Summary:

IT-company's development

Today business and society are undergoing a digital transformation. They increasingly adopt and use electronic tools to optimize their work and scale capabilities, gaining advantages in speed and efficiency.

Accordingly the IT sector will continue to grow rapidly in the coming years, meeting the needs of growth and transformation of business into a digital environment.

The limiting factor for many Ukrainian IT companies is the difficulty to move to a new level of scale - this is due to the large expenditure of time and resources on the selection and adaptation of professional programmers that often takes years of development.

During this period the company has to focus mainly on subcontracted work from foreign IT companies, which practically halves the cost of the programmer's work, hinders the possibility of their full load and, thereby, limits the inflow of resources for scaling and developing the company.

At the same time when an IT company grows (from 80 or more programmers), it gets opportunities for reaching direct customers, obtaining large contracts for software development and an inflow of cash resources for its further growth and development.

To reach a new level an IT company needs financial resources for the transitional stage of recruiting and adapting new programmers, project managers and sales managers, purchasing equipment and related software, expanding and developing marketing programs.

The proposed IT company has already passed the most difficult stage of formation and growth - today it employs more than 40 programmers who implement projects of any complexity for Ukrainian and international customers.

Summary:

IT-company's development

Over the next two years the company plans to triple and employ 120 programmers, excluding project managers, sales managers and service personnel.

This will allow us to cooperate with large customers, which will give a sharp increase in profitability - due to an increase in the cost of an hour of work of programmers (we remove intermediaries), an increase in the workload of the team as a whole (we sell more working hours) and the possibility of implementing independent projects (development of our own software solutions and applications).

The company is interested in attracting of a partner who invests in its development USD 500K (within 12 months in shares of USD 125K each quarter) and enter into a share in its authorized capital.

This will allow to implement the developed growth strategy and reach the final profit of USD 2.2 millions in the second year of the company's growth since the start of the investment.

Request detailed information