps remove all the administrative work from the catering providers so they can focus on what they do best.



## Solution

We have delivered a platform with an automated workflow and a master login that enabled customers to, order customized food, adjust the number of clients, and create end-user access themselves. The product was integrated with several payment systems which facilitated the invoicing process.



## The results are:

- 40% of the manual and unproductive processes were automated
- 20% of employees' time were saved on repetitive tasks
- Improved productivity and quality
- The project was launched 40% faster to the market.
- Almost 60% of the costs were reduced

**Featured Case Study:**  **E-ASY LEARN**

**Industry:** Education

**Technologies used:** .NET Core, HTML

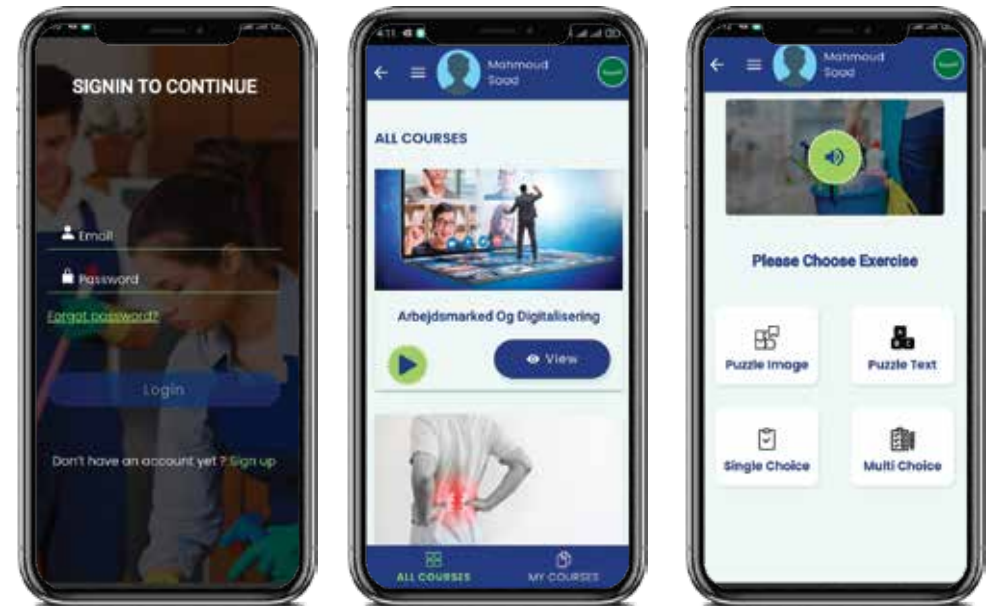


## Background of the business

KHRS, a leading Danish institution in facility management, hospitality industry, and commercial cleaning has partnered with SDEX to develop an e-learning application that aims at professional, personal and linguistic upskilling.

E-asylearn is an application that primarily targets the Danish municipalities and the public sector to help them create more integrated citizens by offering e-learning opportunities for skilled individuals. E-asylearn aims beyond providing accessible educational material as it rather aims at:

- Removing language barriers and inability or motivation for learning and development.
- Boosting the employment rate and help more workers enter the labor force by acquiring new skills.
- Closing skills gaps in various industries and empowering skilled individuals to advance their careers.



## Solution:

Throughout the period of 3 months, SDEX delivery manager and developers worked with KHRS on outlining the app structures and the must-have features. Several workshops were conducted to outline the budget, the delivery timeline, and the functionality of the platform and its APIs.

## The results are:

The app was delivered to the market in 3 months

Almost 60% of development expenses were saved due to working with SDEX developers

KHRS will continue to receive ongoing development support from SDEX

# Why outsource from Egypt?



**50,000**  
annual tech talent



## No cultural gap

English is the official business language in Egypt so, communicating with Egyptian developers won't be a problem.



**60%** cost  
reduction



## The best outsourcing destination in 2016

REF: The Global Outsourcing Association (GSA)

# Our clients around the globe





# GET IN TOUCH

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