

COOPERATION PROPOSAL

FOR Michael Kissinger



Dear Michael,

Thank you for the opportunity to introduce Codeclad as a potential partner for your company.

I have prepared this presentation to give you an overview of our processes, delivery approach, relevant case studies, and commercial details.

It also includes an estimated timeline for onboarding team members, considering the required skill set.

Please take your time to review the document, and feel free to contact me if you have any questions or need further clarifications.

Kind regards,

Dmitry Borshchov
CEO at Codeclad

Outstaffing Solutions



Service Information

Professional Competence

We provide engineers who have undergone preliminary testing to assess their knowledge of the required technologies. These are experienced developers with relevant practical experience, classified as either mid-level or senior.

Responsible Attitude

If an engineer is unable to perform their duties for any reason, we will replace them with another specialist who has equivalent knowledge and proficiency in the required technologies. There will be no additional costs for you.

Similar Time Zone

Our engineers work in similar time zones with yours, providing at least 5 overlapping working hours. This ensures seamless communication and real-time updates, reduces delays, and improves coordination for efficient project execution.

Cultural Alignment

We understand the importance of cultural alignment in successful collaborations and strive to ensure that our engineers integrate seamlessly into your existing team and company culture.

Hourly Rates in \$

Role	Middle Developer	Senior Developer
Full Stack	00	00
Laravel	00	00
Node	00	00
React	00	00
Vue	00	00
Flutter	00	00
React Native	00	00
DevOps	00	00
Shopify	00	00
WordPress	00	00
UI/UX Designer	00	00
QA Engineer	00	00

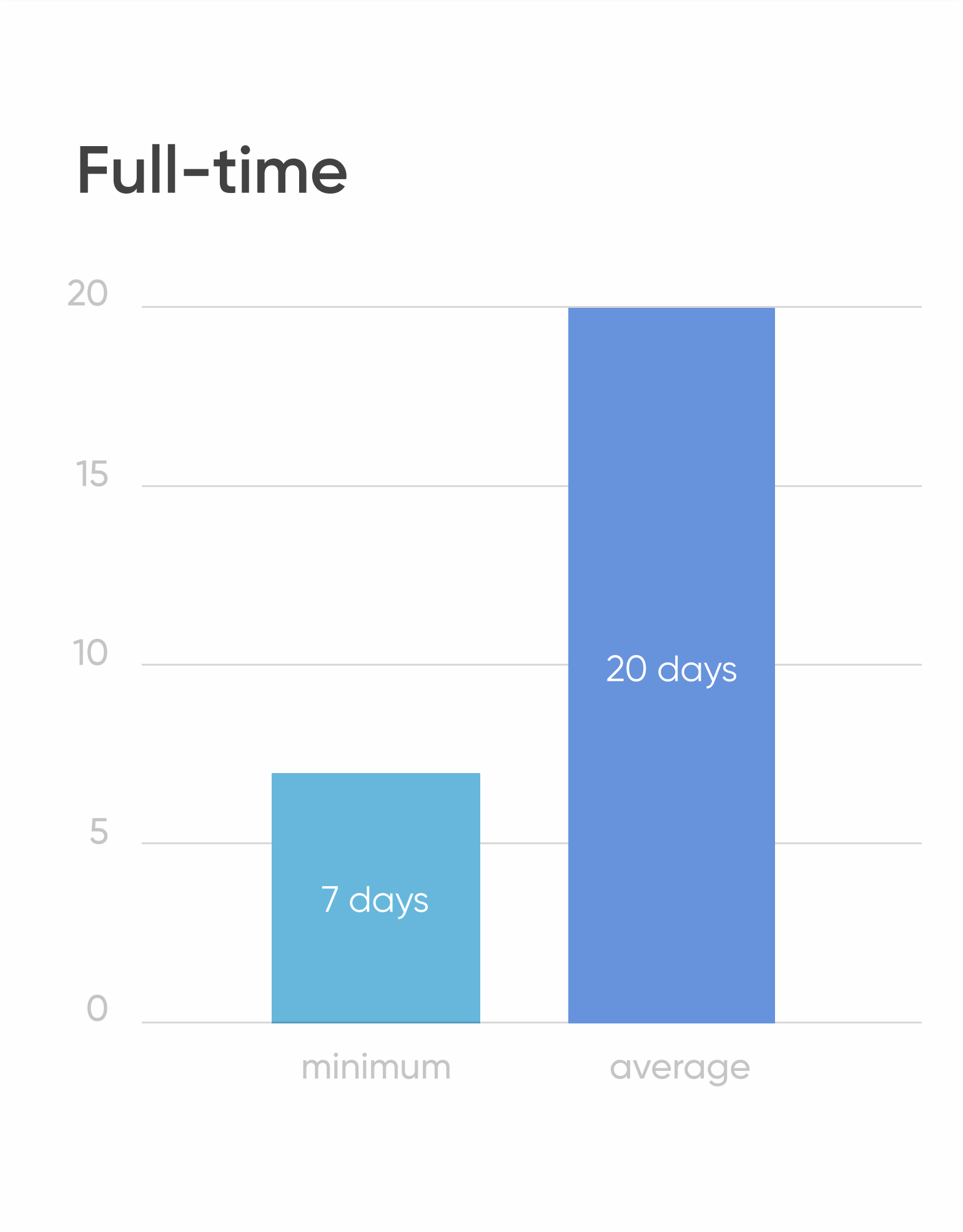
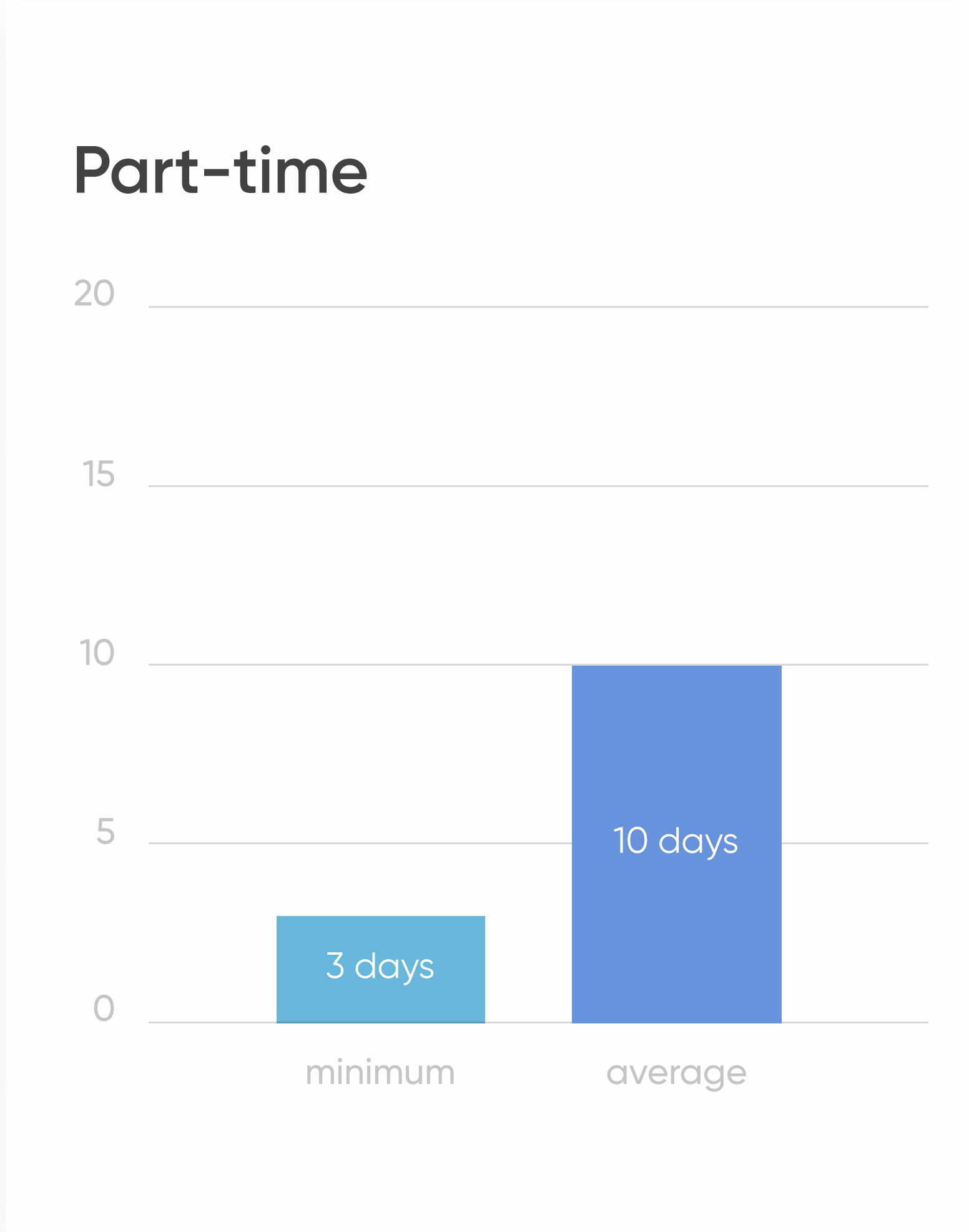
Developer Levels: Key Differences

Criteria	Junior Developer	Middle Developer	Senior Developer
Experience	Less than 2 years	2-5 years	5+ years
Expertise	Basic knowledge of technologies	Confident in technologies	Deep knowledge of technologies
Productivity	Working under the mentor's guidance	Confident in working within deadlines	Optimizing project productivity, developing effective solutions
Problem Solving	Solving basic problems under supervision, learning new approaches	Effective at solving typical problems and implementing best practices	Solving complex and non-standard problems, improving processes
Code Quality	Basic understanding of code quality standards	Maintaining high code quality	Ensuring code adheres to best practices and architectural standards

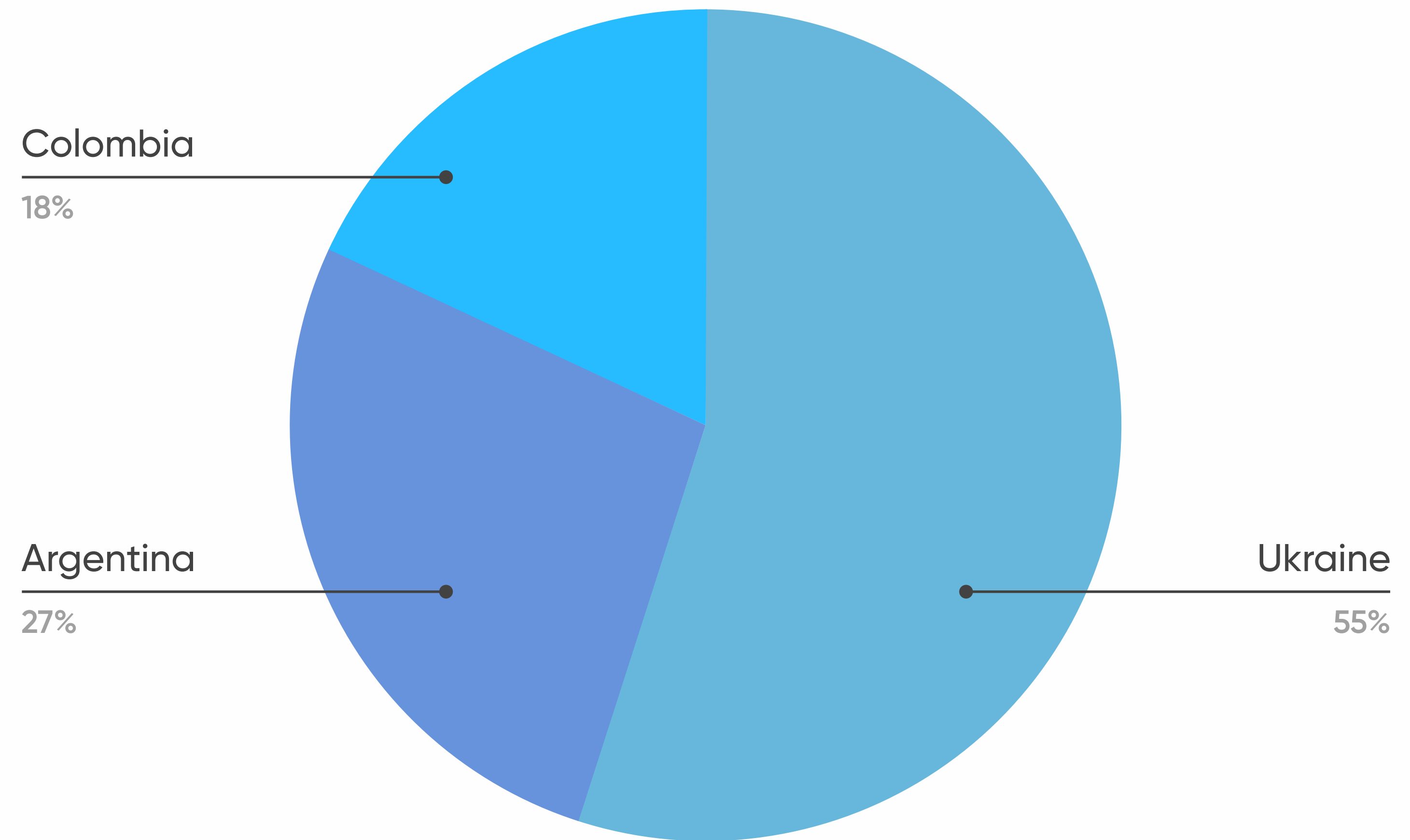
Developer Levels: Key Differences

Criteria	Junior Developer	Middle Developer	Senior Developer
Flexibility and Adaptability	Willingness to learn and adapt to new tasks	Willingness to adapt to project changes	Rapid adaptation to changes, proposing alternative solutions
Teamwork	Learning and working within the team, performing simple tasks	Active participation in team work, completing tasks collaboratively	Leading the team, improving team processes
Client Orientation	Limited understanding of client requirements, performing tasks under guidance	Understanding client requirements, completing tasks within expectations	Active interaction with clients, influencing project strategy, proposing improvements
Responsibility	Performing simple tasks, receiving instructions from more experienced colleagues	Completing tasks within the project, participating in code reviews	Making key decisions, leading the team

Staffing Timelines



Engineer Locations



Outsourcing Solution



Service Information

Transparent Communication

We prioritize clear and open communication with our clients to ensure full visibility into project progress. We provide regular updates, detailed reports, and frequent feedback sessions, enabling you to stay informed and make well-timed, informed decisions throughout the project lifecycle.

Quality Assurance

We prioritize quality in every aspect of our work. Our robust quality assurance processes include rigorous testing and code reviews to ensure that the final product meets the highest standards of performance and reliability.

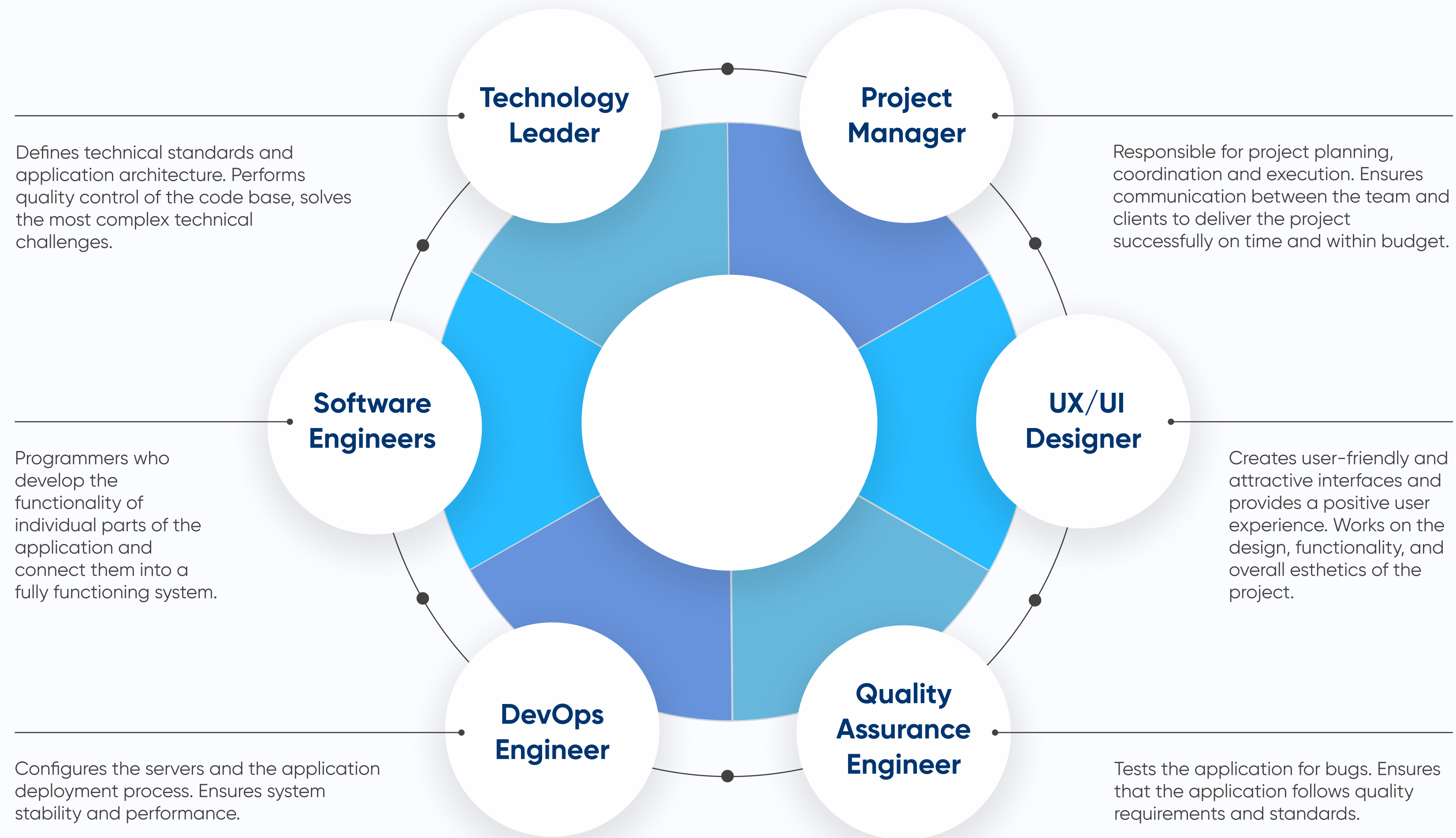
Security

Security is a top priority in all our development projects. We implement best practices in cybersecurity to protect your data and ensure compliance with industry standards, giving you peace of mind that your project is secure.

Continuous Support

We provide continuous support and maintenance for the duration of your project. Our engineers are always available to address any issues, implement updates, and ensure smooth operation, which guarantees the longevity and success of your project.

Project team



Development Methodologies

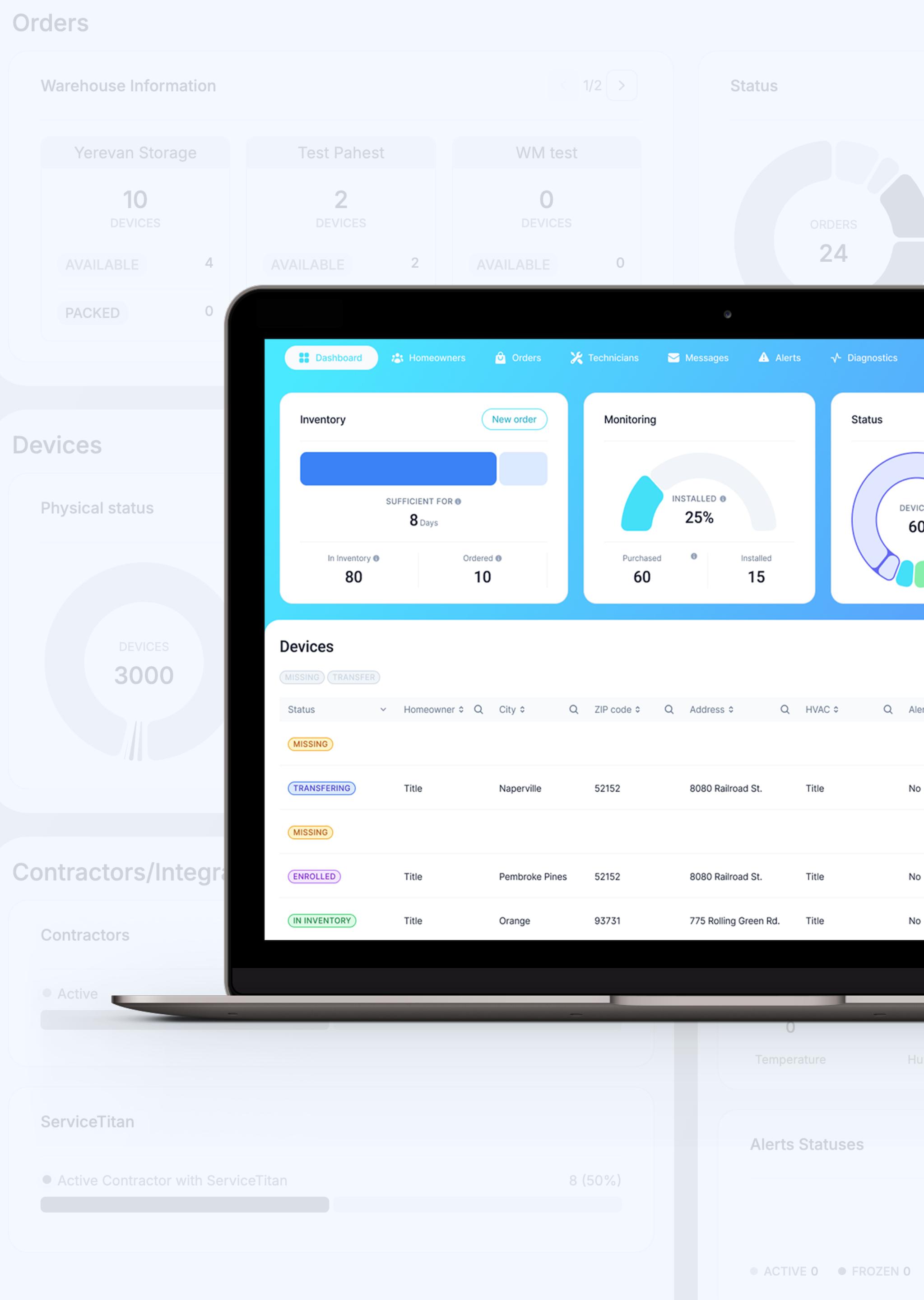
Criterion	Kanban	Scrum
Project Size	More suited for smaller to mid-sized projects, where tasks can be continuously prioritized and adjusted.	Ideal for larger, more complex projects that benefit from structured sprints and regular checkpoints for progress evaluation.
Timelines	Works well for projects with fluid or ongoing timelines, where tasks can be delivered as soon as they are completed, without strict deadlines.	Best for projects with defined timelines and fixed durations (sprints), typically lasting 2 weeks, ensuring regular, scheduled deliveries.
Task structure	Tasks move through visual columns (stages) with the ability to change priorities and add new tasks at any stage	Tasks are planned for each sprint (usually 2 weeks), with a fixed set of work for each cycle.
Delivery frequency	Deliveries can happen continuously as tasks are completed.	Deliveries happen at the end of each sprint, typically every 2 weeks.
Process transparency	High process transparency through the visualization of tasks moving on the Kanban board.	Transparency is achieved through regular meetings: sprint planning, daily stand-ups, and retrospectives

Development Methodologies

Criterion	Kanban	Scrum
Change management	It's easy to make changes to tasks and priorities, minimizing risks and helping meet deadlines.	Changes are made between sprints, allowing for process adjustments, but may limit flexibility during the current sprint.
Regular feedback	Feedback can be provided as needed at any stage of task execution.	Feedback is provided regularly after each sprint, allowing for adjustments based on current results.
Advantages	Process transparency, flexibility in managing changes, quick start.	Regular delivery of results, clear planning, quality control at every stage.
Disadvantages	Can become inefficient with too many tasks; the lack of strict deadlines may lead to prolonged processes.	The rigid sprint structure may limit the ability to make changes; requires thorough planning and significant time investment in organization.

Case Studies





HVAC businesses app (Nuve)

Overview

The platform automates client interactions and remotely monitors HVAC performance.

Main Problem

An outdated application that lags significantly in technology and capabilities.

Solutions

Development of a new application.

Results

Enhanced and new features for users, along with an updated design and scalable architecture of the app.

Asset tracking app (item-it)

Overview

Asset tracking app that helps businesses manage and monitor their assets.

Main Problem

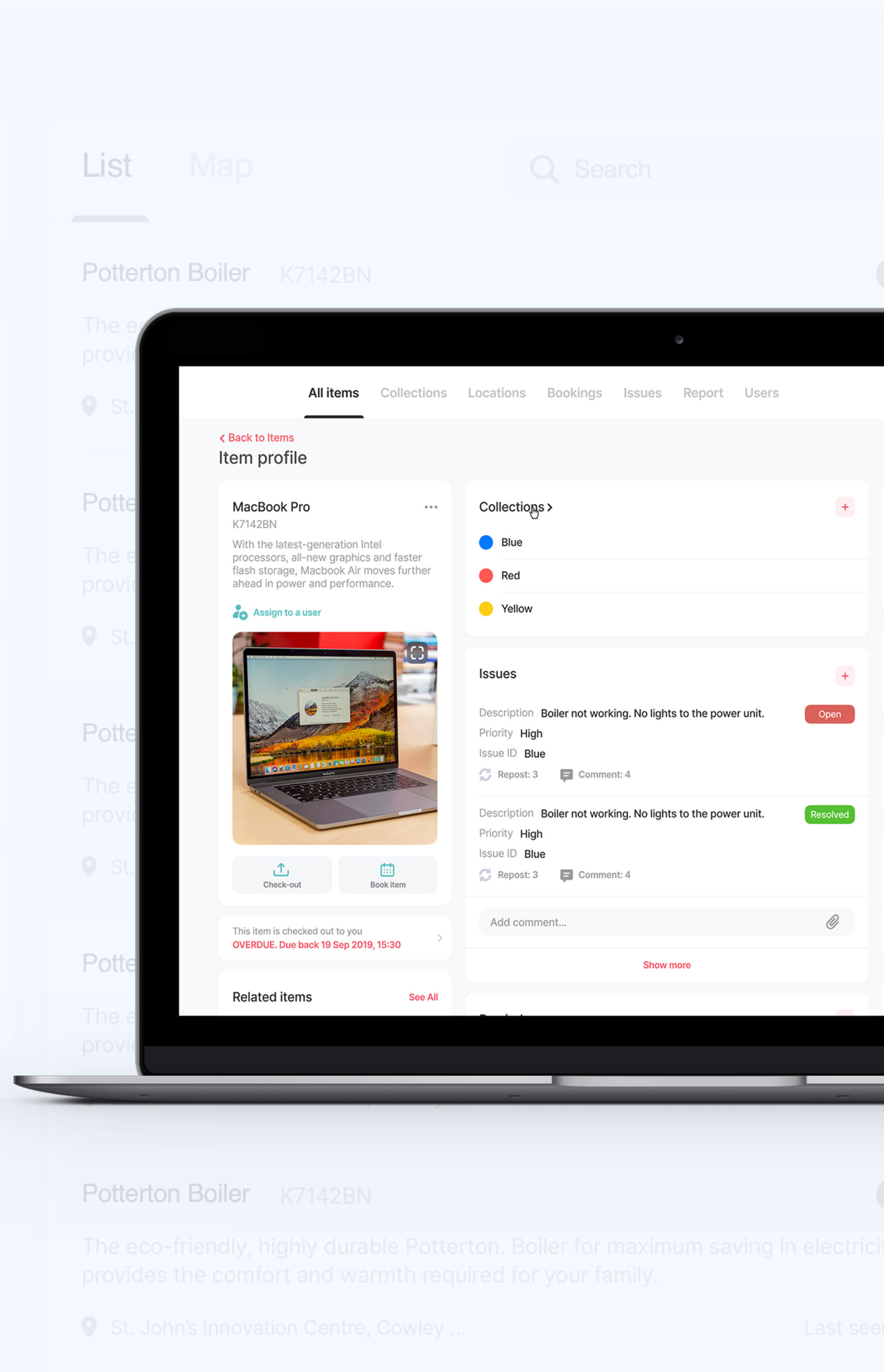
Outdated codebase and obsolete design, leading to performance and usability issues.

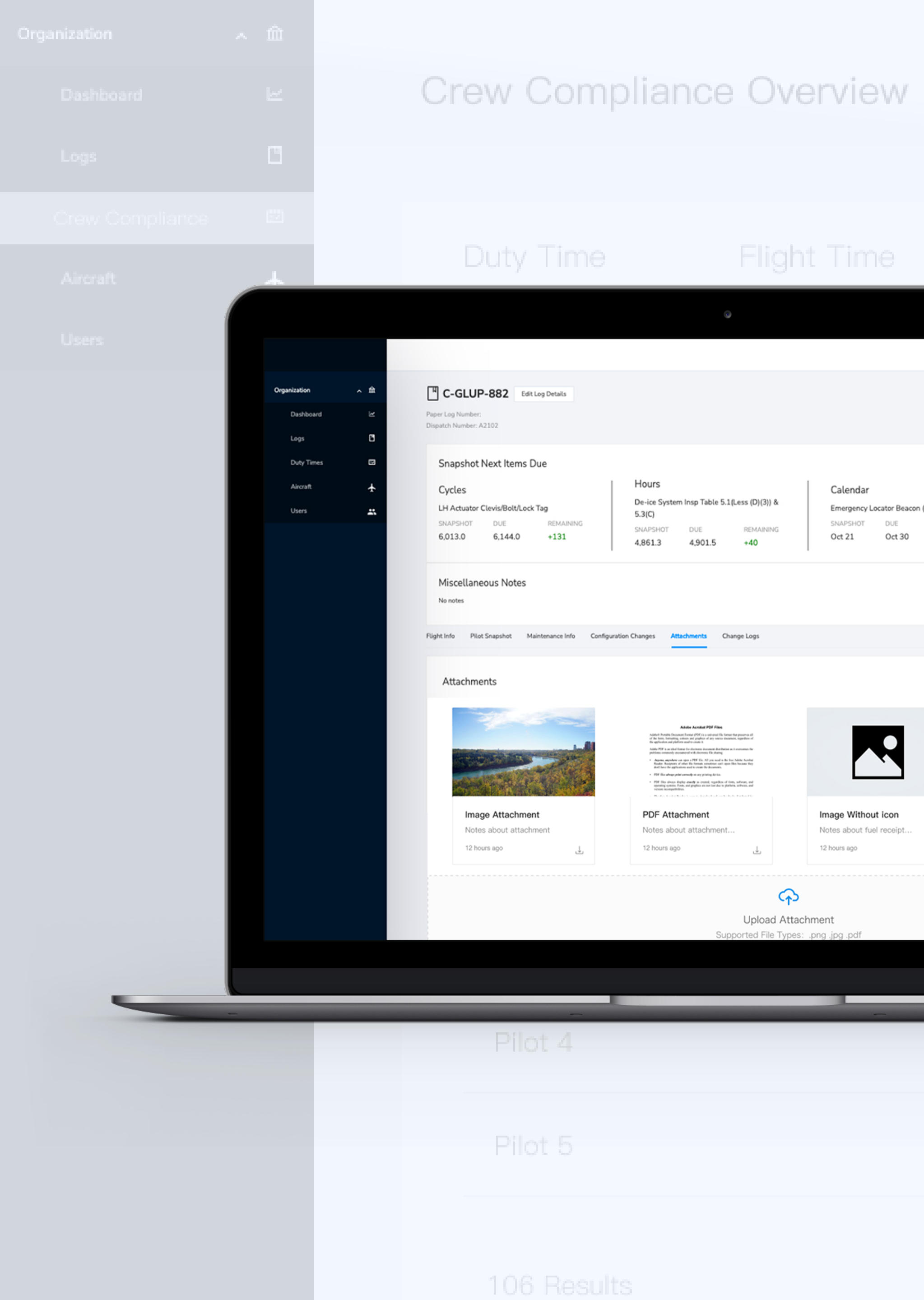
Solutions

Codebase refactoring to remove critical bugs and a complete design overhaul to modernize the app.

Results

Enhanced user experience, reduced time spent managing the codebase, and improvements in app performance and speed.





AirTrail

Overview

A platform designed to streamline and simplify flight documentation for charter airlines.

Main Problem

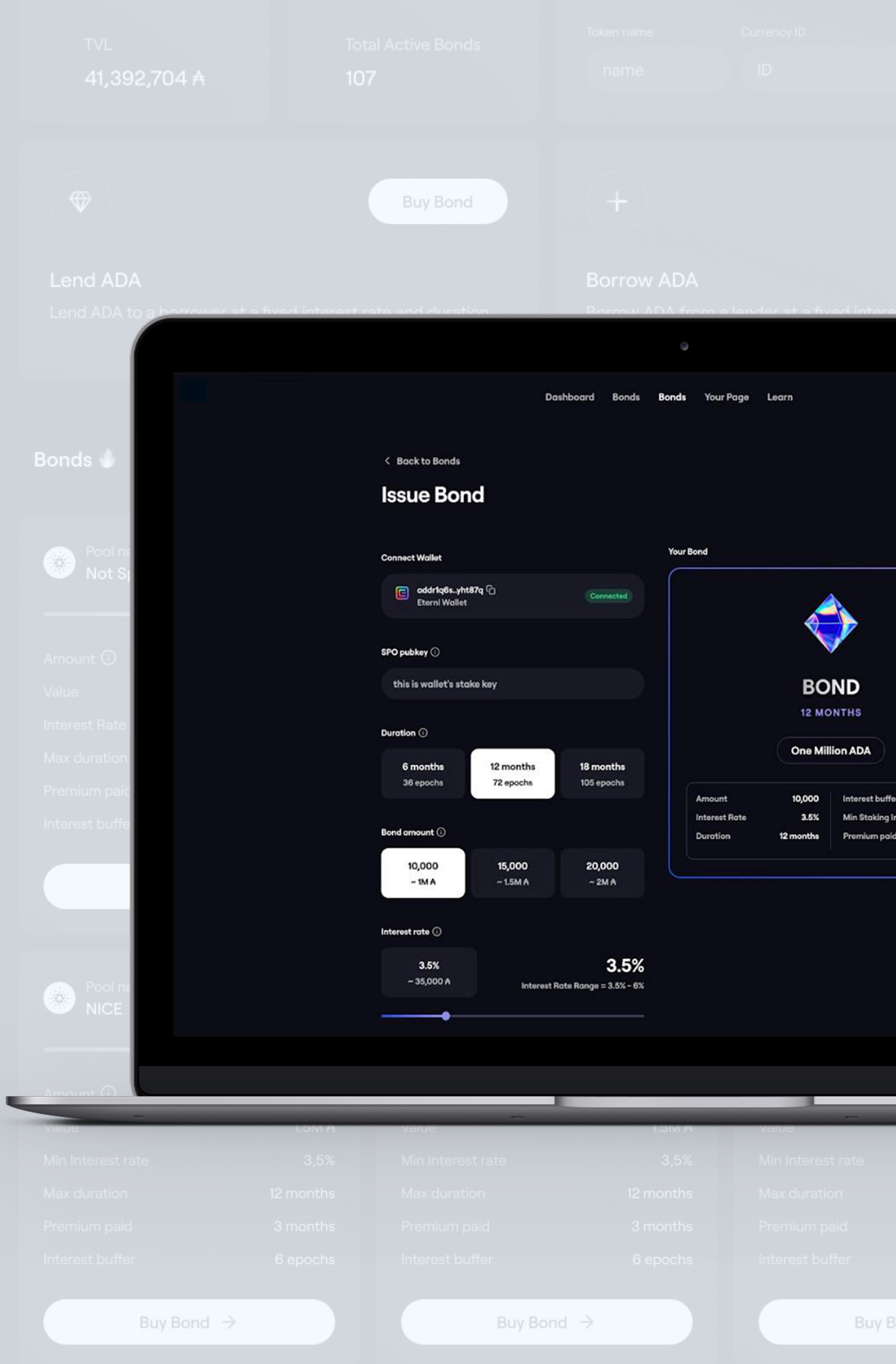
The app loaded very slowly, causing user frustration and a diminished experience.

Solutions

Database reorganization, API updates, and web application enhancements to boost performance.

Results

The application has become several times faster. This makes it work even when the internet is weak, which is important for pilots and crew members.



Optim

Overview

A platform designed to streamline and simplify flight documentation for charter airlines.

Main Problem

The app loaded very slowly, causing user frustration and a diminished experience.

Solutions

Database reorganization, API updates, and web application enhancements to boost performance.

Results

The application has become several times faster. This makes it work even when the internet is weak, which is important for pilots and crew members.

Content Platform (Sparkable)

Overview

The platform to amplify videos, articles, and podcasts that spark new insights in people across the spectrum.

Main Problem

Outdated technology and limited functionality.

Solutions

Development of a web application. Addition of new pages for user profiles and subscription payments.

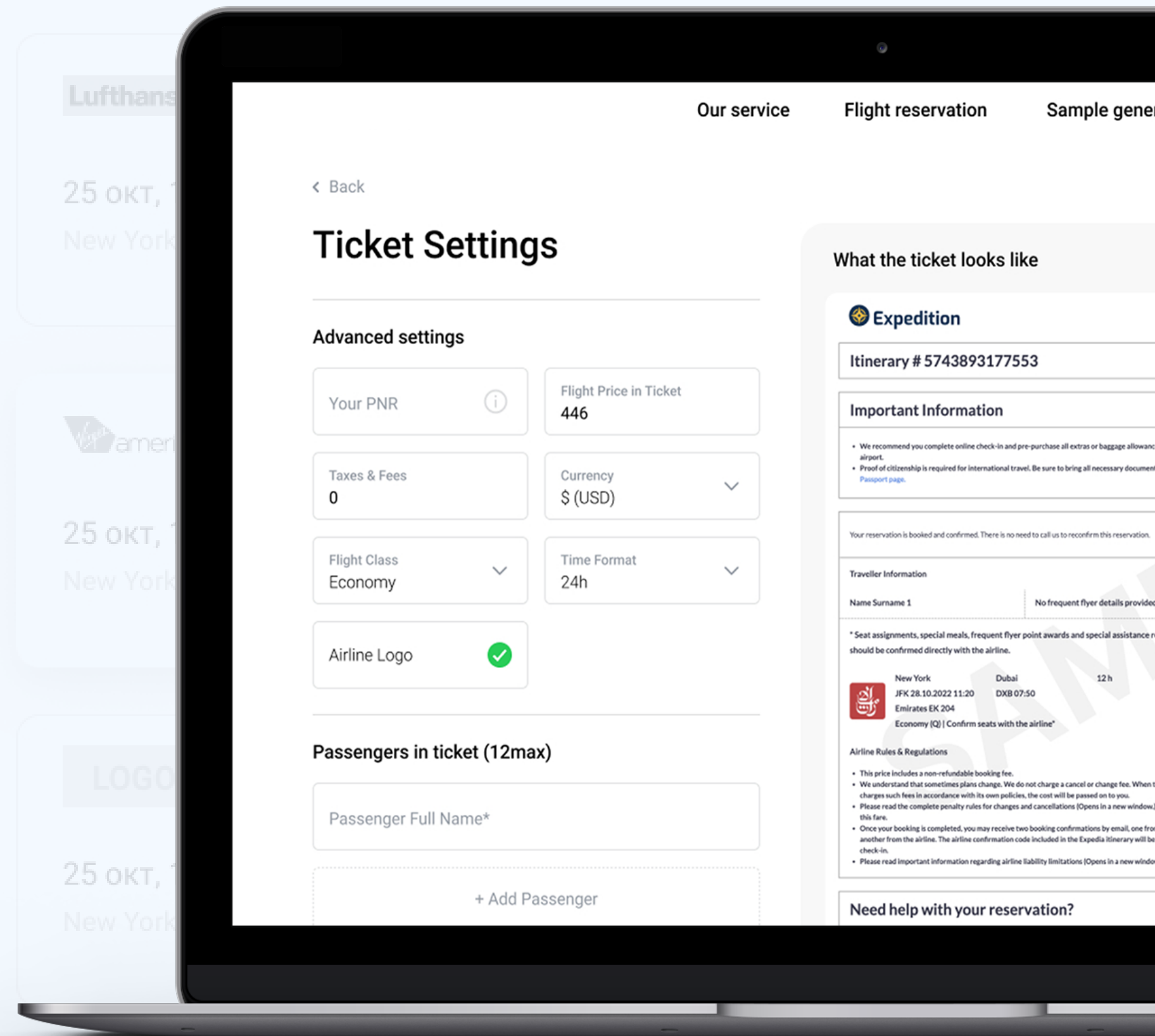
Results

Enhanced user experience, project monetization, and an increase in subscribers.

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Choose flight ticket

and we will generate PDF for free



KeyFlight

Overview

An app that simplifies the process of booking airline tickets.

Main Problem

The application had technical defects causing functionality issues and impacting user experience.

Solutions

The technical audit helped to detect critical areas. A plan was proposed to fix errors and improve the functionality of the app.

Results

Critical bugs were fixed, and new functionality was added to enhance the application.

Why Codeclad?

KIS principle

We follow the KIS (Keep It Simple) principle, allowing us to create straightforward and efficient solutions without unnecessary complexity. This ensures ease of use, reliability, and fast implementation, reducing risks and improving the overall quality of the final product for our clients.

AI tools

We leverage advanced AI tools to streamline and speed up the development process, reducing timelines by 20-30%. This allows us to deliver high-quality solutions faster, while maintaining the same level of precision and reliability. By automating routine tasks and optimizing workflows, we ensure quicker project completion without compromising on quality.

Transparency

We provide complete transparency at every stage of our work. You will always be informed about the current project status, timelines, and any key decisions. Open and honest communication helps avoid misunderstandings, allows timely adjustments, and ensures trust and confidence throughout the development process.

Technical Support

We offer priority technical support for our applications, ensuring rapid response to requests and swift resolution of issues. This guarantees seamless operation and allows you to focus on growing your business without being distracted by technical concerns.

Thanks for watching!

Dmitry Borshchov
CEO at Codeclad



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