



2020 SOLUTIONS OVERVIEW

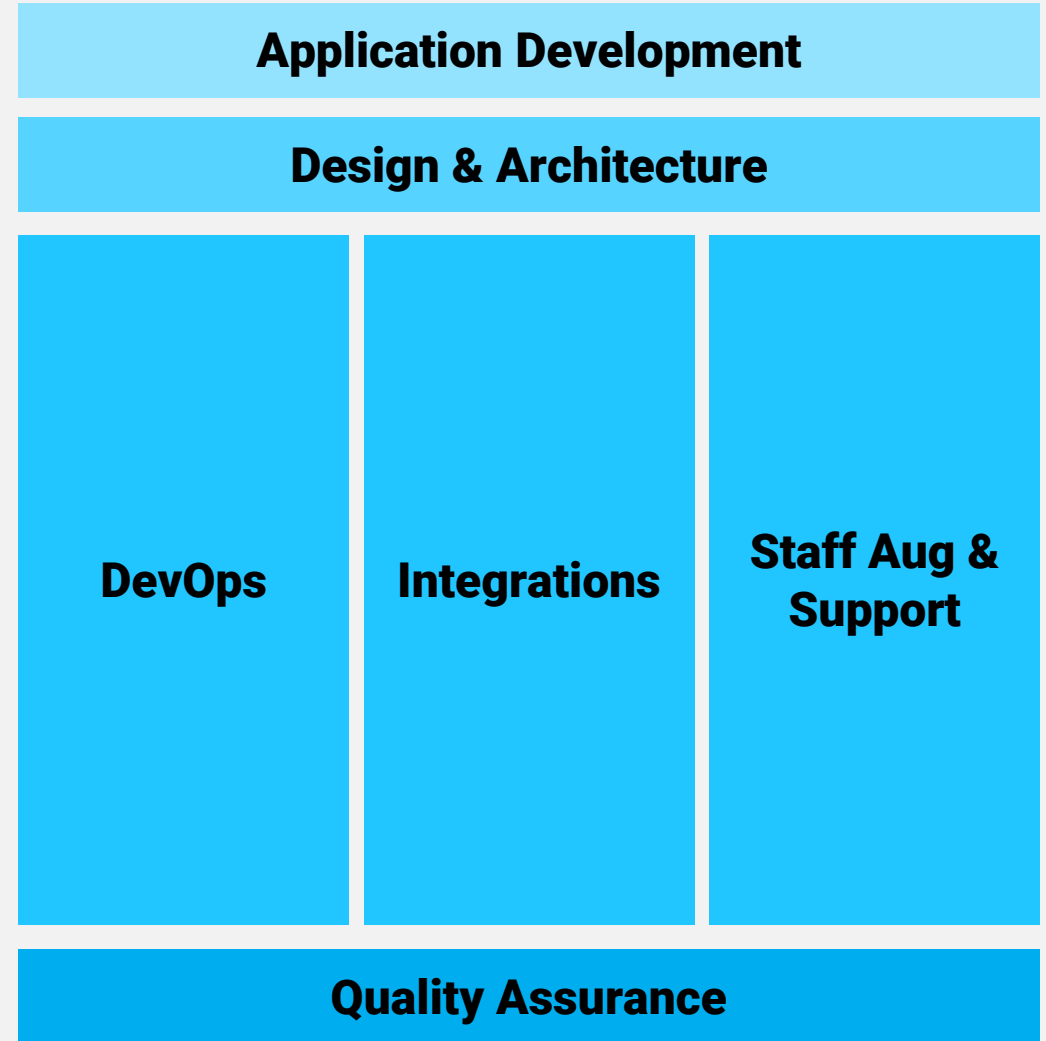
WHAT WE DO

More than a decade ago Zibtek was formed by an elite team of software engineers. We have built, scaled and sold software companies.

Our mission is to solve our clients core business problems with world class engineering.

Core Expertise

- Software development lifecycle management including ideation, design, principal engineering, quality assurance, DevOps and support.
- Healthcare and financial software praxis.
- Development team management.



COMPANY OVERVIEW



70+ Projects
Delivered Annually



72
Employees



42+
Active Clients



30%
YOY Growth



Headquarters
Silicon Slopes, Utah



Operations Center
Bangalore, India



WHO WE HAVE HELPED



SOFTWARE DEVELOPMENT - CORE DEVELOPMENT



From Start-Up To Acquisition, Beyond

- Livefyre was growing rapidly but unable to scale development resources adequately.
- They partnered with Zibtek to expand their technical staff.
- We developed a system for them and fixed infrastructure for developing with remote teams.
- Livefyre was acquired by Adobe with Zibtek assisting through the transition.
- Zibtek became a preferred vendor for Adobe and scaled out a larger team.
- Adobe scaled the relationship to also include automation testing team.
- Zibtek built the integration's between Livefyre and Adobe products.
- Continued support and maintenance.



Leading Development and Support

- Developed cloud training platform for Qwiklabs.
- Qwiklabs was acquired by Google with Zibtek assisting in the transition.
- Following a rigorous Google certification process Zibtek is now an approved vendor.
- Zibtek scaled the team to 12 members including engineers and operations support.
- Zibtek built a custom support team that includes engineers supporting the build 24 hours a day 7 days a week.
- The support team structure allows delivery of product and technical support.
- Long lived partnership.



Transforming to Meet New Market Opportunities

- Planhub had an existing business but wanted a software platform component for scaling their offering.
- Zibtek built a platform and helped define and develop their MVP.
- We launched their platform and enjoyed immediate success within 60 days we had 15,000 users.
- We rapidly built further complex features from the backlog and feedback of early adopters.
- Continued development and scale of the platform.

HEALTHCARE SOFTWARE ENGINEERING

Healthcare software tools are increasingly powerful and sophisticated, in some markets providing niche and unique solutions.

Zibtek is at the forefront of development in bespoke healthcare applications. Our experience navigating the security, compliance and data integrity of healthcare applications includes serving as the core engineering team for numerous market leading technologies.

Key Expertise

- HIPAA compliant data storage and access for on-prem and cloud server environments.
- Statistical application modeling for fully randomized and statistically significant reporting.
- Cross system integration and data retrieval.
- Reporting analytics dashboards and modeling.



- The leading Electronic Custody and Control (ECCF) solution for all clinics in the employee health and safety industry.
- HIPAA compliant database tools for testing clinics Program Administrators, Employees, Clinics/Collectors, Laboratories, and MROs



- Largest Dental Procedure warranty provider in the nation. Ensuring over 700,000 patients and millions of procedures in the US.
- HIPAA compliant transactional database.



- Data collection service to create, manage, and systematically collect longitudinal research data for multi-center studies in the medical space.

INTEGRATIONS CAPABILITIES FRAMEWORK

Project Management

Process & Role Based Structure

Operations

- Administration
- Monitoring
- Management
- Security

Governance

- API Policy Mgmt
- APIs and Integration Services Catalog
- Life Cycle Mgmt
- Metadata Mgmt
- Data Quality
- Tracking
- Reporting

Prepackaged Integration Content

Orchestration

Integration Scenarios & Support

A2A

B2B

CLOUD

MOBILE

IOT

Core Application and Data Integration Capabilities

Communication Patterns and Protocols



On-Prem



Hybrid

Deployment Locations



Cloud



Embedded

ORDER & INVENTORY MANAGEMENT TOOLS

Zibtek's industry experience in order and inventory management systems involves the development of numerous systems which extend into physical inventory management and the telecommunications arena.



InfoStructure
Telecom & Data Solutions

Overview

InfoStructure is a provider mission critical voice, data and cloud services. They provide a suite of traditional, unified IP services ranging from TDM, SIP, Trunking and PBX to Ethernet, SD-WAN and other network services.

Objective

The client served companies that often-needed thousands of units with precise specifications for its clients. The client had no mechanism for tracking orders, inventory in and sending associated invoices to clients.

Result

- Built custom ERP system in Java that managed inventory management, orders, and client relationship history.
- Integrated with internal billing systems and external client billing systems.



OPTO Systems
Modular retail installations

Overview

Opto Stems provides modular retail installations that are custom fit to client's specifications. Thousands of parts and subsequent orders and inventory management for parts are managed in every client order.

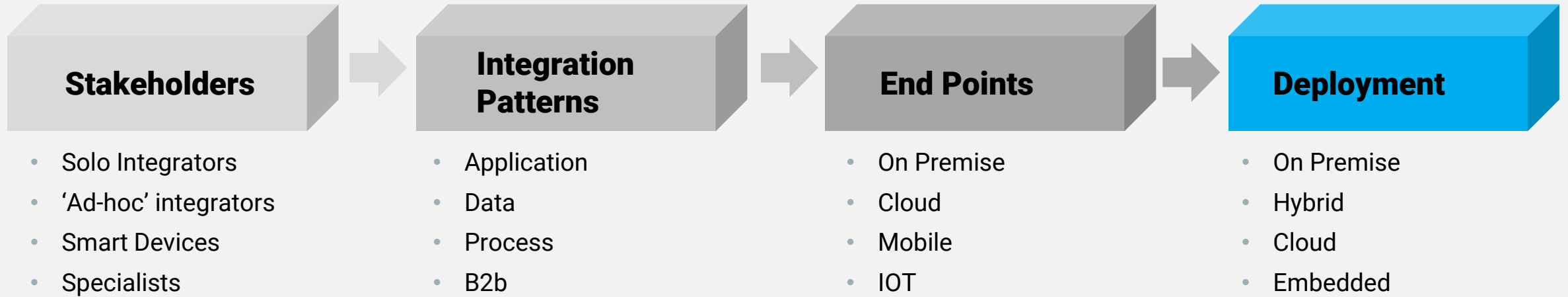
Objective

The client needed a system that would help match customer orders with inventory management and orders of supplies. Various client billing systems needed to be integrated into the tool.

Result

- Developed custom order and inventory management system with numerous web integrations.
- Orders dynamically tied to billing and inventory levels.
- Written in .NET and Node.JS.

KEY ELEMENTS OF A SUCCESSFUL INTEGRATION STRATEGY



CLIENT SPOTLIGHT:



Created Integrations with 54+ Vendors to Date

- Zibtek serves as the core engineering team for HRNX.
- Integrates hundreds of cloud-based HR applications, systems and services to saving HR departments, system vendors and providers time.
- New deployments weekly.



Integration Into Adobe Product Ecosystem

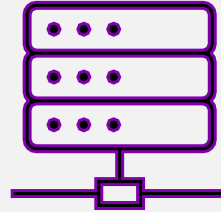
- Adobe Acquired Livefyre integrated the application into the broader product ecosystem.
- Zibtek facilitated integration of the platform and development of additional features into the broader Adobe suite now called Adobe Experience Manager.

APPLICATION DEVELOPMENT



Design & Architecture

- Clickable product prototypes.
- Product roadmap with core features in mind.
- Project planning and execution.
- Assessment of core tools to be used in development.
- Define vision.



On Prem, Hybrid and Cloud Deployment

- Deployment across on-premise environments and hybrid systems
- Deep experience in cloud environments such as AWS, Google, Azure, Digital Ocean, Linode and more.
- Scalable technologies like Java, .Net, Node, Python.
- Capital planning.
- Scoping and feasibility studies.



Migration & Updates

- Code migration and modernization.
- Software redevelopment.
- Software reporting.
- 24/7 Software Support as needed.
- Managed development services.

COMMON TECHNOLOGIES WE EMPLOY



MANAGING INTERNATIONAL TALENT FOR MORE THAN TWO DECADES



Time Zones Overlap

- Overlap with client's regular business hours.
- Provide 24/7 support as needed.
- Flexible and agile to support changing business priorities.



Communication

- Daily status updates.
- Instate chat systems for real time trouble shooting.
- Multiple standup calls per week.



US Based Support

- US based project and account management.
- Sprint planning with full scrum teams and clients.
- Responsible for driving developers to hit deliverables.



API GATEWAY DELIVERY



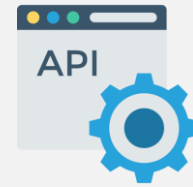
Establish API Platform

- Define API strategy.
- Define application delivery model.
- Rapidly deploy rich APIs to empower developers.



API Management & Gateway

- Establish security patterns with external data sources.
- Create custom policies for data transformation.
- Create API versioning.



API Lifecycle

- Define API products.
- Manage API lifecycle.
- Create.
- Publish.
- Block and control API access.
- Structure APIs for maximum speed.
- Depreciate.
- Retire APIs.



Analytics

- Define KPIs.
- Create custom reports and custom logging.



Developer Portal

- Support as a service onboarding of the application.
- Enforce access control.
- Enforce policy management, developer dashboard components.

ERP & BESPOKE DEVELOPMENT

For many businesses, prebuild ERP and CRM solutions offer an array of common features but often fail to resolve specific pain points. Over the past decade, clients have relied on Zibtek to develop turn-key enterprise platforms tailored to their unique operating characteristics.

Client Spotlight:



Custom Sales Automation Platform and CRM

Sales Automation, Email and SMS sequences and calling all in one powerful CRM and mobile application. The application competes with companies such as Sales Loft, Close.io and Fresh Works.

- Powerful task management.
- Email & activity tracking.
- Multi-layer reporting.
- Email sequences & templates.
- Built in calling.
- Meeting scheduler.
- Game changing SMS.
- Easy to use CRM.
- Cost saving structure compared to other available tools.
- All cloud-based infrastructure management.



Custom Healthcare & ERP Platform

Fortify is a science-based recovery application that is designed to help individuals struggling with pornography addiction work to recover and have accountability. The solution is a ground up custom software application focused on behavioral and mental health and wellness. The platform includes multiple solutions built on top of the same core codebase.

The impact collective structure includes Fortify, Lift - a tool for combating anxiety and depression and Turn, focused on for overcoming chemical dependence. The broader 'Recovery Suite' for health care professionals allows providers and patients to track outcomes through a set of unified HIPAA compliant tools.

DESIGN, UI AND USER EXPERIENCE

We offer thoughtful user centric design services. From product ideation to marketing site redesign, we iterate closely with our clients in a clickable prototype, with short iteration cycles to achieve beautiful user first designs.

Operability testing and QA are also integral parts of any functional design.

Our Engineers and Designers have decades of experience testing what our engineers build for intuitive usability and reliability.



Design

- UX | UI design
- Web design
- Complete Site Redesign
- Design Mockups
- Mobile design

Testing

- Operability Testing
- Automated QA
- Manual QA
- Bug Testing
- Vulnerability Testing

Usability

- UX Prototyping
- Visual Design
- Usability Testing
- Front End Development
- Cross browser functionality

DEVELOPMENT, SUPPORT & MAINTENANCE

From startup to enterprise we offer a wide set of skilled engineers who pride themselves in quality and on time delivery.

We can supplement your team with additional resources on demand or architect and build out your product from the ground up. We have developed over forty-five MVP's out of which four were acquired and one went public.

We are a business value technology team with acquisition experience.



Technical Advisory

- Development of reporting policies, process and systems.
- Dashboarding and reporting.
- Financial entities.
- Carve-out and software consolidation.
- Mergers and acquisitions.
- Impairment testing.
- Asset retirement and migration.

Process & Technology

- Project development and management.
- Product Development.
- Project Management.
- Process improvement and optimization.
- Scoping and feasibility testing.

Outsourcing

- 24/7 Software Support.
- Transaction reporting.
- Reporting and support.
- Production reporting.
- Software Development.

THE ZIBTEK DIFFERENCE

Stability

10 Years of operating excellence

- Grown companies from first line of code all the way through multiple acquisitions.
- Over 500+ projects, 75+ projects in the last 12 months.

Quality Engineering

Over 150 developers between offices in Pune, and Bangalore India

- Hire top 1% of international developers.
- Work exclusively with our own engineers and developers, who we've hired in person.
- Our employees must pass five rounds of on-site interviews with US-based and India-based leadership, undergo a two-week coding academy, and participate in weeks of paired programming.

Technical Knowledge

Multiple coding languages

Our Senior Tech Leads and engineers perform several round of code reviews on commits before you test your software deliverable each week.

- We give you the ability to scale your team to tackle the project of any size.
- Increase productivity by over 30%.
- Decrease development cost by 50%.

US Base

Adaptive Project Managers with 10+ years product and UI/UX experience

- Executive level domain Expertise and Knowledge.

IP Security, Network

Mature Processes Guided by Experienced Teams

- Every Zibtek developer works on company equipment that stays at the office under 24/7 on-site security.
- Secure and stable network infrastructure. Our office has been passed Google's extensive vender network test.
- We respect your intellectual property; we commit every line of code we write to your repository.

MOBILE DEVELOPMENT

Native

- Highest performance.
- Lowest resource usage.
- Leverage the maximum functionality from each native platform including cameras, telemetry etc.
- Tailor UI to match the OS's styling and user experience.
- Best offline mode experience of any approach.
- Requires two code bases typically Swift or Objective C and Java.

Hybrid

- Ideal for targeting a range of devices and operating systems.
- Can only take limited advantage of native device features, as allowed by development SDK selected.
- Typically produces reusable code and reduces overall development time and cost compared to native.
- Shares UI and business logic among apps.
- Ideal to use when not needing to leverage device hardware or latest features of an operating system as soon as they release.

HTML5

- Best when time to market is key.
- Indexable by search engines, providing discoverability.
- Does not support offline mode.
- Less maintenance required.
- Potentially lowest cost of development
- Requires device to be online outside of PWA scenario.
- No app stores requirements. As such they eliminate content restrictions, approval process and fees generally.

REPRESENTATIVE CLIENTS

Finworx
Adobe Systems Incorporated
Opto International, Inc.
Accelerate Events, Inc.
EliteProNet
GeniCan
ITI Digital
Saltgrid
Form.io
GetAccepted
Zack Academy
LiftMetrix
Forcii Inc.
The Giving Keys
FormFox
Re-volv
PikMobile
NPM
BeeBell
Lenz, LLC
Dentek
EverFi
Tool Kite
Wantoo
VolleyMetrics
Orbital Media
Utavi
Investing Channel, Inc.

Intermezzo, Inc.
Mindspree
Saves Energy
Chegg
CalPro
Testing Mom
CBR
goHunt
PhysVisible
Gandy Soft
Passionlist
Game Plan
Pijon
Neuromonics
SimpleSam
Digital Mothership
Plansight
QuotaDeck
BadgeList
Deeding
Modern Guild
Fast Workforce, Inc.
Corvirtus
GreatAUPair
Molio
Medlio
Oh Hello
The Moon

CPE Think
nThrive
DG-Technologies
MouthWatch, LLC
Lassy
iPay/Flik
QD Payment
Lionheart/Aboutone
Nattr
QuotaDeck
Catalant
PayPal Lean Training
Degreed
Crest
Inflenster
Kadince Orabrush
AboutOne Nadm
I5
Jack Rabbit
Studio
Smartfunded
ThereNow
Orabrush
Kadince
Oh Hello
Academy Tech and MatchMate
Academy Marketing
Orabrush Stream Solution

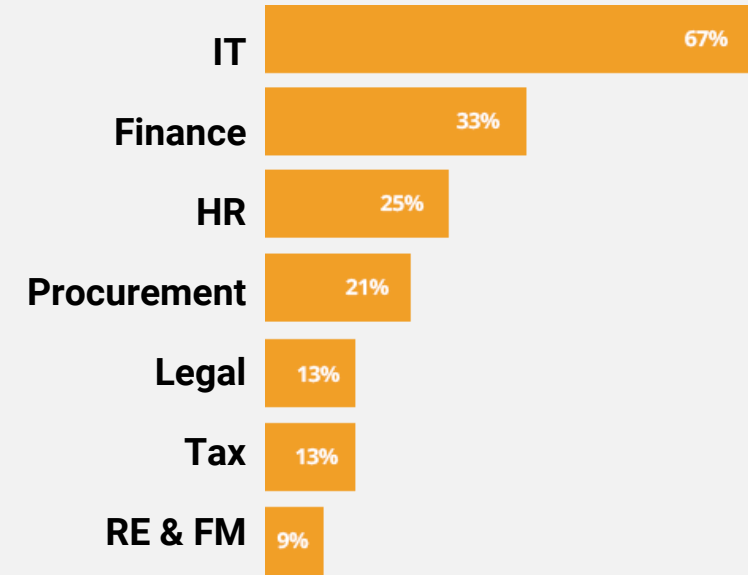
Soren Innovations
Academy
Hukkster
MatchMate
Client Payments
PBF Energy
Wells Fargo
JPMorgan
Citigroup
PennVirginia
Atlas Resource Partners
KeyBank
Chevron
DBG Loyalty
Quick Offering
Marriot
American Airlines
Bank of America
Goldman Sachs
Deutchbank
Morgan Stanley
KeyCorp
HSBC
Liberty Mutual
and more...

SOFTWARE DEVELOPMENT LANDSCAPE

Looking beyond the “cost” variable

An article in the *kpmg-institutes.com*, posited that software outsourcing clients will look to achieve greater use of outsourcing services. While traditionally “cost” had been a driving force for a firm’s outsourcing decision, conventional outsourcing now has driven focus to other value areas as well.

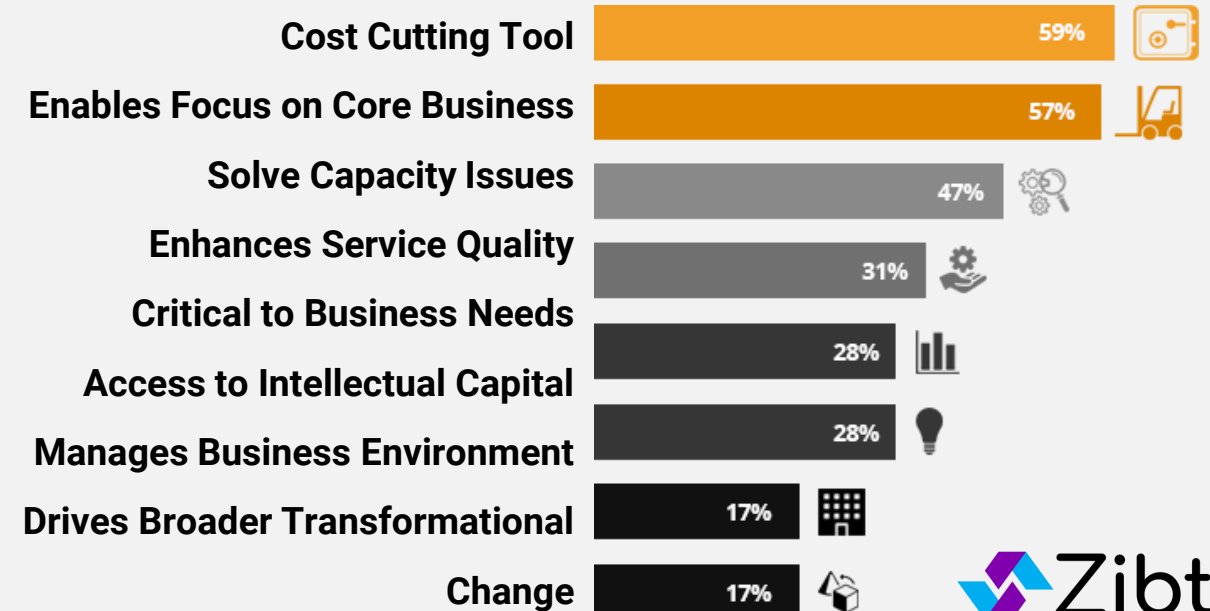
For instance, the rationale of outsourcing for the next 2-3 years after 2020 will be 26% on cost savings, followed by 21% in quality improvement, 19% for access to skills, & 11% for both financial flexibility & time to market.



Growth in outsourcing diversification

A report published by the *Statista.com* projected the global market growth of healthcare outsourcing from the years 2020-2025 with a CAGR of 7.6%.

Use of outsourcing in Finance sector is projected to increase by 36%. While 30% increase is expected in the retail sector & 32% in the HR sector.

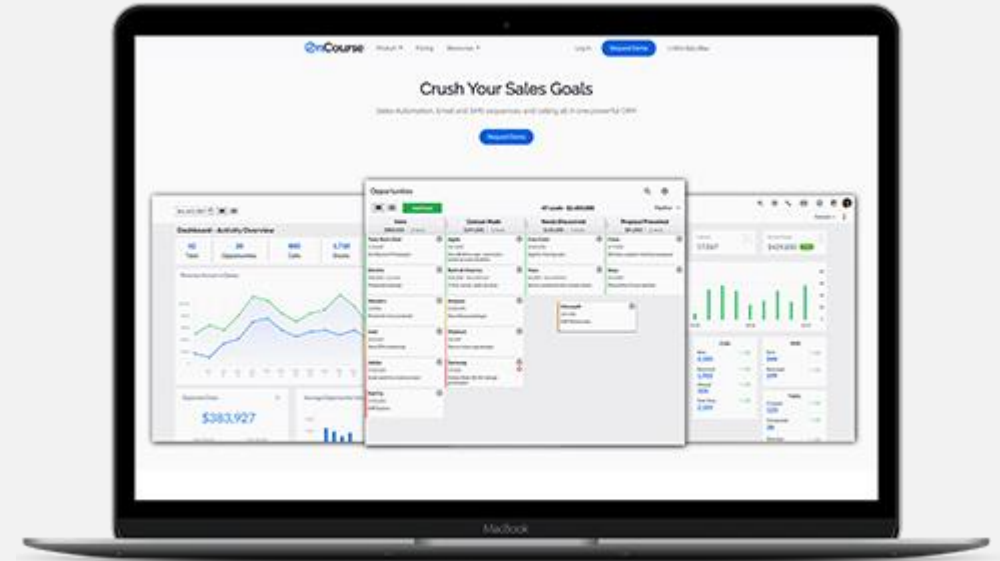


WEB APPLICATION DEVELOPMENT

Web Development Services

Our web developers dedicate themselves to the highest quality engineering. The team delivers remarkable fully responsive websites that help you outdo your competition. Our web apps boast beauty and brains, with gorgeous design, cutting-edge code, exceptional usability, and conversion strategy built right into each one.

- Python
- Ruby
- .Net / .NetCore
- Java
- Node.JS
- JavaScript
- HTML, CSS
- React, Angular and Vue.JS
- MongoDB
- Relational Databases



Web based development is proving to be the future of software development

- From 2000 to 2015, there was almost sevenfold growth in global internet access. Access is set to expand more than 5 billion internet users by 2025.
- Most new technologies reaching the market are doing so via the web.
- The creation of an extensive web service that can be accessed by thousands of users across many countries continues to be the leading method for application development for enterprise applications and mvp products.
- We use Agile, SCRUM or other dedicated team models to do the web development.

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75+ professionals

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