Raznameh Group

Do your projects on low budget and high quality

Who we are

We are a software development company based in Luxembourg with development offices in Asia and Eastern Europe. Our strategy is to bring the top 20% talents in different locations to create high-quality software at a low price.

- **Costs advantageous**
  Our location allows us to offer you services at about quarter the rates of US/EU based development companies.

- **Optimized software development processes**
  We deliver high-quality results thanks to our optimized infrastructure and automated work processes running through the software development life cycle.

- **Well-suited geographical position**
  The wages in the IT sector in our developer's countries are lower than the US/EU, and The state education system produces many high-quality engineers. These factors enable us to significantly reduce our costs and offer better rates for top developers for our customers while still providing an outstanding quality of service.

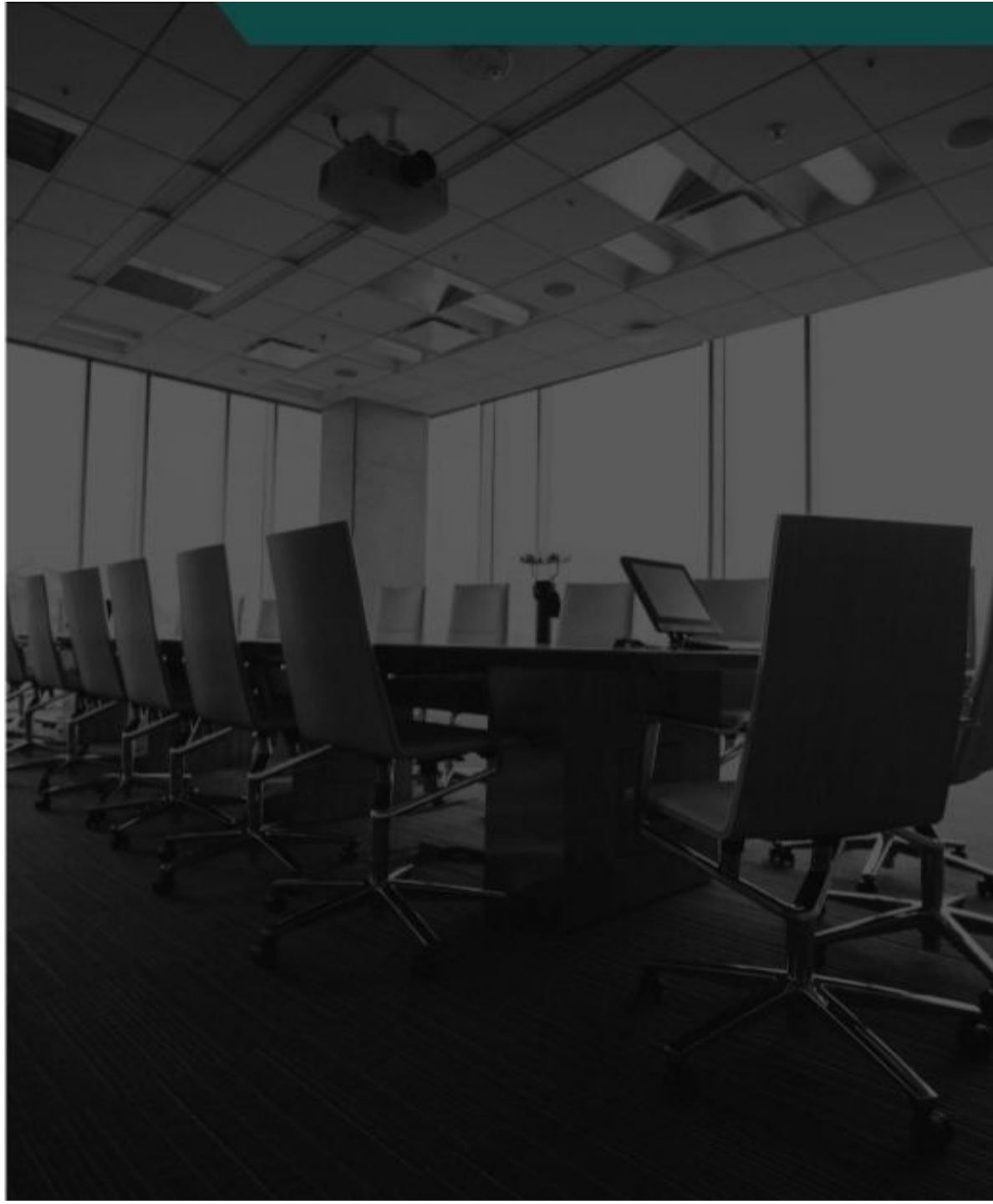
- **High standards**
  We will hire the top 20% of the developers and create a strict standard for our process and development teams.

- **Understanding customer's business**
  We pay special attention to the customer's business goals and preferences. We try to work collaboratively with our customers to tackle any issues. Also, we can be involved in a product launch and run it for you in the market.

- **The high complexity of the projects**
  We help our clients in the effective implementation of their complex projects. Our team is chosen from the top experts with lots of experience in complex projects.

- **Designing and promoting software products**
  We develop and promote product understanding and control the entire life cycle of this process.

- **Management**
  We use experienced team leaders and project managers from the top 10% of the markets, and they will lead our developers to create high-quality products.



What we offer

Services:

- Custom software development like developing Websites, Mobile apps, Web applications, Webshops, AI systems, IoT Softwares, and more
- Team Extension
- Project discovery
- Consultation service
- Support & maintenance

Contract types:

- Cooperation in fixed-price projects
- Time and material
- Dedicated team
- Dedicated development center
- Partnership

Fixed price projects

Also called "money for the result, a model defining the service to be provided very accurately, and then sets a single price for the project, regardless of how much time and expense the supplier's company incurs.

When is the model used?
Exact requirements, detailed specifications, strict deadlines for delivery. The customer knows what he will get at the end of the development period.
It is ideal for projects with fixed requirements, budgets, and strict deadlines.

Customer advantages

- Precise cost control. Price is fixed and can't change if the requirements don't.
- The fixed delivery time. The project plan is known.
- Warranty
- Minimum risks

Customer requirements
Exact specification. All changes to the specification are estimated and planned separately.

Supplier requirements
Exact estimation and Project Plan. Meeting the deadlines. Adequate Quality of Service.

How the work scope is defined
The scope is set in the specification and is implemented in the project plan.

How the work costs are defined
The price of the project is based on estimation and is a part of the commercial offer. Fees are based on the estimation model, personal rates, and risks.

Warranty and post-delivery support
The warranty period is for three months. During this period, all bugs should be fixed by the supplier for free. The specification is used as a baseline for identifying bugs. Post-delivery support should be carried according to a separate contract and is to be paid separately.

Time and material

They are also called “money for spent time & resources. The supplier provides specialists of a specific professional level, and the customer pays only for the time and resources spent on the project. In the case of partial workload, the minimum quota per month is set up, and terms of specialists’ availability influence on rates.

When the model is used

No complete vision of the final product and no exact terms of delivery. Possibility for the creation of a work team with a specified workload. Paid min. Quota (for example, 50% of usual month workload).
Ideal for Agile development methodologies. Suitable for projects developing MVPs, prototypes, or for teams that are part of remote customer teams.

Customer advantages

- Possibility to start with partially defined requirements
- Medium hourly rate
- Flexibility in work volumes

Customer requirements

Partial requirements. The adequate workload for the team(according to the minimum quota).

Supplier requirements

Rough estimation for planning. Adequate Quality of Service.

How the work scope is defined

Upon agreement. Usually, work is set in the form of short user stories that might be made more precise during implementation. Approximate Project Plan and estimation can be provided as an orientation.

How the work costs are defined

Daily rates for different specialists are agreed on upfront. At the end of each month, the supplier provides the customer with the invoice based on the amount of time and resources expended. Weekly reports on spent time are sent to the customer.

Warranty and post-delivery support

No warranty is provided. The same resources provide Post-delivery support within the bounds of the T&M model.

Dedicated team

The supplier will build a team of resources according to customer project requirements. Payment is made according to allocated team time. The customer is responsible for providing an adequate workload to keep the dedicated team busy. The supplier offers estimates for planned work, but these estimates are used for planning, not price estimation, or invoicing.

When the model is used
No complete vision of the final product and no exact terms of delivery. Need for long-term expertise to focus on a fixed team. Assumed 100% of the workload, paid downtime.
Ideal for regular product development & support. Ideal for Agile development methodologies. Suitable for projects developing MVPs, prototypes, or for teams that are part of remote customer teams.

Customer advantages

- Fixed teams with a focus on one customer
- The lowest hourly rate among all models
- Full control & full availability of the team
- Collected expertise

Customer requirements
Preparing an adequate workload for the team.

Supplier requirements
Rough estimation for planning. Adequate Quality of Service.

How the work scope is defined
Upon agreement. It can be set in an approximate Project Plan.

How the work costs are defined
Monthly rates for different specialists are agreed on upfront. Payment is made upfront for the whole month of the team allocation. Weekly reports on spent time are sent to the customer.

Warranty and post-delivery support
No warranty is provided. The same resources provide Post-delivery support within the bounds of the dedicated team.

Dedicated

development center

This form of cooperation suits best when you are looking for a full cycle remote team that you don't have to micro-manage. We can assemble a group with highly talented and motivated software architects, back-end and front-end developers, web designers supported by project managers and QA & software testing specialists working full time on your project or product. You will utilize strategic outsourcing for your projects, reduce costs, and scale faster.

Define and support your business needs

We work closely with you to analyze your business and technology vision and set goals to build a Dedicated Delivery Center solution that perfectly matches your business strategy boosts cost-effectiveness, and simplifies the development process on your projects.

Manage the entire process

Take part in your dream team management at all stages, starting from selecting and hiring the right candidates. Hold regular onsite and offsite meetings and reporting to ensure full control over the process.

Leverage strategic partnership

As a partner, we assemble for you a team that goes beyond staff augmentation. A dedicated team provides comprehensive software development and support services, including project management and QA. We can find top talented and top skilled to work on your projects and ensure project stability and rapid scalability.

Partnership

This solution is most suitable for software companies or for long-term planning in developing the product. The client will be responsible for the initial cost, and we will be responsible for creating a branch and hiring people based on the client's plan and managing the teams in running the business.

When the model is used

This model is suitable for software companies or for the company with long-term planning in developing the product. When you want to be ensured about the existing a complete team in the development, sales, and marketing. We will create a branch of your company here, and it can make a profit by doing the projects at a low cost.

Customer advantages

- Different teams, according to the client's needs, will be created, and they will focus on the client's business.
- Lower price than your country's prices
- Full control & full availability of the team
- Collected expertise
- Share on the profit

Customer requirements

Preparing initial cost and client's road map.

Supplier requirements

Creating the teams, managing the contracts, running the workflows between the sides, and running the business.

How the work scope is defined

Upon agreement. It can be defined in a business plan.

How the work costs are defined

The client will provide the team's price every two months, and the profit will be divided every six months by the partner.

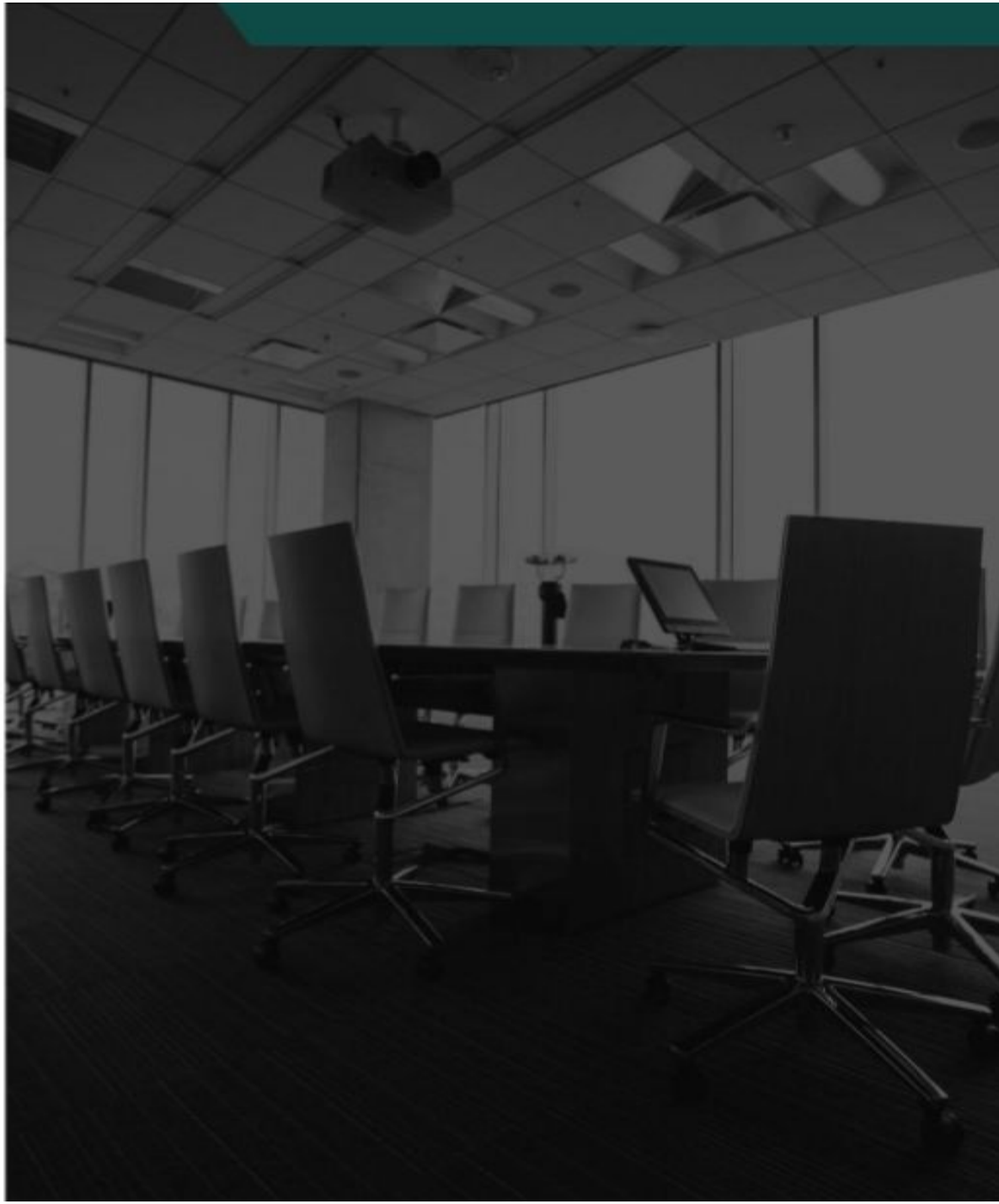
Warranty and post-delivery support

You will be involved in each step, and every change could be implemented as soon as possible.

How

we will be transparent

- You can interview with the developers and use real programming test.
- You can have access to the developer's time tracking.
- We will use git for development, and we will give you access. Also, we can set up mirror codes to your git.
- You will have direct access to the development environment.
- We will use the scrum methodology to manage the projects, and you can review the sprints every two weeks.
- We will have a regular meeting to give a demo of the sprint results every two weeks.
- We will push the code to your repository.
- We will document the projects with details in every step, and you will have all of them.



How

we monitor the development performance and the quality

- We will track all the programming times and task points of the developers, and you can have access to it.
- The overall score and quality of the work will be checked, and if the quality is not satisfying, we'll replace the developer.
- The team leader will check all the codes, then merge them in the repository.
- We can do unit testing, UI testing, performance testing, security testing, and manual testing if you ask us.

How

we transfer the knowledge to you

- Adding comments inside the codes
- Creating the data model documents
- Creating analysis and design documents
- Creating help documents for end-users and admin users
- Documenting the Infrastructure and architecture
- Having a regular meeting with your developer, if you provide us one, every two weeks to transfer the codes to him/her.

How

you can be sure that the product will deliver on time, matching the specifications

Thorough elaboration and planning

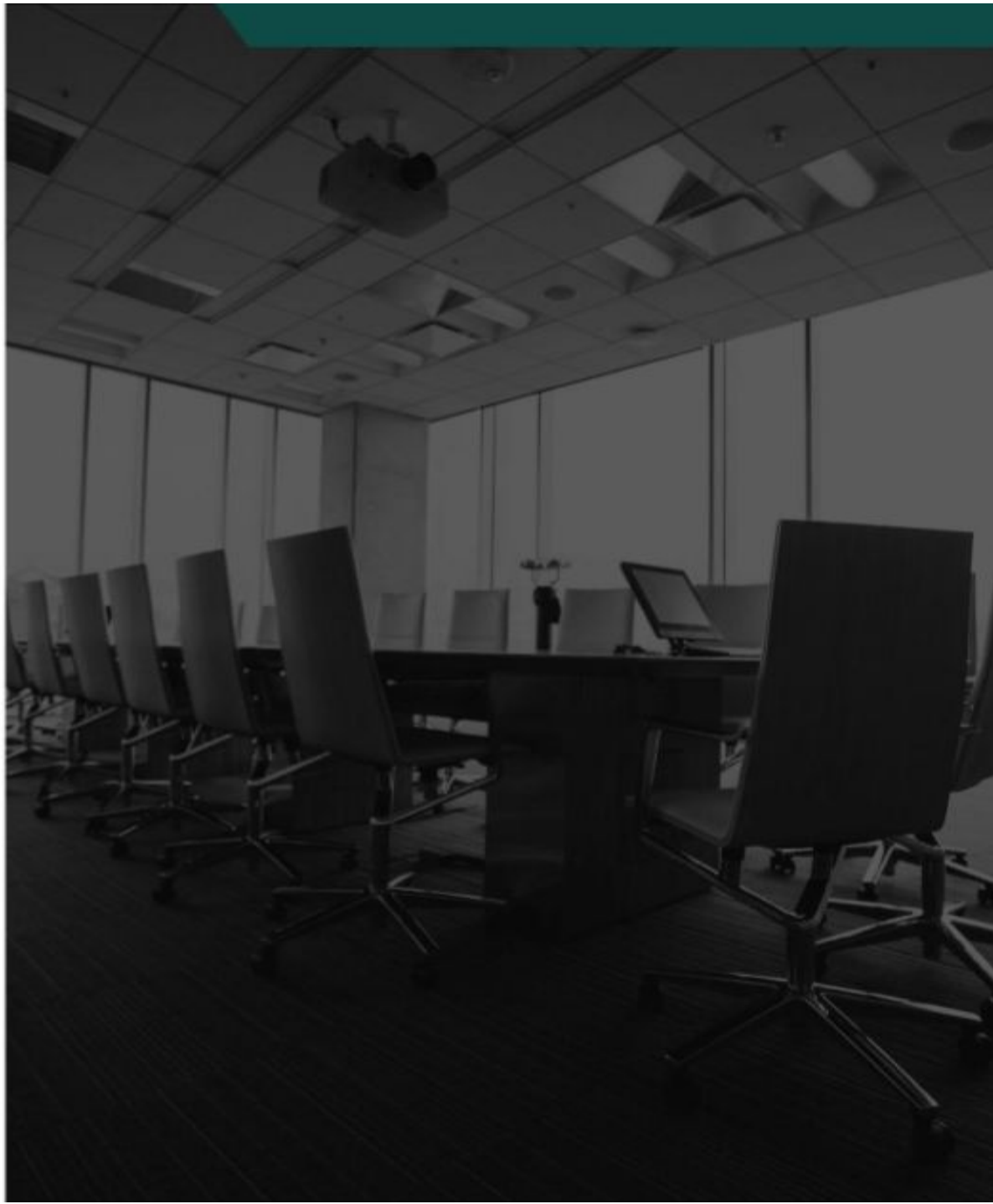
Every project starts with a product definition phase. It includes requirements analysis and functional specifications development, technology stack, and high-level internal structure breakdown, UX/UI, and prototyping activities. As a result, our team will get to the core of your business needs and come up with ideas on how to improve your concept.

After the product is defined and the results are adequately documented and agreed with you, we provide a detailed project roadmap and a development timeframe. From the very beginning, you know what your product will be and how long it will take to be built.

Solid risk mitigation strategy

Due to our vast experience in managing complex software development projects, we competently foresee possible delays, tackle, and unexpected issues.

Your dedicated project manager will be the first to know about the potential risks and offer the best strategy for keeping your project on schedule and meeting your deadlines.



How

you can control the development process

Regular demo sessions

To make sure that your product delivers as you expect, we rely on Agile project management practices. Iteration by iteration, you are actively involved in the development process.

You get to try your product yourself: we provide a functional build after most sprints, so any issues or deviations from your requirements can be fixed instantly.

Complete control over the process

Regular meetings, planning sessions, and status reports keep you abreast of the progress. You always know what we are working on and why.

Your dedicated project manager is your main point of contact, he or she will keep you informed, no matter what.

Moreover, with 24/7 access to our issue tracking and project management system, you will be able to learn first-hand about all the tasks each member of your team is working on, for how long, the status of the progress, and the anticipated completion date.

How

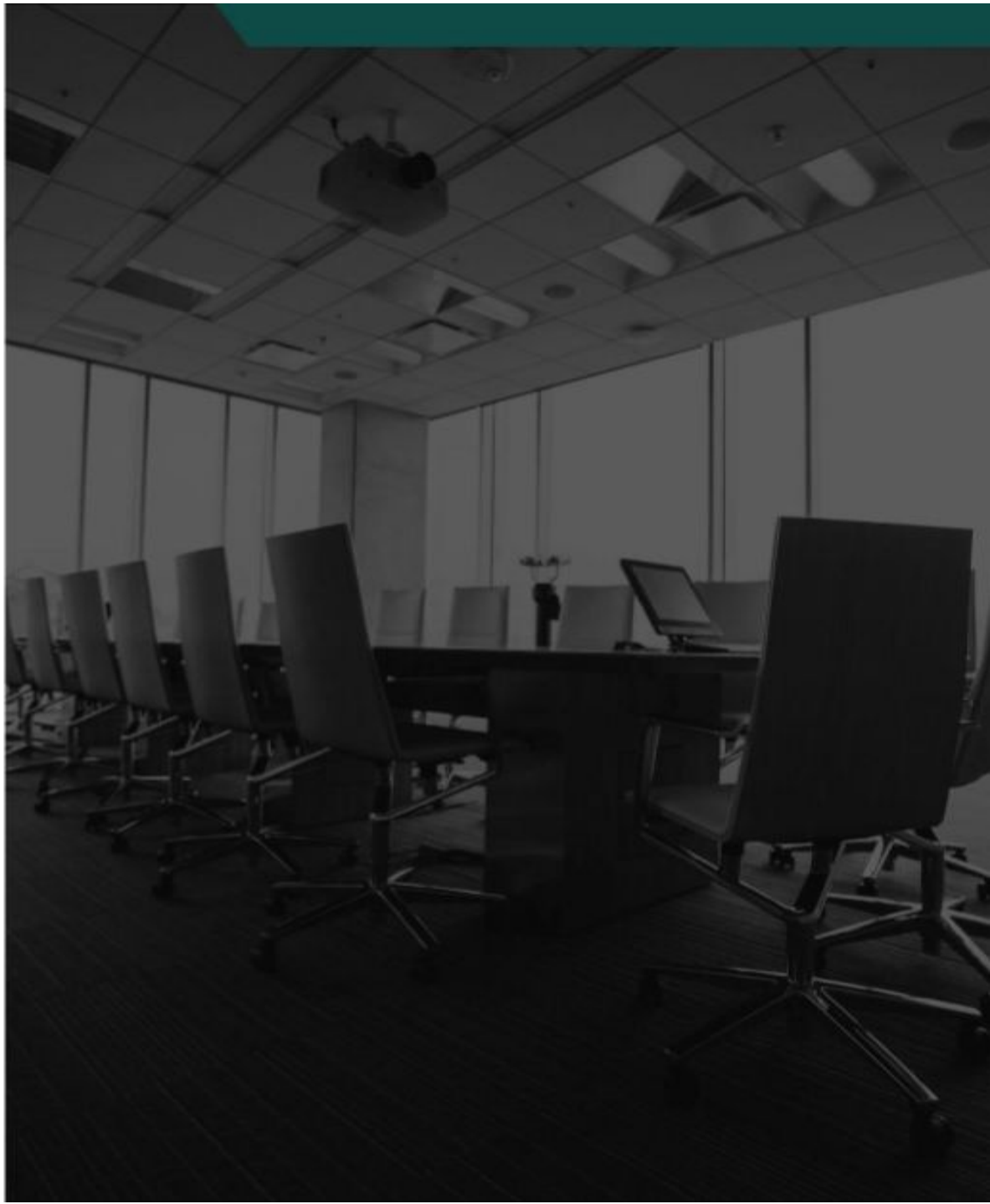
you can be sure that we don’t overpay for the work

Accurate time logging

Initially, we provide you a detailed estimation, followed by weekly progress reports, including a detailed breakdown of activities, from tasks and subtasks to bugs and communication.

We can prepare additional reports on any specific aspects you need and set up a time tracking system.

Thus, you know precisely how much time developers spend working on each new feature or interface element. If you still have any doubts, we can access our task tracking system, so you can watch how we work on your product in real-time.



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Rate Card

	Armenia		India		Turkey		Belarus & Ukraine		Europe	
	Hourly rate	Montly rate	Hourly rate	Montly rate	Hourly rate	Montly rate	Hourly rate	Montly rate	Hourly rate	Montly rate
Developers										
Jounior	$12	$1,440	$16	$2,066	$17	$2,219	$21	$2,520	$49	$6,561
Middle	$15	$1,800	$20	$2,582	$22	$2,773	$26	$3,150	$61	$8,201
Senior	$21	$2,520	$28	$3,615	$30	$3,882	$37	$4,410	$85	$11,482
Lead	$29	$3,480	$39	$4,992	$42	$5,361	$51	$6,090	$117	$15,856
DevOps										
Jounior	$12	$1,440	$16	$2,066	$17	$2,219	$21	$2,520	$49	$6,561
Middle	$16	$1,920	$22	$2,754	$23	$2,958	$28	$3,360	$65	$8,748
Senior	$21	$2,520	$28	$3,615	$30	$3,882	$37	$4,410	$85	$11,482
Lead	$29	$3,480	$39	$4,992	$42	$5,361	$51	$6,090	$117	$15,856
UI/UX Design										
Jounior	$10	$1,200	$14	$1,721	$15	$1,849	$18	$2,100	$41	$5,468
Middle	$15	$1,800	$20	$2,582	$22	$2,773	$26	$3,150	$61	$8,201
Senior	$20	$2,400	$27	$3,443	$29	$3,698	$35	$4,200	$81	$10,935
Lead	$25	$3,000	$34	$4,303	$36	$4,622	$44	$5,250	$101	$13,669

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	Armenia		India		Turkey		Belarus & Ukraine		Europe	
	Hourly rate	Montly rate	Hourly rate	Montly rate	Hourly rate	Montly rate	Hourly rate	Montly rate	Hourly rate	Montly rate
Manual QA										
Jounior	$10	$1,200	$14	$1,721	$15	$1,849	$18	$2,100	$41	$5,468
Middle	$13	$1,560	$18	$2,238	$19	$2,403	$23	$2,730	$53	$7,108
Senior	$15	$1,800	$20	$2,582	$22	$2,773	$26	$3,150	$61	$8,201
Lead	$18	$2,160	$24	$3,098	$26	$3,328	$32	$3,780	$73	$9,842
Project Manager & Product Owner										
Jounior	$10	$1,200	$14	$1,721	$15	$1,849	$18	$2,100	$41	$5,468
Middle	$15	$1,800	$20	$2,582	$22	$2,773	$26	$3,150	$61	$8,201
Senior	$18	$2,160	$24	$3,098	$26	$3,328	$32	$3,780	$73	$9,842
Lead	$23	$2,760	$31	$3,959	$33	$4,252	$40	$4,830	$93	$12,575
Business Analyst										
Senior	$20	$2,400	$27	$3,443	$29	$3,698	$35	$4,200	$81	$10,935
Lead	$27	$3,240	$36	$4,647	$39	$4,992	$47	$5,670	$109	$14,762
Product Team										
solution Architect	$30	$3,600	$41	$5,164	$44	$5,546	$53	$6,300	$122	$16,403
Product Manager	$30	$3,600	$41	$5,164	$44	$5,546	$53	$6,300	$122	$16,403
Data Scientist	$30	$3,600	$41	$5,164	$44	$5,546	$53	$6,300	$122	$16,403

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