



Bright Coders' Factory

BCF Company Overview

Wieslaw Blysz CEO

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The Essentials:



- **Founded in 2016** in Poland
- Delivering **software engineering services**
- Focused on **DACH, NORDICS** and **USA**
- **Diligent 40+ SW experts**
- **Delivered** already over **50+ projects**
- Led by **managers with 15+ years of experience** in the Global professional software R&D

Offices and Partners:



BCF offices:

- **Wroclaw** – 30+ engineers
- **Opole** – 10+ engineers

BCF Sales partners:

- Service Factum (Germany)
- EUVIC GmbH (Austria)
- QualityTaskForce AG (Switzerland)
- Elinkcat Software SL (Spain) (BCF Iberica)
- Digital Canvas (USA)
- Nick Ward Growth Services (Iceland)
- Archidona B.V. (Benelux)

Customers about us:

„BCF services are **reliable, of high quality, cost efficient** and with **timely deliveries** thanks to which Bright Coders' Factory has earned Danelec's status of Trusted R&D Partner.”

Hans Ottosen, CEO of Danelec Electronics AS

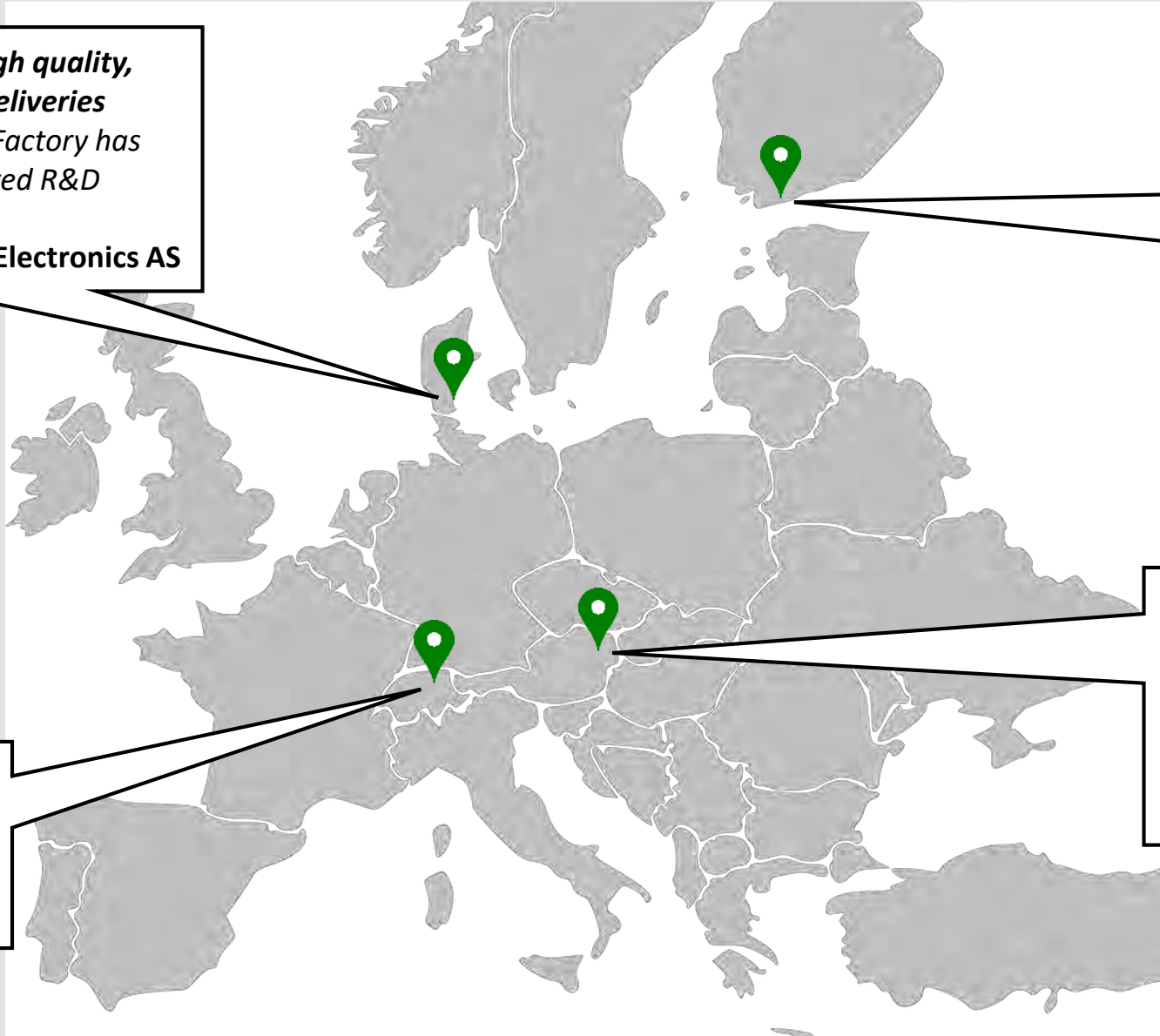
„I'm pleased to state that BCF provided **best service among the suppliers.**”

Konrad Lechowicz, R&D Manager 5G, Nokia

„BCF delivers **absolute top of quality, timely and repeadetly.**”

Lukas Fluri, COO at Blockv AG

„I'd like to state that BCF engineers **performed an outstanding job** on the project, using technologies like: angular.js, react.js, bower, grunt, node.js, C#, rest API.”
CTO at media company noted on Nasdaq



Our Motto:

*„Deliver top-quality in software development.
Repetitively.”*

Our Locations (1): Wroclaw



- **750.000 inhabitants and 130.000 students**
- **Many direct flights within EU**
- **Top scoring teams in international programming competitions**
- **Special support from local authorities for IT business**
- **BCF collaborates with Universities**
- **Beautiful city with 1000 years history**
- **BCF has premium office location - Plac Solny**

Our Locations (2): Opole



- **130.000 inhabitants and 22.000 students**
- **#1 in Poland in % of German-speaking population**
- **Extensive support from local authorities**
- **BCF collaborates with Universities**
- **Modern office space in Opole Technology Park**
- **BCF among top-employers in software development**
- **90km (1h) drive from Wroclaw airport**

East European locations benefits (1)

- **Effective Communication**

- 100% of our staff speak English
- European culture, mindset, understanding of expressions, wording, etc.



- **Excellent Staffing**

- Highly educated, motivated staff
- Proactive problem solving approach
- Low attrition rate (< 10%)



East European locations benefits (2)

- **Geographical proximity**

- Same time zone
- Low travel costs
- No visas



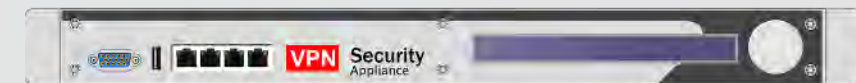
- **EU regulated law standards and data security**

- With natural Polish culture to respect confidentiality

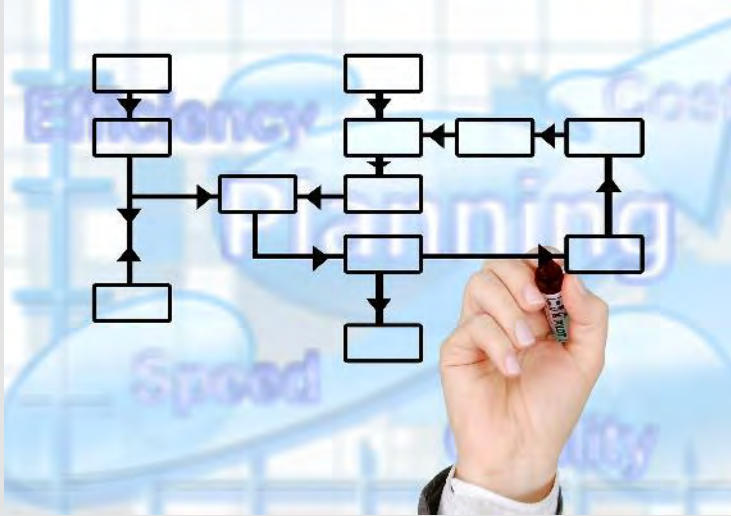


- **Reliable & well developed IT Infrastructure**

- Infrastructure modifications, extensions available at short notice
- Quality video conferencing for team meetings etc.



Our strenghts (1):



Adjustable processes:

- Process management & integration,
- ISO 9001:2015 certified,
- ISO 27001 ongoing (Q1/2020)
- ISO 14001 ongoing (Q1/2020)
- Additional standards possible (SIL, IEC 62304 etc.).

Effective:

- Transition planning & execution
- Involvement of German-speaking Delivery Manager
- Operations.

Our strenghts (2):



Effective:

- talent acquisition,
- team bulding,
- talent retention.



Effective:

- SCRUM / Kanban processes,
- V-modell, waterfall,
- Project & program management.

Our strenghts (3):



Expertise:

- in all levels of modern systems: embedded, web&cloud and mobile systems
- Modern know-how, incl. ML/AI algos, Big Data algos, Sec.
- Technology choice based on problem needs,
- User experience and quality focus.



Experience in:

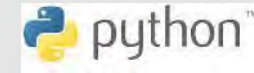
Transportation (maritime, air, automotive),
Telecom,
Industrial Automation,
Fintech,
Medicine,
Education,
Media, etc.

Our Offering: *Embedded Systems*

- We offer services in:
 - ✓ firmware development
 - ✓ bootloaders
 - ✓ drivers development
 - ✓ embedded applications development
 - ✓ embedded GUI / UX development
 - ✓ embedded algorithms/functions development

- Example technologies:

embedded Linux/Android, FreeRTOS, VxWorks, CAN bus, Ethernet, Qt, C/C++, embedded Java, Python ...
& many more..



Our Offering: *Applications & Cloud*

- We offer services in:

- ✓ Front-End development
- ✓ Back-End development
- ✓ Full-Stack development
- ✓ Cloud-based apps development
- ✓ Complex microservices-based applications development
- ✓ Cloud DevOps

- Example technologies:

Linux, Windows, MacOS, Java, .NET / C#, Python, JavaScript, Go lang, Ruby, Scala, PHP, C++, R, HTML 5, Angular.js, node.js, react.js, CSS, MySQL, MongoDB, MS SQL, MS Core, Postgresql, MS Azure, AWS & many more..



Our Offering: *Mobile Applications*

- We offer services in:

- ✓ Android development
- ✓ iOS development

- Example technologies:

Android Java, Kotlin, react native, react.js, xamarin, ionic3, flutter, html5, opengl, objective-C, SWIFT, AR/VR/XR ... **& many more..**



Our Flexible Cooperation Models:

- 1) Consultancy, T&M.**
- 2) Dedicated Teams, T&M.**
- 3) Customized models.**
- 4) SLA based models.**



Sample Engagement Process:

- 1) First meeting, presentation, NDA signed.
- 2) Precise definition of: competences, timing, capacity.
- 3) Planning of near-shoring development integration into existing customer R&D (cooperation interfaces, model)
- 4) Transition planning (onsite, offsite phases, checkpoints)
- 5) Contracting, team building, interviews, enabling&transition process.
- 6) Operations & service quality assurance.



Summary of benefits we deliver:

- ✓ **Long-term cooperation** → knowledge & talents retained by a trusted, dedicated partner
- ✓ **“Breathing” size of teams**, depending on your current needs
- ✓ Constant **competences development** & alignment
- ✓ Work according to **standards required by you**
- ✓ Proven **experience and best practices in near-shoring**
- ✓ **Proactive management** for resolving challenges

Thank You for your attention.



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Nearshore software development stages

Basic Collaboration Stages

- ☐ Stage.1: Globally recruited team is working on one site
- ☐ Stage 2: Nearshoring of non-critical work
- ☐ Stage 3: Development tasks without key-functions
- ☐ Stage 4: Some key-functions assigned to nearshore partner
- ☐ Stage 5: Local subproject management at nearshore partner
- ☐ Stage 6: More than one project fully executed at nearshore partner

Typical Roles

- ☐ Overall Project Management
- ☐ Sub-Project Management
- ☐ Key Function + Development
- ☐ Development
- ☐ Non-critical tasks development



Overall Project Management



Key function + Development



Sub-Project Management (PM)



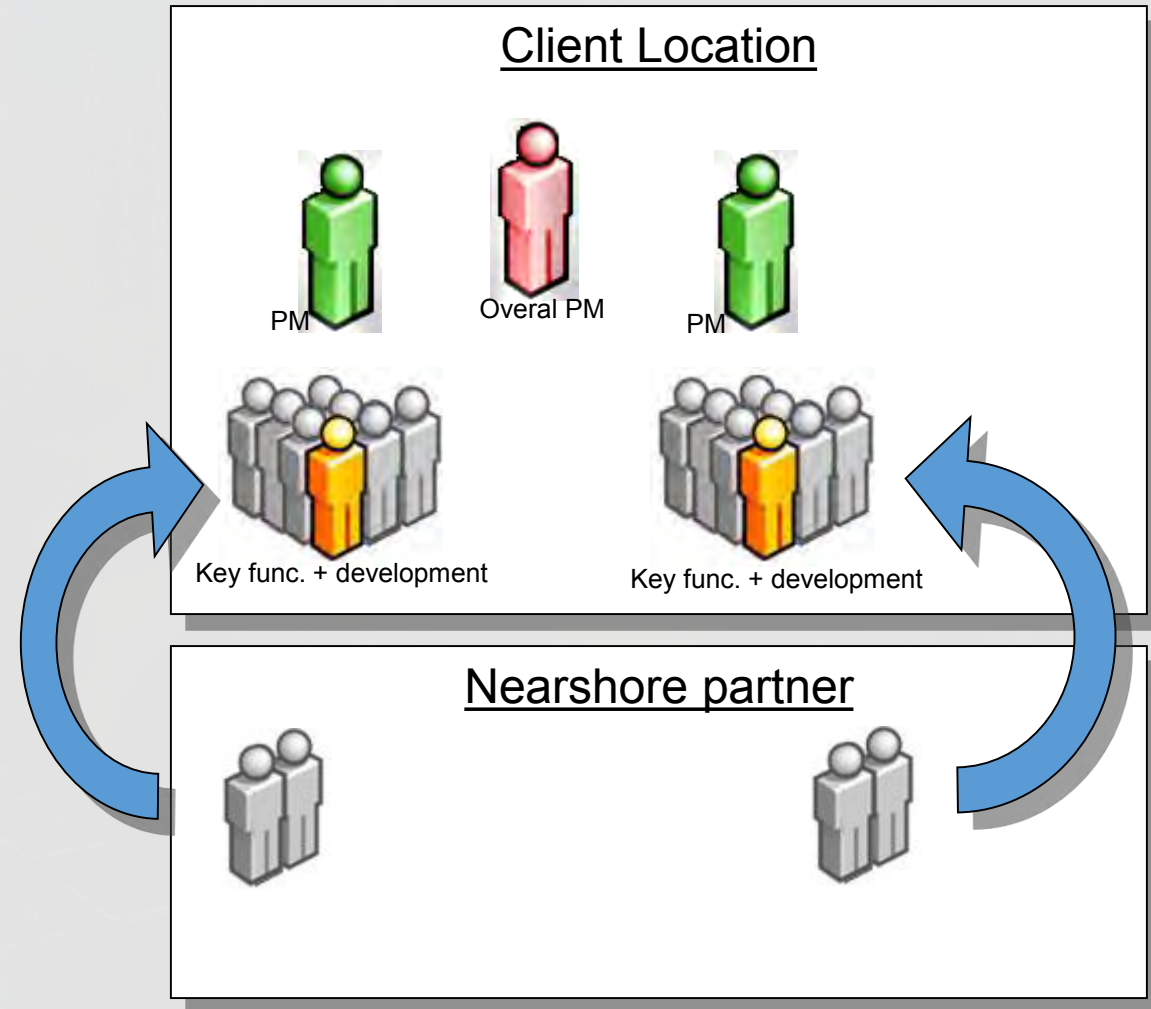
Development



Non-critical tasks

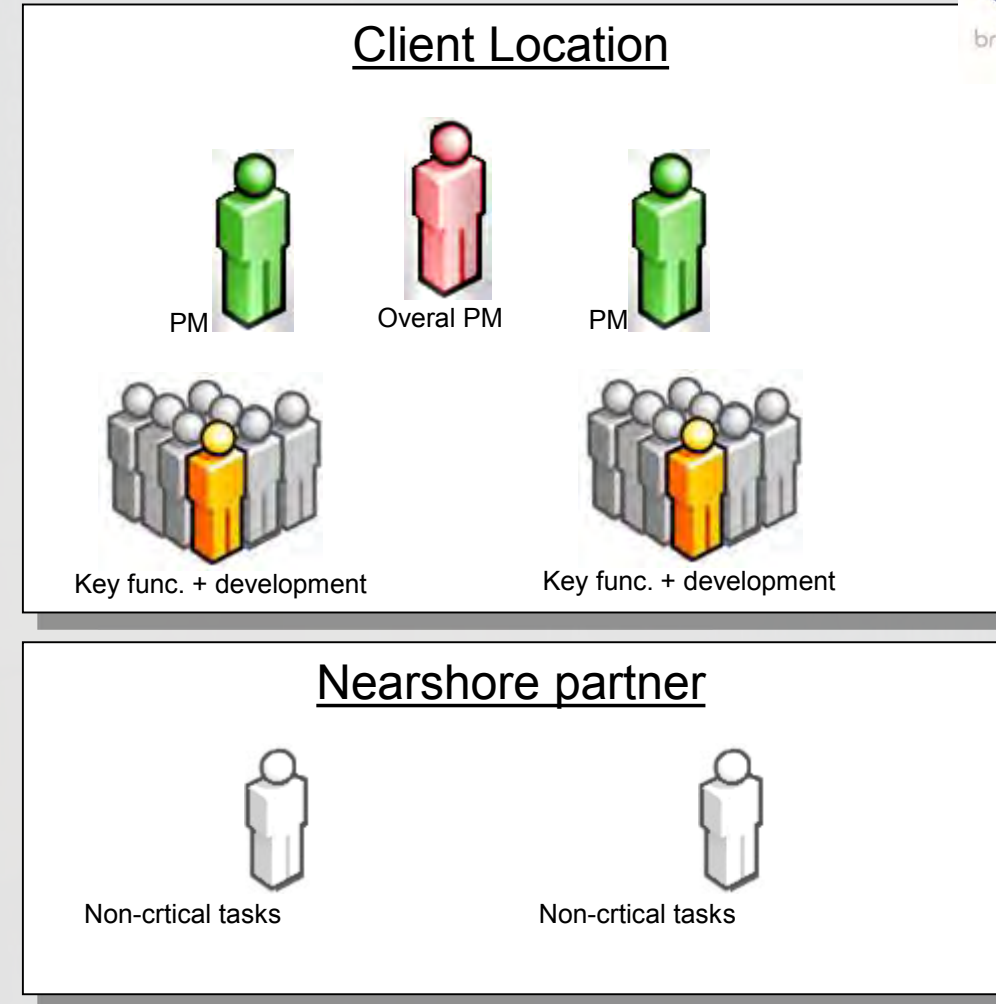
Stage 1: Globally recruited team is working on one site

- ❑ External teams travels and works in central location
- ❑ Build confidence in the abilities of nearshore partners
- ❑ External partner teams become familiar with corporate processes



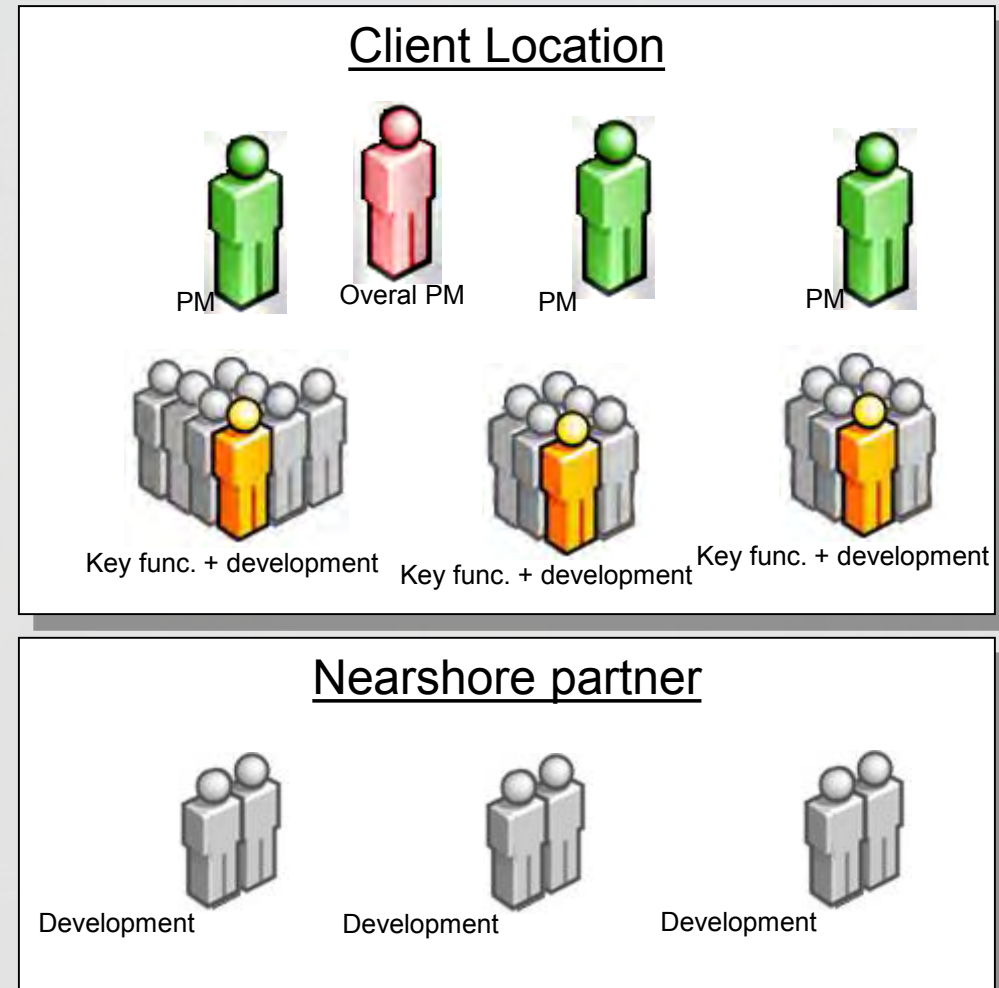
Stage 2: Nearshoring of non-critical work

- ❑ This stage usually marks the beginning of globally distributed development
- ❑ It is recommended to start with types of development where the partners have the required knowledge and the impact of a distributed project is rather low
- ❑ In long term non-critical tasks discourage the nearshore staff, which may lead to elevated fluctuation



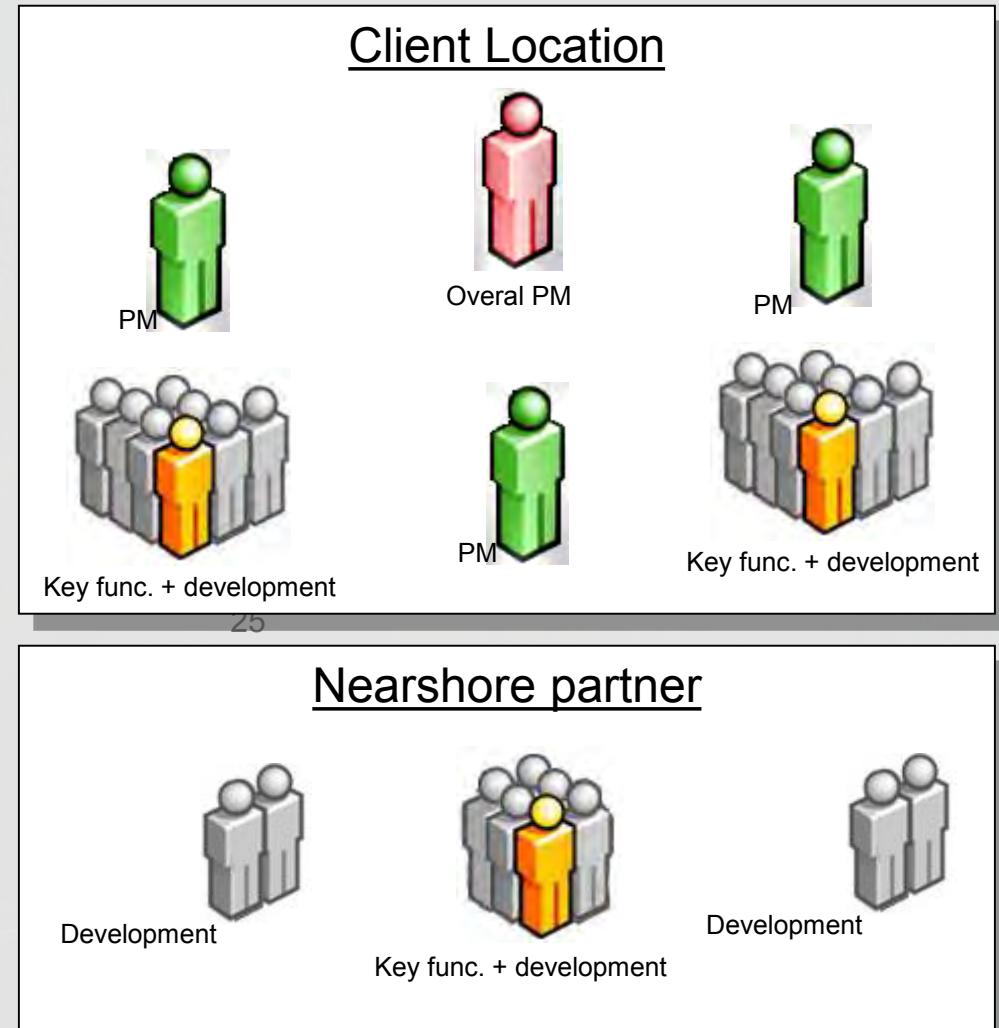
Stage 3: Development tasks without key-functions

- ☐ Nearshoring of development activities yields a high potential for effective scaling and savings.
- ☐ Key function remains on client side
- ☐ Higher costs of intensive communication



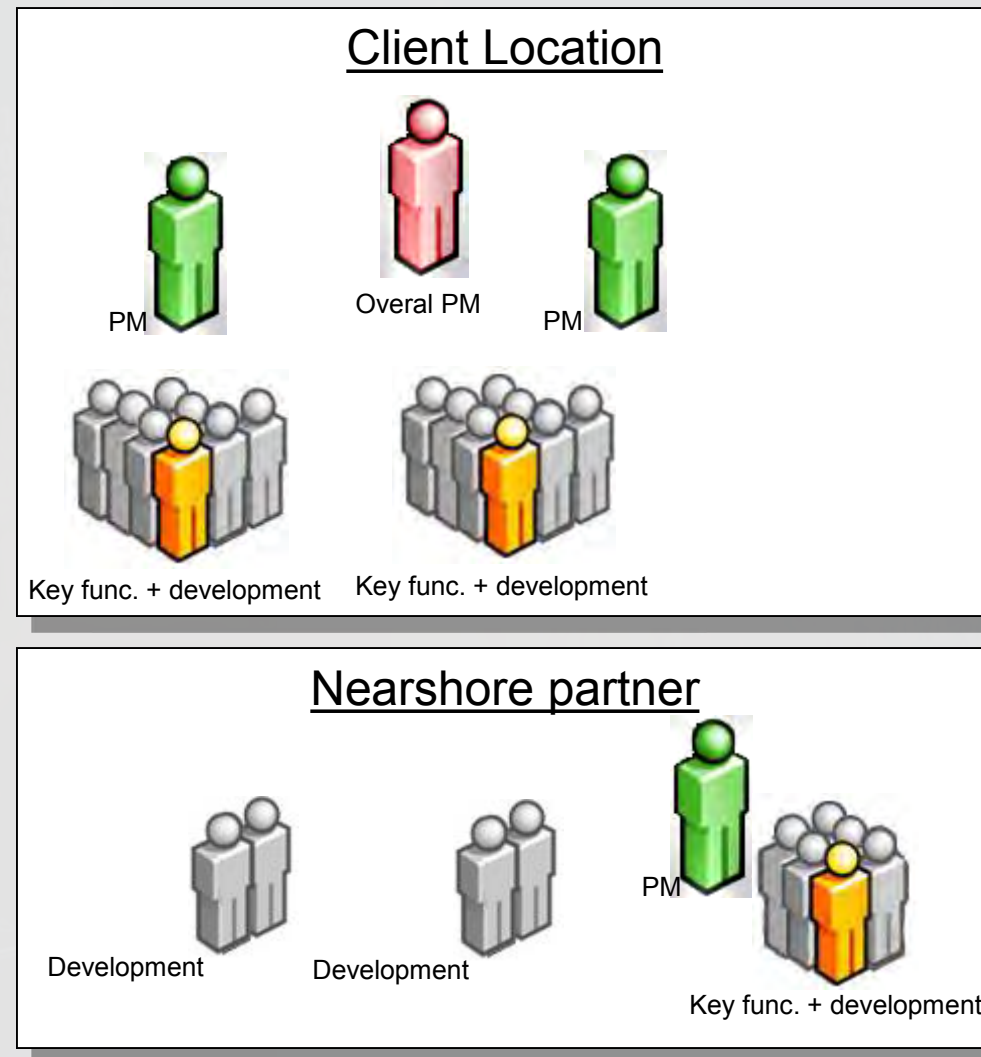
Stage 4: Some key-functions assigned to nearshore partner

- ❑ Important step toward local responsibility
- ❑ Leaders in local company start to coordinate communication with central
- ❑ Costs of communication lower



Stage 5: Local subproject management at nearshore partner

- ❑ Responsibility for whole sub project, local team and resource management at nearshore side.
- ❑ Costs of communication gets low
- ❑ Architecture of system critical at this stage (modularity)



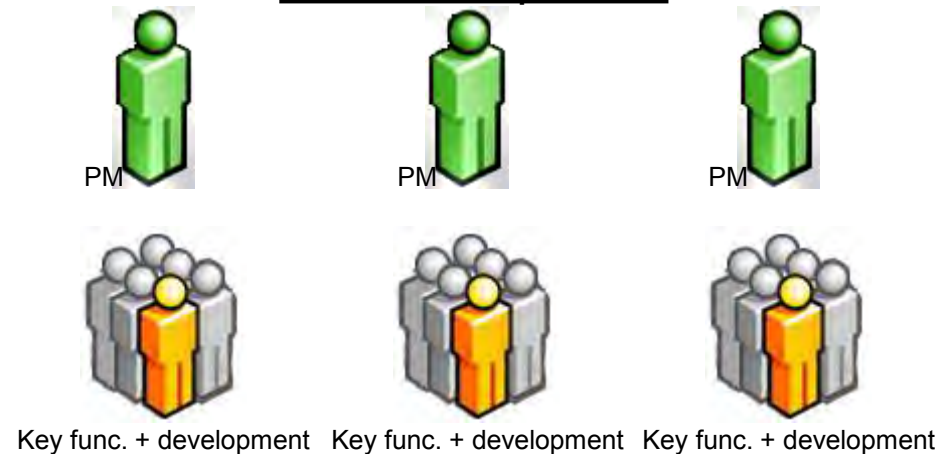
Stage 6 (optional) : More than one project fully executed at nearshore destination

- ☐ Nearshore partners are experienced and fully aware of interdependencies between subsystems
- ☐ Nearshore site interacts deeply with core company

Client Location



Nearshore partner



Nearshoring - Best Practices

- **Roles:**
 - At customer site: **Nearshoring Coordinator**, technical and commercial
 - At nearshoring site: **Service Delivery Manager**
- **Enabling Plan** present (for first developers travelling to customer site)
- **Training on-site** 2-12 weeks, depending on project
- Quarterly **on-site visits** (both ways)
- Management **feedback** on regular basis
- **IT infrastructure** cooperation activated at Stage 1