



Software Development Services

For when you need a software development partner for a bespoke application but don't have the knowledge or experience to ensure a successful outcome.

**Technology-focused
Business Consulting**

Telephone 0800 756 6777

www.iep.co.uk

Supporting your software development

For organisation's wishing to develop a custom software solution we offer a range of advisory and hands-on development services that will ensure you get the most from your investment and obtain the very best possible results.

Our services are targeted at businesses that have a need for a bespoke software solution, typically for one of the following reasons:-

- your own product - a new software based product or proposition to add to your portfolio of products and services
- unable to source an off-the-shelf software application
- an updated on-line presence - taking advantage of new internet technologies & opportunities
- unique requirement dictates a bespoke development
- new website - probably with a difference, perhaps a special database requirement or transactional system
- rationalise database systems - back office or online optimisation to improve efficiencies and data integrity
- an idea for something new....

Our Services are designed to help you manage the entire process from conception to specification, from sourcing suppliers through development, to acceptance testing and into operation.

We can project manage everything on your behalf or you can engage us to manage specific tasks or to provide advice, guidance and hands-on resources on an ad hoc basis. The choice is entirely yours.

Support services

Here are some examples of the work we do to support your bespoke software development programmes:-

- create requirements specifications
- develop functional specifications
- create mock ups or prototypes
- manage or undertake proof of concepts
- identify suitable software development companies
- evaluate their proposals and their business credentials

- manage or contribute to technical and commercial discussions
- help you manage risk
- help with contracting terms
- project manage suppliers
- develop test specifications
- oversee testing and acceptance
- Specialist technical expertise

Our services are delivered by specialist technical consultants who have significant software development experience covering a range of disciplines and expertise including system analysts, architects, IT administrators, software developers, database specialists, web technologists, social network developers and product managers.

Because our consultants come from the software industry, they know what to look out for, the questions to ask, the issues and pitfalls to avoid. They know how to identify good coders and industry best practices; they understand different software languages and programming techniques and when best to deploy them; they ask deep technical questions and assess the answers very carefully.

It means that you have the benefit of years of experience and wisdom working away on your behalf, looking after your interests and ensuring that you maximise your chances of success.

As independent consultants we recognise the need for impartial & transparent advice. However, should you so wish, we can introduce you to our sister company - Sibilo, who offers a quality, high-tech, cost-effective software development service using a mix of UK and off-shore based resources.

Sibilo

An extraordinary software development partner

Sibilo is a software development organisation based in London with an off-shore subsidiary in Istanbul, Turkey and a design partnership in Rousse, Bulgaria. The company is both a Microsoft Certified Partner and an Oracle Partner. It is ISO 9001:2000 certified and is a member of the UK Web Design Association. It has developed 50+ software applications, mostly internet, portal or database related. It has recently migrated numerous applications to the Cloud.

The business has a multi-disciplinary team with the capacity to run multiple concurrent developments working to strict time scales often in an agile development environment with evolving specifications.

The team has specialist skills in web/portal design and significant experience in the following technologies:- C#, VB.Net, ASP.NET, UML, ORM tools, MVC architecture, SQL Server.

Rapid development

The Sibilo Software Development Model (SSDM) is a framework for building database applications many times faster than traditional methods. It allows process owners and business users to specify their requirements using a high-level graphical user interface. The database structure, object model and interconnect layers are then automatically created in a matter of minutes.

Changes in requirements can be made immediately by modifying the graphical representation and re-running the SSDM engine. The system takes care of any compatibility issues with old and new structures and code and the code base is automatically documented to best practice software standards.

This approach means that it is possible to build complex systems in very short timescales and having done so, test/pilot the solutions, obtain feedback and then iterate the design process any number of times until the desired user behaviour and requirements are met. It is both a rapid prototyping system and a solid platform for on-going development and product maintenance.

Major benefits

There are several advantages to the SSDM approach:

- Significant cost savings
- Reduced development time
- Business users specify and build application
- Self documenting code - implicit in design, not in developer's head!
- Ease of maintenance & upgrade
- Robust - backward and forward compatible

A one-week ROI

An example of SSDM in action:

A complex online website offering on-line bookings with a server side transactional database integrated to a back office booking system using a bespoke synchronisation system. A customised CMS solution was also developed to facilitate specialist content control requirements.

Sibilo developed the system in 6 weeks including the upload of site data and testing. SSDM was used to refine the solution and it went live at week 8. In the first month of operation alone the site managed thousands of bookings, generating an immediate return on investment. The closest competition for this work quoted a 9 to 12 month timeframe at a cost three times greater than Sibilo. Today, more than 50% of reservations are taken on-line.

Other services

A range of services from strategic technology-related business consulting to hands on project management:-

- **Practical Advice** - helping you to make the right technology related decisions
- **Project Management** - an external resource to make things happen
- **Software Development Support** - find the right supplier for your needs and manage every aspect of the development
- **Joint e-Ventures** - for turning internet ideas into reality
- **Virtual CIO** - tap into the knowledge and expertise of wizened technologists without the full time cost
- **IT strategy and IT Audit** - maximising your chances of achieving your business objectives

We act as a trusted business technology advisor for organisations that don't have the in house expertise or breadth of experience to address the challenges and opportunities of today's digital economy and internet enabled world.

We help interpret your current and future business needs in terms of the IT systems, software applications and internet technologies necessary to ensure you meet your business objectives and maintain your competitive advantage. And we provide implementation services to help you deliver successful outcomes.

We provide strategic input and practical hands on advice whether it's helping to build your business case, identifying potential solutions, developing a strategy, creating specifications, assessing products/vendors, developing software or implementing your solutions.

We offer project management services for transformation projects and software development programmes, and we provide a cost effective virtual CTO/CIO service for organisations where technology is pivotal to the success of their business but where it is not cost effective to employ a full time person.

For organisations that have a need for a bespoke software solution we offer a range of software development support services to help you get the most from your investment and obtain the very best results.

Our sister company - Sibilo, provides software development services using a mix of UK based and off-shore resources delivering a quality, cost effective option for bespoke software development projects and transactional website designs.

We also offer a Joint e-Venture programme targeted at individuals and organisations who have a great idea for the Internet but don't know where to start or don't have the in house resources to turn the idea into reality.

We are happy to work on a project by project basis or on a regular long term basis, at an agreed day rate, on a fixed price contract and in some circumstances on a results-driven basis. Our Joint e-Venture programme often involves equity participation.

Other PDF downloads are available from the Services section of the IE Partnerships website at <http://www.iep.co.uk/en/services>.

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