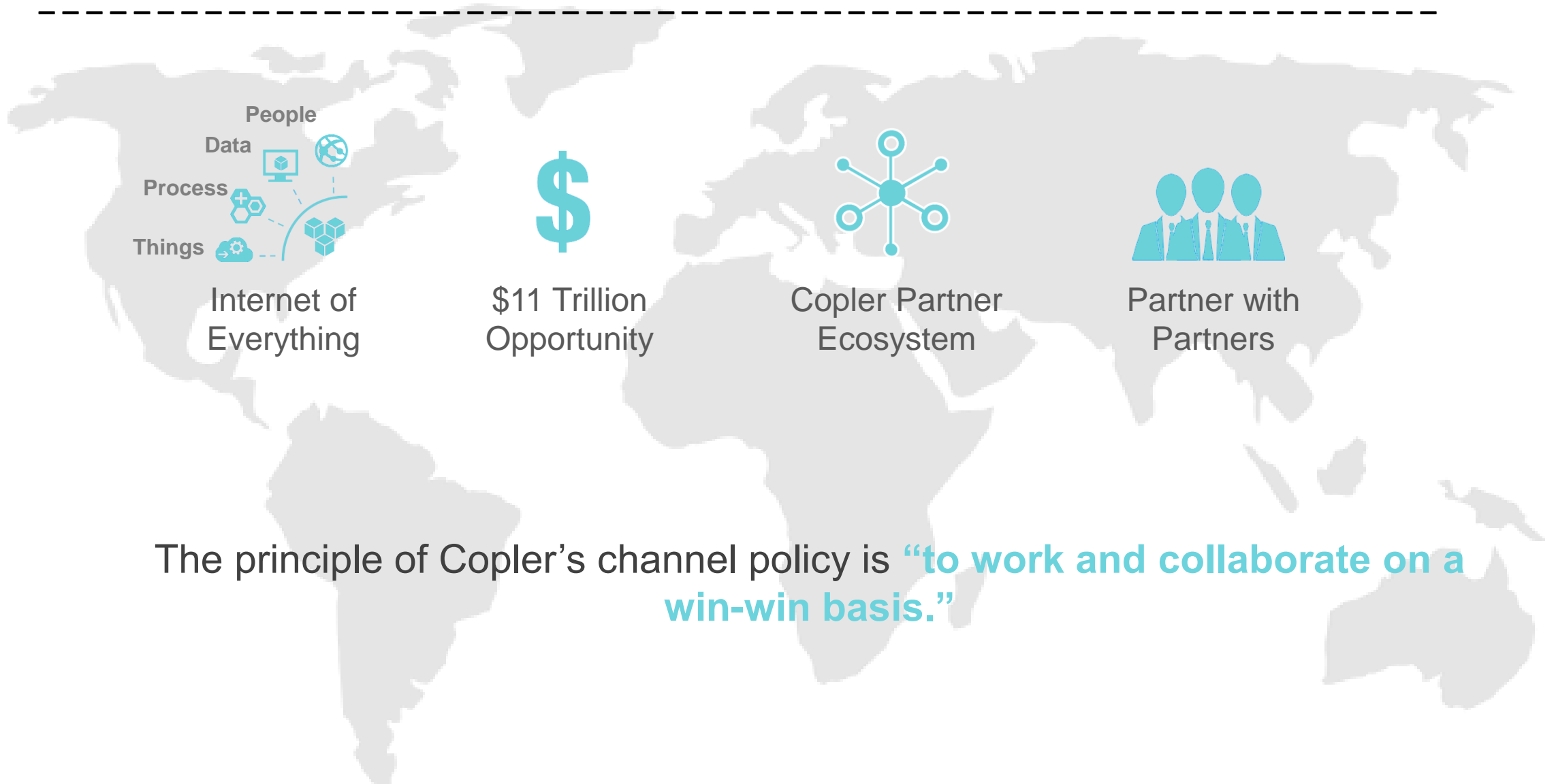

PARTNERSHIP PROPOSAL



AGENDA

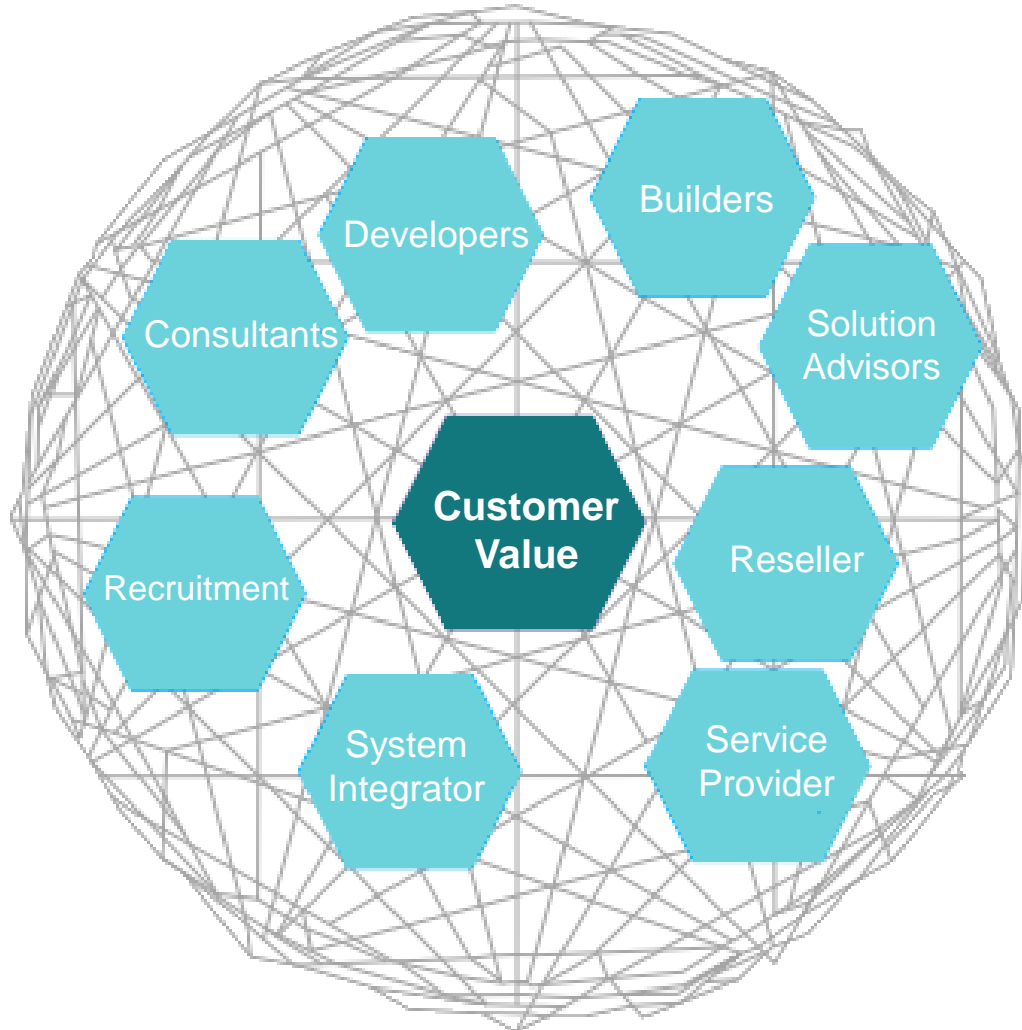


COPLER



The principle of Copley's channel policy is **“to work and collaborate on a win-win basis.”**

COPLER PARTNER ECOSYSTEM



Together, They've Got You Covered

Our partners do many jobs:

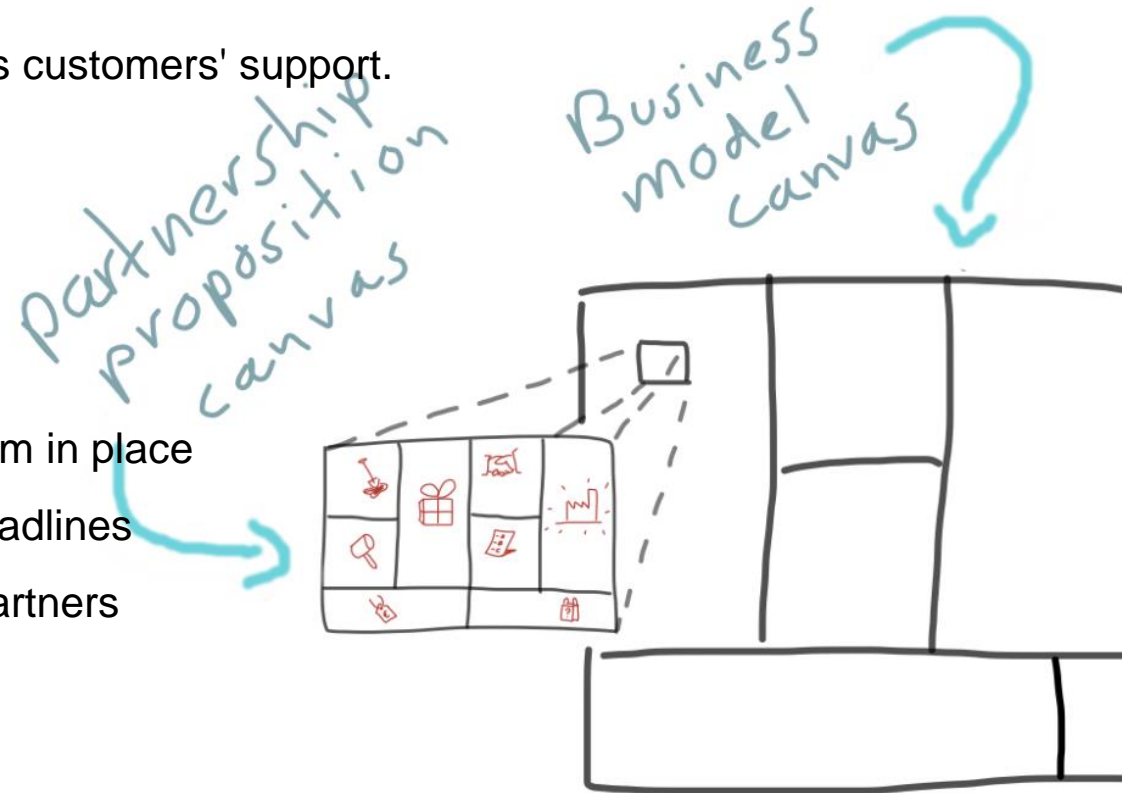
- **Developers** design, test, and build software, solutions, and services.
- **Builders** create private cloud solutions from scratch.
- **Consultants** recommend solutions.
- **Solution Advisors** help choose the right software and services every step of the way.
- **Recruitment** help close the pool of vacancies outside Ukraine
- **Reseller** Sell and support services for your customers.
- **Service Provider** use our technology and skills to offer services.
- **System Integrator** design our services within your own solutions.
- **Manage & Support** keep everything above going.

BUSINESS CASE



Partnership model is applicable when:

1. You delivered a product, and now your client is looking for its customers' support.
2. You have a project that is not interesting for you:
 - client is from unfamiliar business domain
 - client is not able to pay according to your rates
 - client is too small / too big for your company
3. You don't have an appropriate expertise / infrastructure / team in place
4. Client wants to rump up quickly / huge team / very tough deadlines
5. Client wants to manage their risks and is looking for a few partners



OUR TEAM PROFILE



specifically for **software** and **technology** companies



Customer care, service desk

Installation, training, customization, monitoring, problem solving

Excellent English

Computer science, experience with smartphone, tablet, PC, Mac

TCP/IP, LAN, WAN, IP routers

Bi, Big Data, PHP, Java, Javascript



Product performance support

Troubleshooting, infrastructure support, database administration

Excellent English

Service Desk, Hardware, Network, DBA

Troubleshoot issues VOIP, AV/VTC/IPTV/Network

VMWare, virtualization services and software



Engineering & DevOps

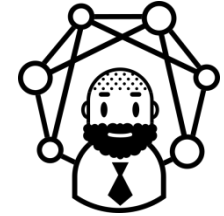
Engineering and Critical Problem Resolution

Excellent English

Administration of Web Servers

AWS DevOps Engineering

Programming/scripting: PowerShell, Jenkins, Python, Ruby, Java



Data Science

Design of BigData solutions and algorithms for predictive and descriptive statistics.

Development and design of visualizing tool based on data mining algorithms

Python, Scala, Spark, Hadoop, MongoDB, Mahout, Pig, Hive, HBase, Google Big Query, Google Cloud, AWS

BENEFITS AND OPPORTUNITY



- Differentiate your business
- Drive growth and profitability for your company
- Your virtual organization – high quality resource base in Ukraine
- A dedicated team of professionals with the right experience and skill sets
- A huge range of technologies and services to choose from, ranging from
- Customer Care to Cloud, Data Science, DevOps etc.

IDC predicts that ...



Cloud



Big Data



Mobile



Social

... will drive over
90% IT spend growth
Through 2020.

COPLER PARTNER ECOSYSTEM SNAPSHOT



[Simply Contact](#)



[Smart Solutions](#)



[Ukrainian Venture Hub](#)



[Artkai](#)



[MIRhosting](#)



[Modern Events Tech](#)



[AddForce](#)



[Team For Product](#)



COPLER

No Matter What Your Focus Is, There's a Place for You in Our Ecosystem

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