TWGates
Trade World Gates
SOULUTIONS

TW Gates
CORPORATE PROFILE

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PROFILE OVERVIEW

Since 2004, **TWGates** has been leading custom software, web & database Development Company delivering world-class software development services. A trusted business partner and adviser to our customers, **TWGates** leverages a powerful blend of the best industry-proven practices and leading standards, refined business acumen and deep market understanding, profound technical skills and extensive hands-on experience to meet the toughest challenges that our clients face, help them compete successfully in the dynamically changing IT marketplace and achieve the maximum return on investment. When you outsource to **TWGates**, you have the freedom to focus on your core business while a dedicated team of qualified experts is committed to deliver a turn-key solution taking on all and every aspect of your IT needs starting with strategy consulting and concept development, design and architecture, up to deployment, training, maintenance and future enhancement.

OUR CUSTOMERS

Since its inception, **TWGates** has been a customer-focused company. We have a strong track record of repeat business from our clients, while continuing to win new customers on a consistent basis. Our long-term, time-built relationships with our customers based on confidence and trust are the result of our demonstrated performance in technology fields, industry specific expertise, product knowledge, along with proven consulting and project management methodologies for each customer and engagement.

At **TWGates** we consider our success is on the line with our customers' satisfaction. We are committed to applying a unique depth of understanding your individual business needs, and we go an extra mile to make sure you are getting the best-of-breed solution catered to perfectly fit your requirements and objectives. This commitment has allowed us to build up a wide client network all around the world and ensures that our customers will keep coming back. We are proud of our impressive customer list which is continually expanding, and so is the demand for our services.

At **TWGates** we take in consideration many things important to our clients, we propose the whole project schedule upon our client's desired delivery date, the business reasons and the urgency of the project, describing how each group of users will be using this system, inputs and outputs of the general very well analyzed business process, the frequency of activity and finally administration/ management reports in mind within the cycles of activity.

BUSINESS CONSIDERATIONS

Chosen Technology
At TWGates the decision of using a technology for a specific project is a tough and very complicated process, just to be sure and to assure the quality of the final product. We're following a very restrictive set of open standards to evaluate every idea in a very accurate & detailed way in order to take such an important decision about the chosen technologies

OUR TEAM

TWGates engineers combine their profound knowledge, skills and technical expertise with capability of in-depth analysis, design, and implementation of projects of any complexity as per customers' requirements. At **TWGates** we recruit and hire only the best and the brightest technical and functional experts with demonstrated skills and proven track records. Our project-oriented organizational structure provides the quickest means to scope a project, form teams, and assign sufficient and appropriate personnel to complete projects on schedule and within budget.

The Integration Experts

TWGates work with your business to build your connected solution and integrate it with your other business systems. Depending on your company's size and software ecosystem, TWGates can integrate your connected solution with any number of systems including your **CRM, ERP**, or other line of business applications. The team also has extensive experience with custom application development and big-data analytics implementations.

Embedded Hardware Systems

TWGates has deep knowledge and extensive experience in a wide range of hardware platforms, sensors, actuators and more, ranging from the simplest microcontroller all the way to miniaturized yet fully capable PC platforms. We understand how to navigate the vast number of options to help you choose the right technology for your solution. Our open libraries, firmware expertise and partner relationships provide unparalleled acceleration of the design and implementation of your business connected object.

Mobile Applications

The rise of smart phones and tablets provides game-changing opportunities for businesses, especially when it comes to the Internet of Things. In a lot of cases, the mobile application represents the key interface between users, physical devices and businesses systems. TWGates has deep expertise in developing mobile applications that transform application interaction into a connected experience that drives business while delighting users.

Line-of-Business (LOB) Applications

TWGates has worked on a broad range of line-of-business integrations for connected experiences, ranging from product lifecycle management to sales order processing, accounting, HR, time and materials billing, security systems and many other applications. TWGates enables your connected solution to positively impact your business through deep integration with your LOB applications.

At **TWGates** all engineers participate in dedicated learning programs and challenging projects in order to keep up with the constantly changing landscape of IT technology. This persistent technological advancement allows us to build a company that attracts, develops, motivates, excites, and retains highly-skilled and committed personel.

CRM Integration:

Salesforce.com & other tools

Connected products and services grant sales, marketing and operations departments unparalleled visibility into how the business delivers products and services to market, as well as how customers use those products and services in the wild. **CRM** systems are one of the cornerstones where business intelligence information is gathered and acted upon by various groups within the organization. **TWGates** delivers deep **CRM** integrations for your business' connected experiences.

ERP Systems

Whether your business is running SAP, Oracle, Sage, Microsoft or any other enterprise resource planning **(ERP)** system, integrating your connected product or service can unlock exponential benefits almost immediately.

TWGates integration consultants have been working to integrate connected products into ERP systems for many years.

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ApplicatioN Development

When integration with other systems isn't enough, TWG's application development team creates custom applications to monitor, manage, remotely update and control your business' connected devices or solutions. Beyond basic functionality, custom applications can make intelligent, automated decisions based on analysis of system or environmental conditions.

Analytics Solutions

Connected devices and systems generate large amounts of data. TWG systems integrators can either work to integrate connected solutions with your business' existing analytics and BI tools, or can suggest other 3rd party systems that can solve a particular need.

SERVICES OVERVIEW

Over the past 10 years, TWGates has been providing a wide array of end-to-end IT solutions for a range of key vertical industries and horizontal competencies. From the strategy consulting to complete implementation, TWGates has been delivering unique business-oriented solutions meeting the toughest challenges that our clients face and helping them compete successfully in the ever-changing IT marketplace. At TWGates we practice a follow-on activity. To that end, we always remain in contact with the clients after completed service delivery and should there any issues arise regarding upgrades or enhancements, our highly-skilled team is available for further engagements to assist you in meeting unforeseen challenges and getting a competitive edge in the marketplace.

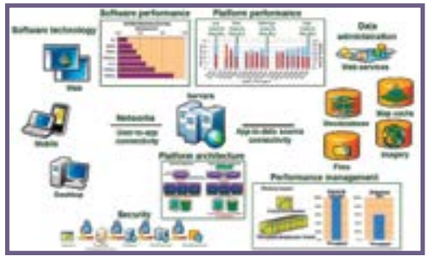
Our core services span the following IT practice areas:

- Custom Software Design & Development
- Custom Web Application Design & Development
- Custom Database Design, Development & Management
- Smart Devices Software Development
- Custom Web Design & Original Art Work
- Information Technology Consulting

Our range of services is not limited to the above list. So, if you're not sure which of the listed services is exactly your case, feel free to contact us with your requirements description or initial questions, and our knowledgeable consultants will respond as promptly as possible about how we can assist you.

Custom Software Design & Development

TWGates has carved out a successful niche for itself in custom software design and development. We provide complete software implementation process, starting with software design and development, software quality assurance testing, software deployment, up to further software upgrades and enhancements. The core software design and development services provided by TWGates include, but are not limited to, desktop application development, high-end client-server application development, enterprise application development and building end-to-end enterprise application integration ***(EAI)*** solutions, re-engineering, software systems maintenance and support. TWGates's software engineers have gained profound experience and proven background in Borland ***c++ / delphi, microsoft visual c++ / c++ .net / c# .NET,*** and other Windows tools and technologies achieved through successful implementation and delivery of custom software solutions in diverse vertical industries.



Since a well-conceived technology solution is fundamental for your success, we provide a team of professional technical consultants who can assist you in selecting the right custom software solution by analyzing functional, technical, operational, and financial requirements. All our consulting engagements start with defining and understanding your business issues. Not only do our consultants grasp your specific needs, but also strive to apprehend exactly what you seek. With the thorough attention to detail, our team of business and technical consultants undertakes a profound requirements analysis, needs assessments and strategic planning, resulting in elaboration of a Statement of Work document covering all issues required for your custom software design and development.

At ***TWGates*** we follow our standardized and refined software development process that provides a flexible and scalable framework for delivering any project (regardless of size or complexity) on time, within budget and with high quality meeting both current and future IT challenges of our clients. This methodology is applied to each custom software application development project to ensure the quality and reliability of products we develop for you.

Custom Web
Application Design & Development

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Possessing all the latest web technology innovations at our fingertips combined with our long-standing experience in website and web application development, allows us to provide you with the right solution for your unique business needs. Our top class team of professionals with strong backgrounds and advanced technical skills can manage your product from “Concept to Completion”, from in-depth technical analysis and assessment to complete development and implementation. TWGates’s expertise in custom web application development covers the following main areas: e-Commerce unions (B2B, B2C), Content Management Systems (CMS), Customer Relationship Management (CRM), database driven web sites and applications, web enabling legacy systems, web portals, Application Service Provider (ASP) solutions, re-engineering, and enhancements.

Having achieved profound experience in such web tools and technologies as ASP. NET, C#, PHP, MySQL, MS SQL server through successful completion of dozens of custom web development projects for a variety of industries, TWGates can offer everything you need to start conducting business online over the Internet. Irrespective of the size or nature of the business, you can benefit from our proven background in professional web site and web application development and be ensured that your online business will gain the competitive edge within your marketplace.

Once your web product is up and running, you will be provided with our support and maintenance afterwards in whatever way suits you most. As your business grows and you want to add optional features, our team will work with you to measure the performance of your web application and make enhancements to ensure your strategy stays on track with your customers and the constantly changing Internet environment. You may be confident you will be provided with the most up-to-date solutions since we keep up with the cutting edge of new technologies and this is a crucial asset we always maintain.

Custom Database

Design, Development & Management

TWGates has accumulated years of ***cross-industry*** expertise in database design, database development and programming, database integration and conversion, database management and administration, database maintenance and support.

Profound knowledge and extensive hands-on experience in ***Oracle, MS SQL Server, MySQL, PostGreSQL, IBM DB2, Sybase*** and other relational database management systems ***(RDBMS)*** ensures our clients will get most out of their business being provided with a highly sophisticated database solution that is fast, scalable and efficient.

Whether you need a database driven web site or a full-featured, large-scale customer relationship management system incorporating Oracle database servers with complex structure, TWGates can offer you the top-of-the-line database application development services tailored to your specific needs and providing you with an important competitive advantage.

Our ability to combine strategic vision with in-depth expertise in a wide variety of cutting-edge database technologies ensures our clients are delivered robust database systems that automate and streamline their business processes, improve operational efficiency and management effectiveness, increase market reach and maximize return on investment.

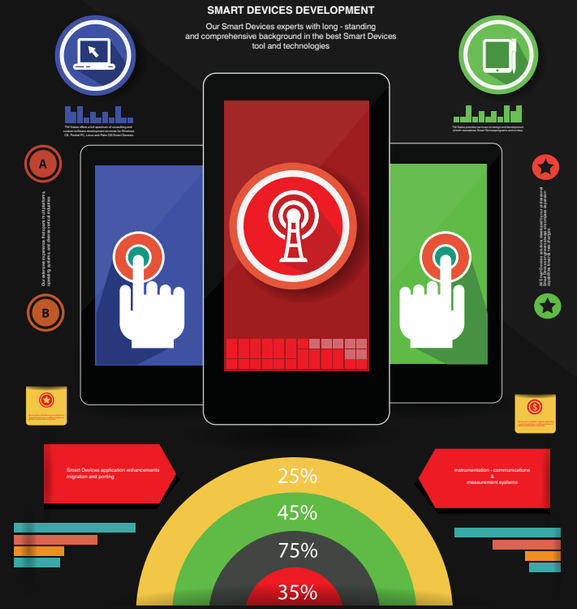
Smart Devices Software Development

TWGates offers a full spectrum of consulting and custom software development services for Windows CE, Pocket PC, Linux and Palm OS Smart Devices. Our extensive experience that spans multiple platforms, operating systems, and diverse vertical industries has empowered us with a substantial base of in-depth knowledge and proven expertise to deliver cutting-edge, robust, scalable, and competitive Smart Devices software solutions.

Our Smart Devices experts with long-standing and comprehensive background in the best Smart Devices tools and technologies can develop an application for Palm One or Pocket PC platform from concept to deployment. TWGates provides services on design and development of both standalone Smart Devices programs and turnkey, large-scale, enterprise-class mobile software solutions linking into existing enterprise systems and seamlessly exchanging

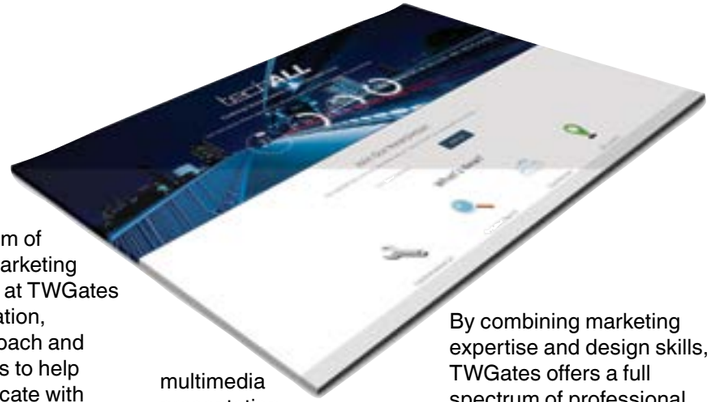
with desktop or web-based systems and external hardware (instrumentation, communications and measurement systems), as well as Smart Devices application enhancements, migration and porting.

Bearing in mind that Smart Devices technologies are constantly developing, we are in a constant hi-tech state of change to keep up with new and emerging technologies. All Smart Devices solutions developed by our professional Smart Devices engineers always encompass expansion



capabilities towards new changes. Besides, after the successful delivery of the completed Smart Devices software product, we can also undertake ongoing application support to assist you in setting up a series of planned releases to incorporate upgrades and enhancements to your Smart Devices program and new releases of the operating system.

Custom Web Design & Original Art Work



Through target audience research and competitive analysis, TWGates provides you with effectively designed websites that incorporate not just an appealing and appropriate look and feel but make you really stand above the rest. TWGates's professional web designers are committed to creating customer-focused websites that drive targeted visitors to your products or services and convert these visits into tangible results for your business. With our extensive expertise in developing effective web solutions coupled with strong creative and technical skills, we make your web site an accurate reflection of your goals and vision, and your web presence – dynamic and fully functioning extension of your business helping you develop competitive edge in the market.

To give your website an extra edge and add more interactivity, TWGates offers you creation of high-impact Flash and multimedia solutions. Our core Flash services span Flash Intro, Flash website, Flash demos and presentations, embedded Flash components, Flash animated graphics, banners, and any other Flash elements. TWGates' Flash experts possess all the necessary know-how to leverage the true power of Flash multimedia and implement sophisticated, highly-advanced online Flash-based multimedia applications.

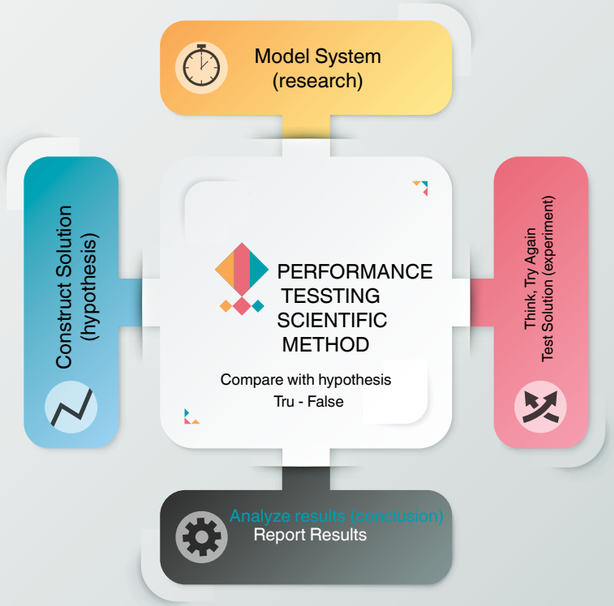
Whatever your business's size, age or sector, it is crucial for your company to have an easily recognizable and memorable corporate identity in the market. Our experienced graphic designers are committed to developing innovative ideas and impressive designs to create a consistent corporate identity encompassing your company's objectives and delivering a message and impression that conveys a unique meaning to your targeted audience.

Information Technology Consulting

business planning solutions tailored to your business needs and objectives is the key to your success. With an in-depth understanding of business process and technology along with hands-on experience gained through working on critical issues in key industries of the IT marketplace, TWGates is committed to providing you with top-end consulting services and solutions to meet your unique business challenges.

If you have some idea in mind or you are thinking of applying IT technology in a unique and interesting way and you are not sure whether the concept is feasible, our consultants can hold a feasibility study and assist you with technical advice, investigation and assessment resulting in a feasibility report to provide you with a clear vision of how this solution can be used to meet your business objectives or gain a distinct advantage over competitors. If you need the assurance that your concept is both technically and financially viable prior to investing in development, we can implement feasibility study, prototypes and proof of concept demonstrations for validating your concept thus helping you envision your custom application before it is developed and make decisions as to committing it to implementation.

We are flexible to meet the diversity of your special requirements thus offering consulting services on both short-term and long-term assignments, from technical consulting helping your IT department in evaluating your current implementation and recommending enhancements, to evaluation and needs assessment, selecting the appropriate technology and tools, project management solution, and development of the complete end-to-end web application or software product.



PARTNERSHIP

Delivering world-class custom software, web and database development solutions in a wide range of industries has brought TWGates immense hands-on experience and in-depth technological know-how. Our specialized industry knowledge empowers us to understand the issues and challenges within your competitive space and translate proven technologies into value-added solutions that match your business goals and needs.

TWGates's clients range from small start-up companies to Fortune 500 global enterprises, and our services range from a single resource to a full-scale turn-key outsourcing solution. An experienced and technically proficient outsourcing partner, TWGates enables you to compress software development time, reduce development costs, and achieve the shortest time-to-market possible. We take full responsibility for the offshore development of your custom project thus enabling you to focus your time, energy and resources on the core business, increasing sales and market share.

Relationship & Pricing Models

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Fixed Price Model

Fixed Price model is suitable for projects with well defined requirements and schedules. When your need is clearly specified in sufficient detail, TWGates estimates the project scope and complexity and provides a project delivery schedule along with the fixed price for the complete project development. Under this business model, TWGates ensures quality delivery of the final product within a pre-scheduled timeframe, and the client pays a mutually agreed fixed price for the project.

The primary advantage of the Fixed Price model consists in allowing the client to determine exactly the project budget in advance. However, in comparison with the Time & Materials model, Fixed Price contracts tend to be less flexible for managing changes and additional features requests. Any requirement changes or new features requests occurring during the project implementation process will cause a re-negotiation of the delivery schedule and price.

Time & Materials Model

When the project scope, specification and implementation plans cannot be precisely defined at the outset or requirements can vary during the project implementation process, the Time & Materials model provides the flexibility of modulating the size and workloads of the development team assigned to your project, while optimizing time and costs. Under the Time & Materials option, TWGates offers our skilled resources, and the development effort is billed at the end of every month based on the pre-negotiated and mutually agreed hourly rate. Hence, the total project cost is determined by the amount of time and resources expended.

The advantage here is that Time & Materials model offers you a high degree of flexibility to alter specifications, accommodate unplanned activities rapidly, and adjust project resources based upon your evolving requirements throughout the project development lifecycle. TWGates also provides you with the flexibility to switch to the Fixed Price model once the project scope becomes clearly defined and the requirements are firmed up.

Dedicated Offshore Team Model

Through the Dedicated Offshore Team model TWGates serves its clients as a strategic development partner, providing a pool of highly experienced IT professionals with a wide range of skill sets and proven technology practice areas along with the infrastructure dedicated to your projects. TWGates's Offshore Development Center can be integrated with the client's existing processes to fully support design, development, quality assurance, version control, backup and recovery, thus operating as an efficient and seamless extension of the client's software engineering facility.

The Dedicated Offshore Team trained on your line of business, systems and processes can be changed in size when necessary ensuring quick response to your resource requirements. Empowered with transparent project management and progress tracking processes coupled with high-speed communication infrastructure, our clients have full control over the dedicated offshore team committed to their project.

Through setting up an Offshore Development Center and working with a dedicated development team, our clients can enjoy all the benefits of the offshore outsourcing, including cost-effective resources, flexibility and time-to-market advantages.

WHY CHOOS US

Through over 10-year experience in successful outsourcing engagements and delivering top-notch IT solutions to customers ranging from blue chip companies to mid-sized and small business, TWGates has proved to be the appropriate strategic partner for companies seeking to have outsourced software, highly-qualified and certified engineers with in-depth domain expertise and technological know-how, and the guaranteed quality of service. The key reasons why customers choose TWGates as the preferred strategic outsourcing partner are outlined below.

Uncomproising
Commitment to Quality

In a relatively short span of time, TWGates has made a good name for itself by providing premium-quality services and solutions based on its unparalleled technical proficiency, all-round domain expertise, project management abilities, and uncompromising commitment to quality. At TWGates, we apply the best industry-proven practices, leading standards and methodologies in the entire life cycle of each custom software and web development project, starting with initial inception up to successful implementation and post-delivery support, thus ensuring guaranteed quality of our service and unsurpassed reliability of all custom products we develop.

Competitive
Price

One of TWGates's prime advantages the customers and strategic partners can benefit from is its extremely competitive and reasonable pricing policy. Are TWGates's rates the lowest in the industry? No, because focusing on price alone can cause the quality to suffer. TWGates's commitment to quality is among its key focuses, so we would rather justify our prices now than allow the quality to suffer later. Are TWGates's rates the highest in the industry? By no means, because we know our services should be cost-effective; and the location of TWGates software development center in Ukraine, Eastern Europe, endows TWGates with favorable conditions to offer that perfect middle mean where the quality is unsurpassed while the prices are affordable and cost-effective.

Flexibility & Reliability

The unique value proposition of TWGates comes through providing the flexibility you need and the reliability you demand. Choosing TWGates as your preferred strategic outsourcing partner empowers you with the flexibility to bring on highly-skilled, experienced and knowledgeable IT experts exactly when and where you need them. Through our offshore services, you can outsource a few key activities or all of them, you can choose to keep your core competencies and let TWGates manage the rest. TWGates's specialization and in-depth domain expertise in a wide range of IT technologies coupled with flexible outsourcing partnership models gives you a competitive advantage enabling to avoid expenses on hiring full-time staff, chasing technology and training, thus saving costs and focusing on ruining your core business and generating revenue, while TWGates is handling all technology-related issues.

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