

CASE STUDIES

b2b enterprise projects



Situation

BuyerQuest is a USA-based premium quality software development company. It is renowned by the tough interview, which is passed by only one of a hundred of applicants to a position of a developer. At the same time their developers' services come at the affordable price. BuyerQuest's cooperation with CHUDOVO OÜ started in spring 2016, when the company needed to extend its Magento team.

Solution

CHUDOVO OÜ within a short time period (3 days) offered five Senior developers for BuyerQuest's consideration, three of which have successfully passed the tests and the interview at BuyerQuest and had been involved in the new projects at once.

Result

BuyerQuest has found highly-skilled developers at a cost level it's been looking for;
Fast response of CHUDOVO OÜ has cut down BuyerQuest's efforts of searching for TOP-expertise engineers;
With the aid of CHUDOVO OÜ, BuyerQuest covered the gap between demand for and supply of the developers within the company in record-breaking time.

berlinappcompany

Situation

berlinAPPcompany is a German start-up, intended to create an informational system about various businesses, their services, goods and locations for the clients' reference. It includes web-application, web-services and a reliable database. By the time of the first negotiations between berlinAPPcompany and CHUDOVO OÜ, the idea was vague and required a lot of time and effort to put all the features in the form of a specification. Another problem factor was the fact that the head of the start-up doesn't have a lot of experience in IT.

Solution

Prior to undertaking the project, CHUDOVO OÜ has initiated a number of consultations with berlinAPPcompany to make small specifications to reference to during the development process. Currently CHUDOVO OÜ is working on the iOS version of the application and make a lot of changes to the app for the better functionality, reporting to berlinAPPcompany on the progress.

Result

berlinAPPcompany has saved much of resources on the high qualification of the developers at CHUDOVO OÜ, who helped to take crucial functional decisions without sacrificing functionality; With the aid of CHUDOVO OÜ, BuyerQuest covered the gap between demand for and supply of the developers within the company in record-breaking time.



Situation

TriFin Labs is a USA-based technology holding company specializing in the creation, development, and cultivation of app companies, as well as #1 Heroku SI partner connecting apps to Salesforce. TriFin Labs approached CHUDOVO OÜ looking for developers with Node.js+Angular.js stack and experience with Heroku, hoping to find them at CHUDOVO OÜ, as it turned out to be difficult to find a highly qualified team of the needed skill-set within short timeframes on their own.

Solution

CHUDOVO OÜ within short time (a week) provided TriFin Labs with a whole team of Senior developers and testers, who have been involved in the running project immediately.

Result

TriFin Labs have found the developers with a skill-set as well as experience it's been looking; CHUDOVO OÜ's prompt reaction to the request resulted in TriFin Labs' cut down on efforts of looking for developers with the needed experience by themselves; TriFin Labs with the aid of CHUDOVO OÜ started working on the project with their best capacity, ensuring the project early finish.



Situation

Counto is a Germany-based company, latest product of which is an event manager, allowing to create events and to invite people to them through various social networks and chat over them. Counto at the time of reaching out to CHUDOVO OÜ already had back-end and iOS version developed, but it still had to develop an Android version of the application. As Counto has never been outsourcing before, it had a lot of fears concerning the communication process and the quality of work.

Solution

CHUDOVO OÜ has taken the project into work and at once has established direct communication between the developer and Counto, which allayed all the concerns, as, for one thing, Counto could immediately discuss all the issues with the actual performer of works without any mediator; for another, Counto could see the progress as well as to check the quality of work.

Result

Counto's first experience of working with outsourcing company turned out to be successful due to CHUDOVO OÜ's unique approach to each contractor; Counto was favourably impressed by the quality of the development and the level of experience of the developers at an affordable price.



Situation

FDP is a liberal German political party, that was in Bundestag until 2014. In year 2010 manager at FDP got in touch with CHUDOVO OÜ's German partner to develop a communication system for the party. In turn, the project was passed to CHUDOVO OÜ. It was supposed to be an extended customer relationship management system with exclusively German interface, developed from scratch. Since the users of the CRM were expected to be of medium to low computer working experience, CHUDOVO OÜ had to create an understandable and easy-to-use interface.

Solution

The CRM-system for FDP, naturally, was a long-term project, and it took CHUDOVO OÜ two years to fully develop it. A team of 10 developers had been involved in work over the system. The key factor of the solution was its quality and reliability. To secure these factors, a whole system of quality control had been established in the form of unit tests.

Result

In two years CHUDOVO OÜ developed an extended and highly reliable CRM-system, performing various tasks from creation, modification and storage of contacts to event management and badges printing;

CHUDOVO OÜ provided trainings for the party members to teach them working with the system and to show all its features;

CHUDOVO OÜ managed well working with all the specifications in German as well as creating a well-understood UI for German users;

FDP was using the CRM-system until its failure at parliament elections in 2014. CRM usage experience by that time:

- German regional counties election 2012-2013
- German parliament election in Bundestag 2013
- Amount of contacts in the system ~1 mln 100 ths
- Amount of send messages ~5 mln

Thank you for watching

Viktor Kharchevskiy
Business Development Director
Chudovo OÜ
USA: +1347-539-4955
DE: +49-7152-307-9561
EST: +372-5773-7509
www.chudovo.com
viktor.kharchevskiy@chudovo.com