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# Digital services for large businesses

**Intelligent backend, user-friendly frontend, smart ML, and easy-to-use mobile services**

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GroupCelsor

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mish

CEREBRO

compo

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# About Globus

We help large businesses to realize their digital strategy. Intelligent backend, user-friendly frontend, easy-to-use mobile services and smart ML

**12+**
Years' experience in the IT market

**450+**
team of professionals

**500+**
projects

**$25+ millions**
in revenue in 2022

**1st place in Russia**
position in the rating list of best outstaff developers 2023 (Tagline)

**2nd place in Russia**
position in the rating list of best mobile application developers 2023 (Tagline)

**3rd place in Russia**
position in the rating list of best digital production companies 2023 (Tagline)

**5th place in Russia**
position in the rating list of best developers/integrators 2023 (Tagline)

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## Our clients

СБЕР БАНК
ВТБ
Яндекс
ПСБ
открытие Банк
ГАЗПРОМБАНК
АКРА
МОСКОВСКАЯ БИРЖА
Альфа Банк
ТИНЬКОФФ
МОСКОВСКИЙ КРЕДИТНЫЙ БАНК
СпортМастер
СБЕР МАРКЕТ
kaspersky
SPAR
Ростелеком
HUAWEI
LEROY MERLIN
НТВ ПЛЮС
X5 RETAIL GROUP
Перекрёсток
НОРНИКЕЛЬ
самолет
hh
почтамаркет
ТЕХНОНИКОЛЬ
ЛСР
EY Building a better working world
НЛМК
ДИКСИ
smart driver
ТНТ

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## 2022

**Tagline Awards**

× 7

× 4

× 3

**Golden App**

× 1

× 1

**Runet rating**

× 1

**Runet Award**

× 1

## 2021

**Tagline Awards**

× 2

× 3

× 2

**Runet rating**

× 1

**Awwwards**

Honorable Mention × 2

**Golden App**

× 1

## 2020

**Best Mobile Apps Awards**

× 1

**Runet rating**

× 1

**Golden App**

× 2

**Golden website**

× 1

## 2019

**Tagline Awards**

× 1

× 2

× 2

**Golden App**

× 1

**Runet rating**

× 1

**Digital-award #DO2019**

× 1

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# We understand and solve complex business tasks

- Banking and fintech
- Retail & E-commerce
- Property development and real estate
- IT & telecoms
- Transport and logistics
- Industry, oil and gas sector

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# Expert knowledge

**Pre-project analytics,** CustDev, BPM/BPML

**Backend:** Java, Python, PHP, Go, etc.

**Frontend:** AngularJS, ReactJS, VueJS, etc.

**Mobile:** Native & Crossplatform

**Infrastructure:** Kubernetes, Docker

**AI methods:** Machine Learning, Deep Learning, Computer Vision, etc.

## Java

J2SE/J2EE, Spring, Hibernate...

## iOS

Swift, Objective-C...

## .NET

.Net, Core, C#, Azure...

## Python

Django, Flask, Tornado...

## Android

Kotlin, Java...

## Go

Golang, Fiber, gRPC

## PHP

Yii2 , Laravel, Symfony, Bitrix, WP...

## Frontend & Crossplatform

ReactJS, AngularJS, VueJS, ReactNative...

## Infrastructure & DevOPS

Kubernetes, Docker

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# Services rendered by Group

- Design
- Web development
- Mobile development
- UX/UI design

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# Services rendered by Group

- QA & service support
- Developers outstaffing
- Audit, consulting, migration, integration and support of IT systems
- Educational services
- Digital services research

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# Mish design laboratory

- Frontend
- Design marketing support
- UI/UX layout development
- Prefeasibility Study
- Digital branding
- Product design

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# Cerebro recruitment agency

- Recruitment, including specialists abroad
- Creating an HR department
- Conducting technical interviews
- Top managers and heads of departments recruitment
- Consulting on IT recruitment
- Creating an HR department
- Description of technical job openings

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# Hard & Soft trending

- Audit and consulting
- Digital business development strategy
- Automation and optimization of business processes
- Migration to Russian software
- Technical support
- Licensed software products
- Integration of IT solutions into the existing infrastructure

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# Globus academy

- B2C training
- B2B training
- Custom training for the customer
- Juniors selection for the customer’s tasks

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# Globus Community

Globus partner network unites companies specializing in digital environment. One of the largest programs in Russia: 2nd place in the partner programs rating of the Russian digital market
and 7th place in the rating of super contractors according to Tagline.

- More than 800 companies
- More than 3,000 highly qualified specialists
- Any complexity projects in the shortest possible time

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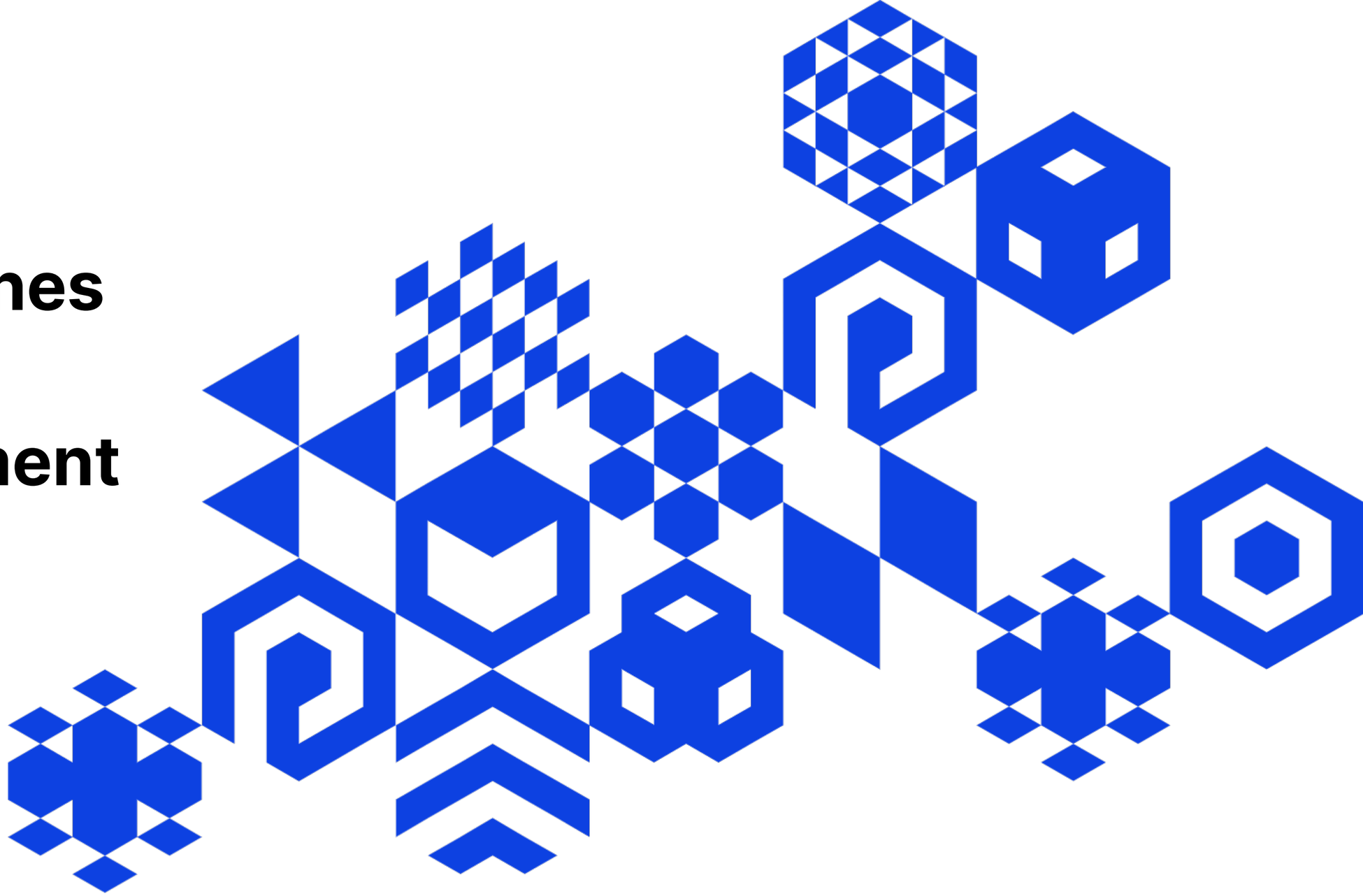
# Approaches to development



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# Project development cycle

1. Analytics and business requirements planning
2. Design and architecture creating
3. Iterative development
4. Implementation
5. Support and development

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# Product development cycle

1. Product study and prefeasibility study
2. Defining business requirements and CustDev
3. Prototyping and design, custom scenarios
4. Iterative project development
5. Training and implementation
6. Support and development

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# IT specialists outstaffing

IT specialists rent (middle level and above) and dedicated teams

Broad expertise: mobile (native and cross-platform development), web (frontend and backend), testing (load, manual, auto), analytics (system, business), DevOps, technical support, project management, etc.

Adapting to your task management and tracking system

Choosing the appropriate method of payment (hourly payment, full redemption, fixed price) with a prepayment discount

Interviews (video) with all the employees, prompt replacement of an employee if necessary

Saving time and money: we take on the costs of personnel administration, taxes, social benefits, etc.)

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# Contract models

| | Fixed price | T&M | Outstaffing |
|---|---|---|---|
| **Defining Business Requirements** | ✓ | ✓ | − |
| **Design** | ✓ | ✓ | − |
| **Development** | ✓ | ✓ | ✓ |
| **Support** | ✓ | ✓ | ✓ |

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# Cases

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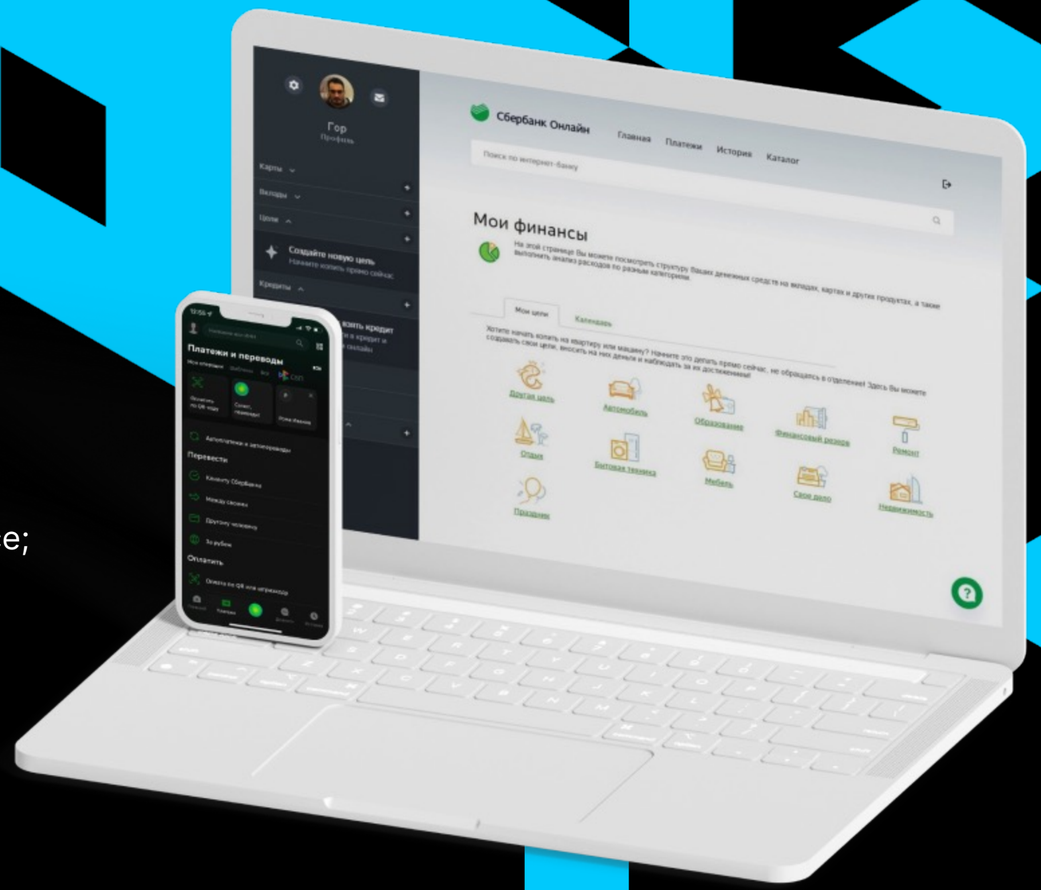
СБЕР

# Mobile development for Sberbank

We are a long standing partner of Sberbank in tribes and projects:

- Sberbank Online (mobile application for natural persons)
- Sberbank Business Online (mobile application for legal persons)
- SberDevice (services and smart devices with virtual assistants Salute)
- Premier (premium client service)
- Cybersecurity (protection of confidential electronic documents and correspondence; increasing the cyber literacy of our clients)
- Welfare (insurance, mutual funds, individual investment account)




## More than 1.1 billion rubles

Total amount of work since the beginning of cooperation

## More than 200 people

Brought to projects

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Яндекс

# Development for Yandex

In cooperation with the Yandex team, we develop geo- and media-services, applications with respect to speech technologies, advertising and travel for iOS, Android, MacOS, Windows.

Our specialists work on projects:

- Yandex Go
- Yandex Delivery
- Yandex Food
- Yandex Media Services

## More than 100 million rubles

Total amount of work in 2020–2022.

## More than 50 people

Brought to projects

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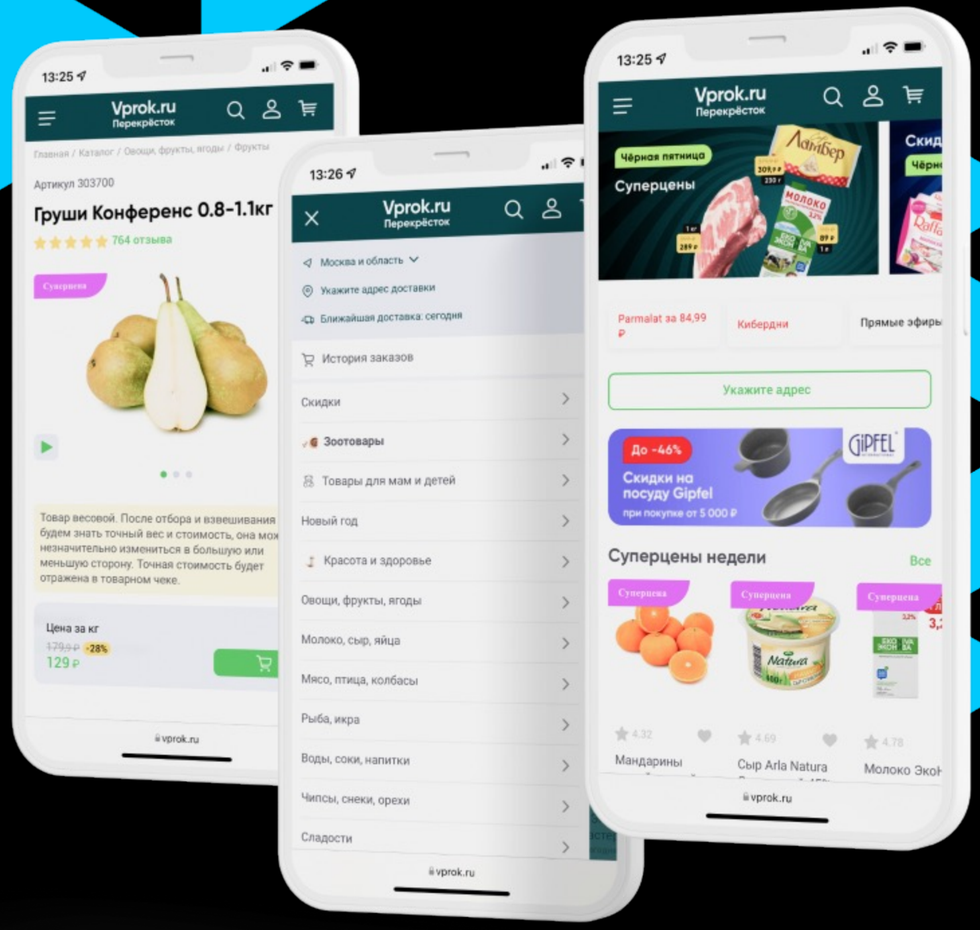
Vprok.ru Перекрёсток

# Vprok.ru online hypermarket development

During our long-term cooperation with the Vprok.ru team, we have been carrying out a number of works that make the use of the site more convenient, profitable and client-oriented, and its functioning becomes more stable:

- Optimization of web service integration processes with X5 Group internal and external systems
- Setting-up user activity analytics processes for a more accurate understanding and forecasting of customer demand**470%** growth in service orders in 2021




## More than 4 years

of successful cooperation

## 13 highly qualified specialists

are integrated into the Vprok.ru team

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ГАЗПРОМБАНК

# Mobile Intranet for Gazprombank

The solution is integrated with the bank’s internal information systems and includes all necessary functions and services:

- Mobile workplaces to organize the remote work of employees
- Chatbots and in-company chats
- HR portal
- Document library, e-document flow, company news feed
- Differentiation by access level (separate modules for employees, managers, shareholders)

## Up to 25% HR budget savings

through process automation

## Up to 40% employee time savings

on information search, communication and document management

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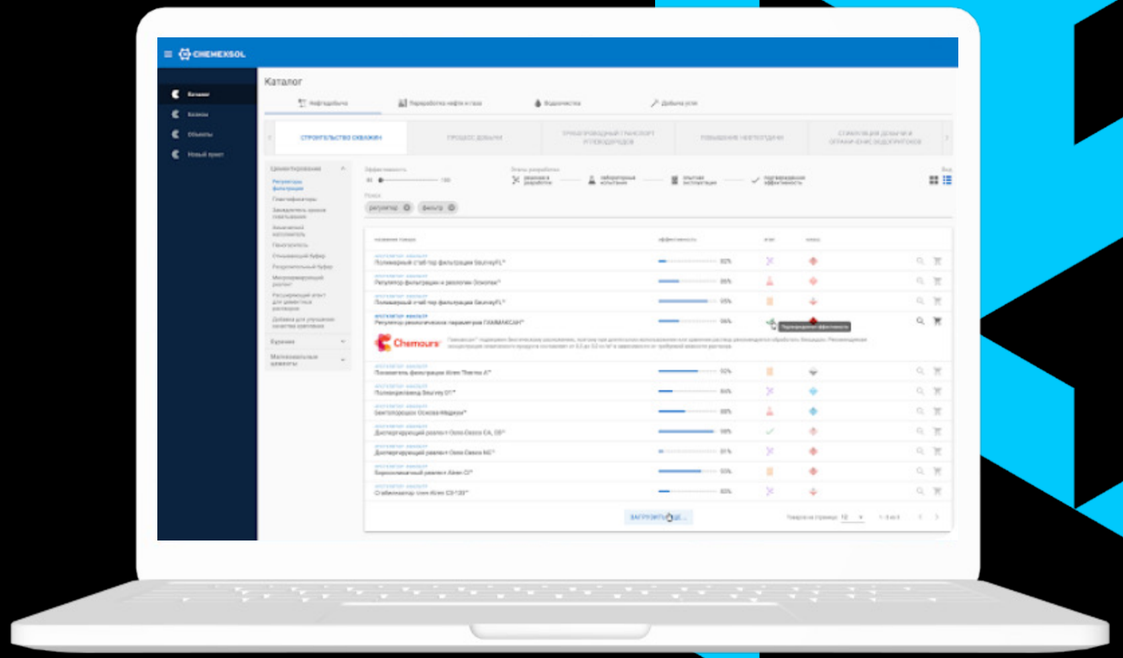
CHEMEXSOL

# Chemexsol is an innovative digital online system for the oil and gas industry

- Global marketplace & ERP for oil and gas industry
- Combining the production process and chemical reagents supply into one data system
- Optimal interaction algorithm between raw material suppliers, production sites, chemical reagents customers, and transport companies
- Logistics optimization
- Up to 9% — reduced costs for the supply of chemical reagents




SMART OIL & GAS

Winner of the Best Digital Solutions
for the Oil and Gas Industry contest
Nominated as the Best Solution using New Internet Communication Technologies

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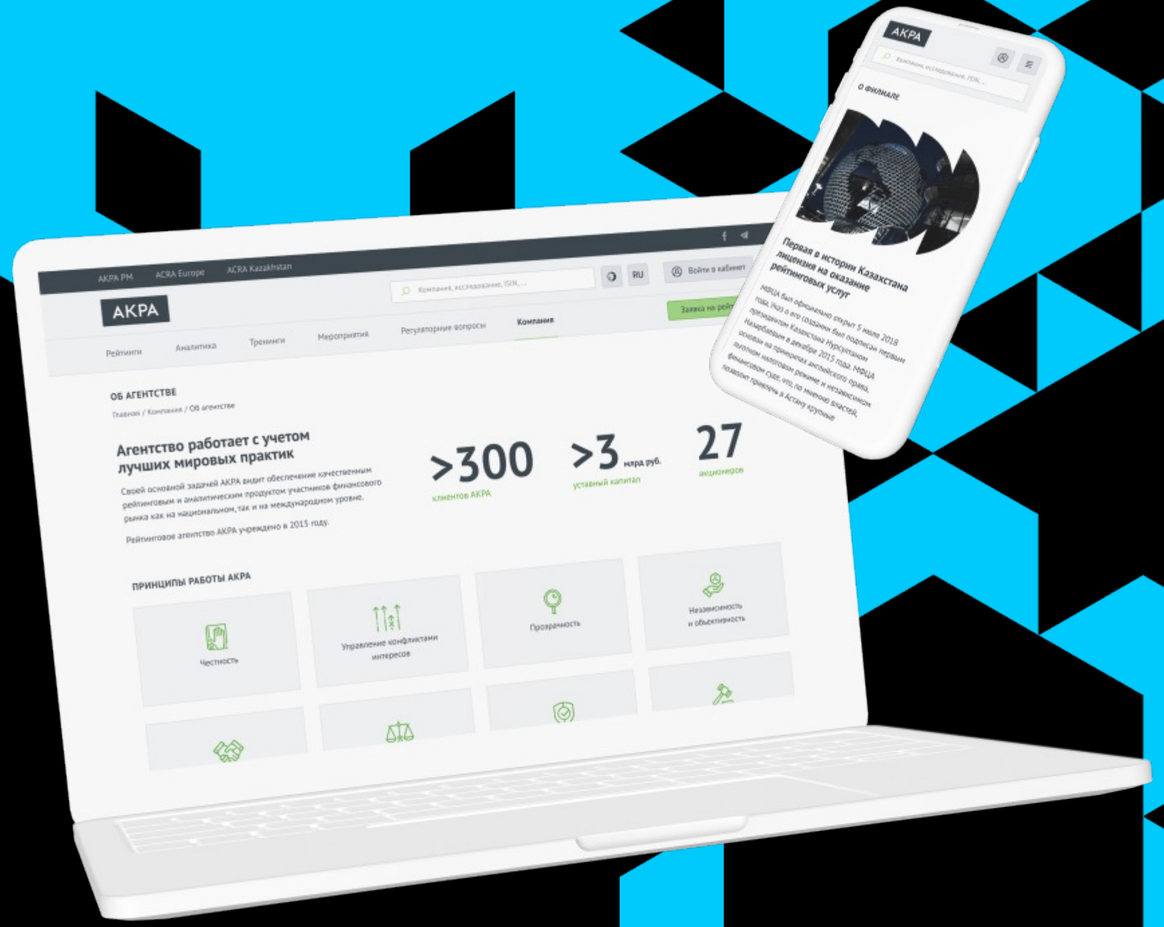
АКРА

# ACRA — functional rating portal

TAGLINE AWARDS SILVER 2022 × 2

TAGLINE AWARDS BRONZE 2022 × 1

- Convenience. Minimalistic design with built-in UX makes the site look user-friendly
- Functionality. Integration of Bitrix with the ACRA object model and ERP system
- Customization. The infrastructure and Bitrix capabilities have been expanded according to the customer’s tasks through the introduction of unique components on top of the CMS core
- Improving the portal stability




## 40% reduction

in website maintenance costs by reducing the number of maintenance personnel

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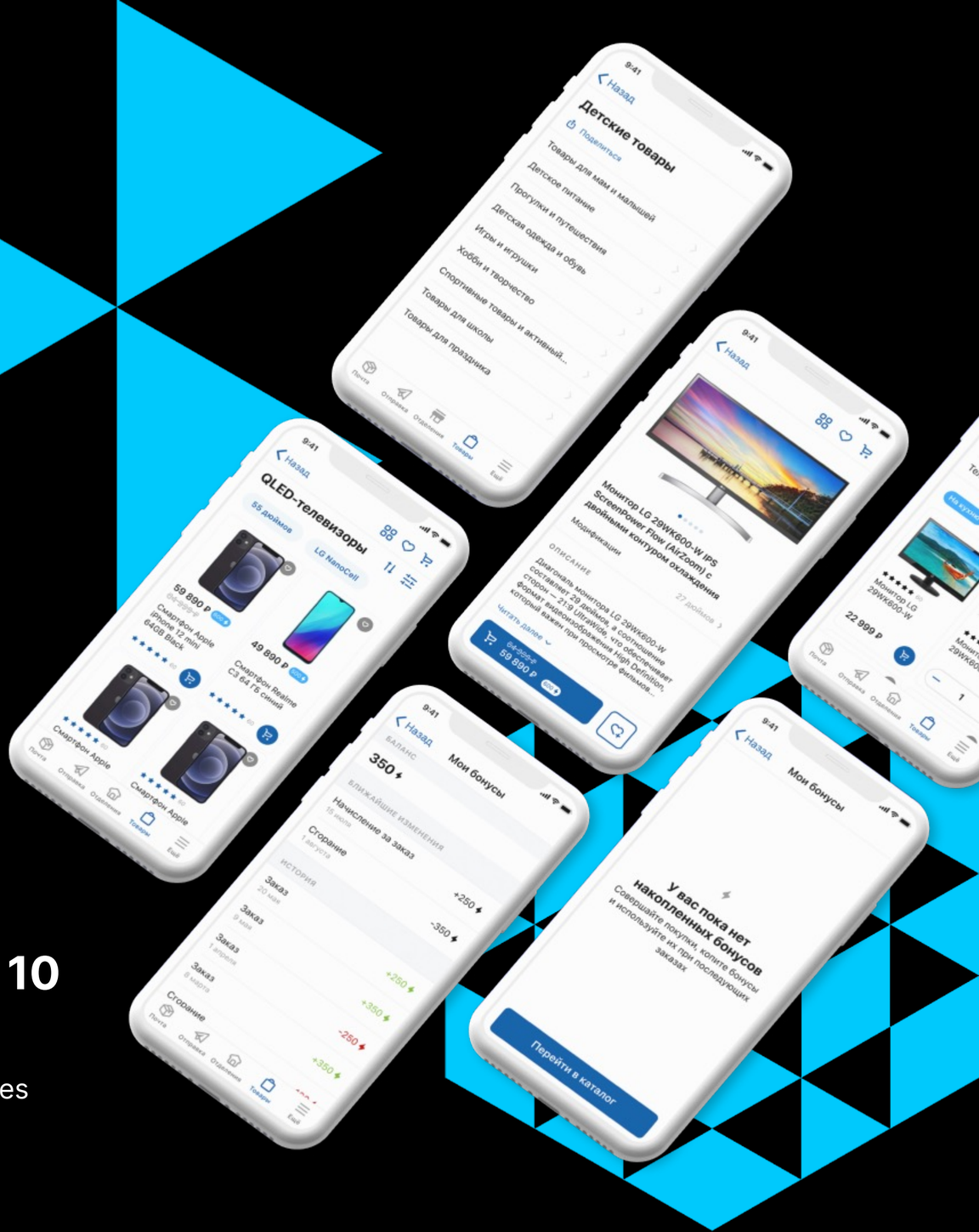
ПОЧТА РОССИИ

# Expansion and refinement of the marketplace functionality in the application Russian Post

- A number of integrations with internal and external services (parcel tracking, recommendation service, bonus system, GIS PA)
- Switching to proprietary acquiring
- Service improving by collecting and analyzing data on user behavior
- Development of the product backend architecture using micro service approaches designed for high loads and high fault tolerance




## 42% digital revenue growth

of Russian Post AO (joint-stock company) by the end of 2021 thanks to rapid development of digitalization and updating of the application

## More than 10 million

downloads in stores

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# Development approaches

## Project development

### Development models:

Waterfall, PMBook / PMI

### Value:

development of a digital solution
for a ready-made project

### When to apply:

if you're 100% confident that
the solution will be useful

## Product development

### Development models:

Scrum / Kanban

### Value:

development of a product that
will be used

### When to apply:

great uncertainty about the functionality
value: which truly is — and which is not

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# Team

## Pavel Korotkii

CEO and founder of Globus IT Group. Pavel has more than 15 years of experience in managing commercial development, launching and developing business units, large projects

## Amir Iakubov

Head of the Hard & Soft business line at Globus IT. Amir has an extensive experience of work as a development director in various business segments — from manufacturing to federal networks. He is an expert in e-commerce, marketing, business digital transformation, project management, and automation

## Konstantin Andreev

Co-owner and commercial director of the Globus IT company. Extensive experience in project management, including international projects, in banking, IT, and telecommunications

## Gulnaz Akhmetshina

Founder and head of Cerebro.team. More than 8 years of personal experience in recruiting IT-specialists. Key participant in recruiting of the Globus IT staff

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# Team

## Ilia Pomerantsev

Head of the ML Line of Business at Globus IT. Expert in Machine Learning, Deep Learning, Computer Vision. Project management experience since 2007. Regular speaker at the largest IT conferences held in Russia

## Inga Morozova

Head of the Globus Community partner network. Profound practical experience and extensive expertise in outstaffing, large IT integrators' partner networks development and operation, as well as crisis management

## Aleksei Mostovshchikov

Managing Partner, Director of GR and International Relations of Globus IT. Expert in building relationships with representatives of government authorities, corporations, large and medium-sized businesses in Russia and abroad. 17+ years of experience in public activities and business in IT platforms, advertising, and technology. Member of working groups and expert councils under the authorities

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# Our contacts

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