

* Ciklum Dynamics

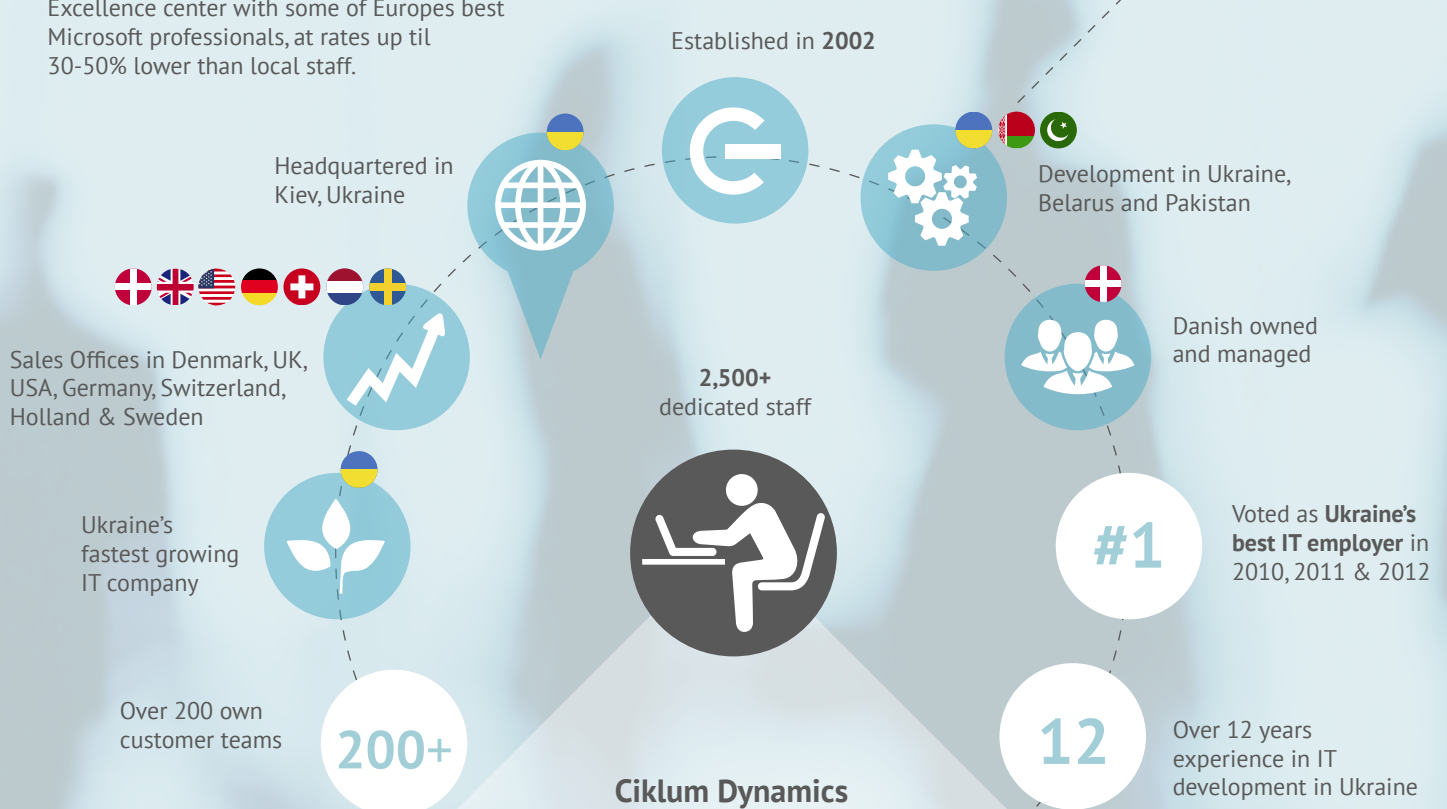
* About Ciklum

Ciklum is Ukraine's fastest growing IT company, founded in 2002, with more than 2.500 employees. The company is Danish owned and managed, and has a Western European company culture.

Ciklum Dynamics aims to support European Microsoft dealers & ISVs in growing, being more competitive and making more profit. This is done by giving access to our own Excellence center with some of Europe's best Microsoft professionals, at rates up to 30-50% lower than local staff.

ERP & CRMS

Microsoft Dynamics™ NAV (Navision), Microsoft Dynamics™ AX (Axapta), Microsoft Dynamics™ CRM



Ciklum Dynamics

* About Ciklum Dynamics

Ciklum Dynamics works with Microsoft partners and ISVs around the world. Our aim is to make the ISVs and partners grow, be more competitive and more profitable.

Established Spring 2013

Centre of Excellence:

- * Head of Operations & Delivery
- * Delivery Unit Manager
- * Developers
- * Project Managers
- * Solution Architects
- * Business Consultants
- * Ciklum Microsoft training academy

Technical Skills



* Ciklum Dynamics

* Outsourcing

Why (not to) worry ...



Traditional and unique worries

- * Fear in mother company
- * Different culture
- * Language and communication
- * Workflow and processes
- * Quality and deadlines
- * Integration

Frequent statements

- * "They use double the hours"
- * "They just say yes..."
- * "They don't understand our business"

Nearshoring... what ??



How we overcome it!

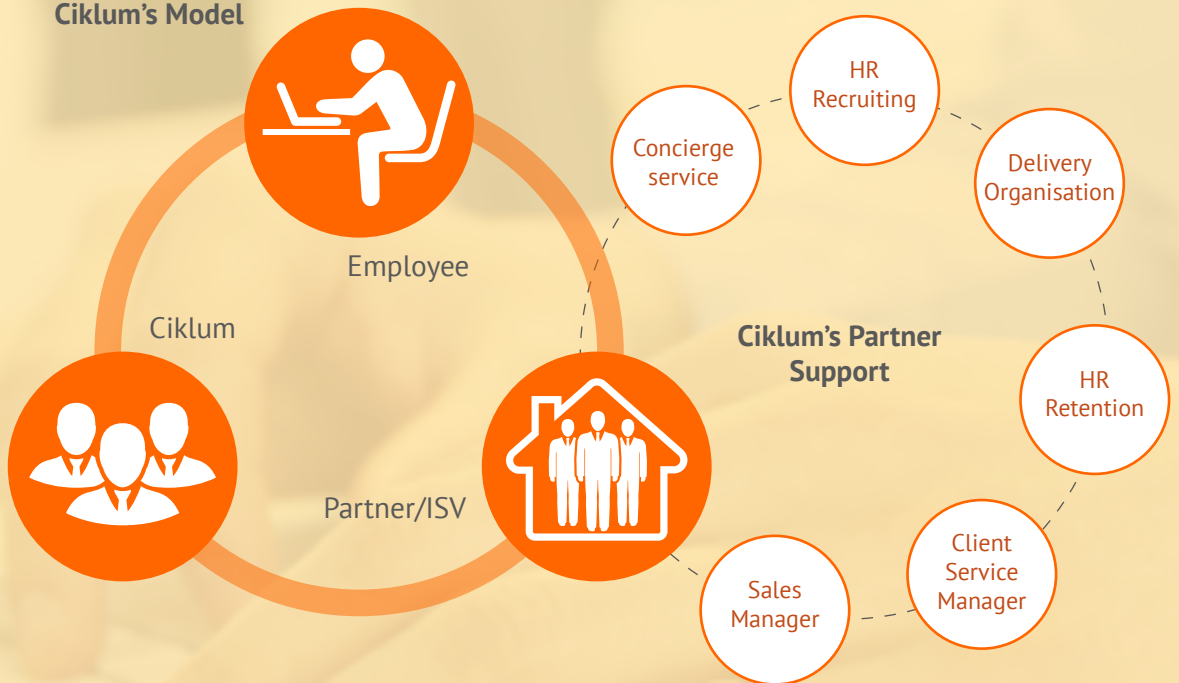
- * Communication, transparency and involvement.
- * Western European management and integration
- * Excellent language skills, English classes and communication platforms
- * Shared or own PM working with the best methodologies
- * PM methodologies and frequent communication
- * Client and employee visit and communication. Own PM.
- * Dedicated management and use of time schedules
- * Western European working culture
- * Integration is everything!

It's like any other office, in any town near you!

Typical Outsourcing



Ciklum's Model



Ciklum's Dynamics Academy

Ciklum Dynamics Training Academy is an integrated part of the delivery organisation in Kiev. It is run by a dedicated academy manager, who is reporting to the Head of the Ciklum Dynamics' Operations & Delivery Division.

To support Microsofts growth ambitions in winning market shares.



The target group and main purpose for Ciklum academy is:

To attract, educate and provide the best in class Dynamics developers for the European Microsoft partners.

To provide unique Microsoft Dynamics technical and business education for the European Microsoft partners