

EXIGEN® SERVICES: CORPORATE BROCHURE



“Becoming a strategic partner to the business is one of the top three reasons that IT organizations outsource application development work.

By entrusting high value application development work to a qualified vendor, IT can ensure that it delivers a high quality, useful product on time and on or under budget. So, not only does IT become more credible with the business from a utility perspective, it is actually now able to partner with the business to solve problems, develop new revenue opportunities and innovate.”

From a commissioned study conducted by Forrester Consulting on behalf of Exigen Services

FACTS AND FIGURES

- **Headquarters:**
San Francisco, USA
- **Main offices and delivery centers:**
USA: New York
Europe: London, Frankfurt, Stockholm, Copenhagen, Riga, Vilnius
Russia: St. Petersburg, Kazan, and Nizhny Novgorod
Ukraine: Dnepropetrovsk and Odessa
Belarus: Minsk
China: Suzhou
- **Number of employees:** 2000

CORPORATE BACKGROUND

Exigen® Services is the leader in the next generation of global application outsourcing. The company combines world class skills, recognized expertise in development methodologies, and industry experience to reduce risks, lower costs and deliver results. Coupled with commercial terms that optimize financial alignment, Exigen Services makes IT outsourcing a more beneficial undertaking for global enterprises.

Since 2000, Exigen Services has pioneered the use of distributed Agile methods for rapid and precise systems development throughout the banking, insurance, brokerage, healthcare, telecommunications, public and media sectors. Unlike traditional offshore vendors, whose value proposition is focused on cost reduction through labor arbitrage, Exigen Services concentrates on **results**. Our engagements are based on commercial terms that contractually align our interests with client strategic objectives, ensuring that we share the delivery risk associated with large-scale IT projects. Our innovative **Flex-agility package** combines fixed-price terms with Agile methods in an exclusive offering designed to guarantee project success.

Exigen Services is a pioneer in the use of distributed Agile methods to overcome constantly changing business requirements, which can drive up project costs and delay systems deployment. During the course of development projects, Exigen Services involves the user community early by regularly delivering tested software to the client and obtaining feedback. This helps guide the course of software development and ensures that changing business requirements are met.

RECOGNIZED LEADERSHIP

Exigen Services has achieved high honors in a variety of independent lists and rankings. The company was named **top IT outsourcer for software testing and quality assurance** in Brown & Wilson’s 2009 Black Book of Outsourcing. In the same year, the company was ranked as one of the **top 100 innovative service providers** worldwide by Global Services, an organization that publishes ratings of worldwide outsourcing providers. In that survey, Exigen Services is also listed among the top 10 outsourced product development companies. In 2008, Inc Magazine placed the company on its **Inc 5000 list** of fastest-growing private companies in the United States.

QUALITY, METHODOLOGY, AND EXPERTISE

At Exigen Services, we have been adhering to high quality standards in real world situations for more than 15 years, fulfilling the requirements of demanding customers around the world. This experience has resulted in a series of best practices, procedures, and templates that support the software development process.



TECHNOLOGICAL EXPERTISE:

- Java, including Java EE, JDBC, Servlets, and Swing technologies
- Microsoft technologies
- Web development and usability
- Mainframe technologies such as Assembler, COBOL, FORTRAN, and PL/1

INDUSTRY EXPERTISE:

- Financial services (banking, brokerage and insurance markets)
- Healthcare
- Telecommunications
- Software Technology
- Government and public sector
- Media and entertainment

Our standards are evidenced by the company's quality certificates. For example, in 2005, Exigen Services Latvia became the first IT firm in the Baltic States to be assessed by the European Software Institute at **CMMI-SW Level 5** for its development processes. Currently, the company's adherence to the highest standards of quality management is affirmed by its **ISO 9001:2008** certificate presented by the international auditor company Lloyd's Register Quality Assurance, which also verifies the company's continued compliance in regular audits performed in accordance with TickIT Guide v.5 requirements.

Exigen Services knows how important it is to select the best software development methodology to achieve a customer's business goals for a project. Our company is prepared to apply various recognized software development methods, including Agile, Rational Unified Process, the waterfall method, or a combination of these, to ensure project success.

Our approach to software development is characterized by the following:

- ▶ readiness to select the **most appropriate project methodology** together with the customer
- ▶ willingness to bring our considerable **Agile expertise** into the project, if the customer so wishes
- ▶ readiness to work in an **iterative framework**, regularly presenting the customer with tested software
- ▶ readiness to apply new **Outsourcing 2.0 principles** to ensure the project is delivered on time and within a fixed price budget
- ▶ dedication to the highest levels of **international quality standards**.

WORK FORCE

The expertise of our software development specialists is drawn from the math- and science-oriented cultures of Russia, Northern Europe, and China. Exigen Services developers are among the world's most talented, with six-year degree programs and backgrounds in research and development. Our teams' R&D heritage helps create a unique culture of collaboration and creative problem solving that allows them to overcome our clients' most complex technical challenges.

Our highly educated, multilingual work force has worldwide project experience. Our IT professionals hold accreditations from IBM, Microsoft, Novell, Hewlett Packard, Oracle, Informix, Sybase and Centura, and a large percentage of employees have earned a master's degree or higher. In addition, we boast one of the lowest turnover rates in the industry.

Exigen Services is focused on building our employee skills with internal courses in Exigen products, Java, mainframes, and quality assurance, as well as external courses aimed at developing expertise in people and project management. Our work force is skilled in both modern and legacy programming languages and, despite the distributed nature of our company, works as a cohesive team.

CLIENTS

With clients in the banking, insurance, brokerage, healthcare, media, telecommunications, and government sectors, Exigen Services has acquired the in-depth industry experience required for complex projects. Customers range from Fortune 500 organizations to mid-sized growth companies, and include Sun Microsystems, CSC, Universal Music Group, Standard & Poor's, T-Mobile, and many others.



CORPORATE HISTORY

Exigen Services traces its roots back to 2000, when Alec Miloslavsky and Greg Shenkman founded Exigen Ltd., a pioneer in business process utilities (BPUs). To lay a firm foundation for systems development, Exigen Ltd. acquired SWH Technology, a high-tech research and development firm located in Riga, Latvia. An established provider in Europe and the United States, SWH had been operating since 1995, serving world-class technology organizations. Exigen Ltd. immediately increased its developer pool by 150 with the acquisition of SWH Technology, and gained a well-established, unique skills set.

Exigen Ltd.'s 2004 acquisition of Latvian provider DATI, the largest systems development organization in the Baltic region, brought critical project management skills, 250 developers and additional German language proficiency to Exigen Ltd. These language skills enabled the company to expand its presence in Western Europe. Since its inception in 1991, DATI had built a strong position in this region's enterprise space, as well as with Latvian government agencies.

By 2006, the rapidly growing BPU market allowed Mr. Shenkman and Mr. Miloslavsky to spin off a separate company, Exigen Services, which would focus on application development, allowing Exigen Ltd. to focus on BPU. Mr. Shenkman would lead Exigen Ltd., while Mr. Miloslavsky would lead Exigen Services.

In 2007, Mr. Miloslavsky bolstered Exigen Services by acquiring StarSoft Development Labs, the leading offshore Agile application development provider. Since 1992, StarSoft had grown from its roots in St. Petersburg, Russia, to the preeminent eXtreme Programming (XP) and Scrum provider with more than 600 specialized developers.

In 2009, Exigen Services continued its growth with the acquisition of a China-based software outsourcing company, Taihoo Technology. This decision brought 100 skilled IT professionals to Exigen Services, possessing an average of over five years of experience. Exigen Services is successfully blending its experienced IT team in Northern and Eastern Europe with the vast, well educated technical work force in China. This will provide new opportunities to bid for large-scale outsourcing projects and provide "round the clock" delivery services accelerating time-to-market for customer solutions.

Today, with a healthy revenue rate, a global roster of clients, hundreds of successful projects and a world-class team of 2,000 IT specialists, Exigen Services has redefined outsourcing. Our **next generation of outsourcing methodology** combines technical expertise, process skills and execution excellence with unique business terms to create partnerships with customers that appropriately share business risk and business rewards.

OUTSOURCING'S EVOLUTION TO 2.0

Starting in the late 1990s, global outsourcing offered a large labor pool at reduced rates. In the ensuing tech crash of the early 21st century, the first wave of outsourcing companies offered significant cost reduction over in-house, onshore alternatives.



Today, decreasing cycle times, evolving and converging industries, and a 24/7 online world put increasing pressures on businesses to innovate and execute. Major industry trends, like digital distribution of content and online self-service websites, require the update or reconstruction of back-end systems and applications to renovate core business functions. Businesses need to transform strategies and operations more rapidly than at any time in history. Cost reduction alone is not enough. The new generation of outsourcing vendors is here, defined by Exigen Services.

As the leader in Outsourcing 2.0, Exigen Services is focused on delivering the results that relieve this real world pressure. More than simple cost reduction through staff augmentation, Exigen Services employs the appropriate method for the project, the right commercial terms to ensure alignment of objectives and outcomes, and industry experience in packages designed to produce results.

This new generation focuses on results and reducing the risks associated with large IT projects. It makes IT more responsive to the changing needs of business. This includes using current and proven methods, like Agile and XP, to deliver the right system at the right time. It includes development resources that understand business issues and are held accountable contractually for results.

The new approach to outsourcing provides a true partnership between client and outsourcer, in which both partners analyze and overcome obstacles to increase the probability of project success.

GLOBAL LOCATIONS

Exigen Services is headquartered in San Francisco, with offices and development centers positioned throughout Europe, Russia, Ukraine, Belarus, China, and Australia. From these vantage points, we work smoothly with companies around the world.

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