



UPDIVISION

Code



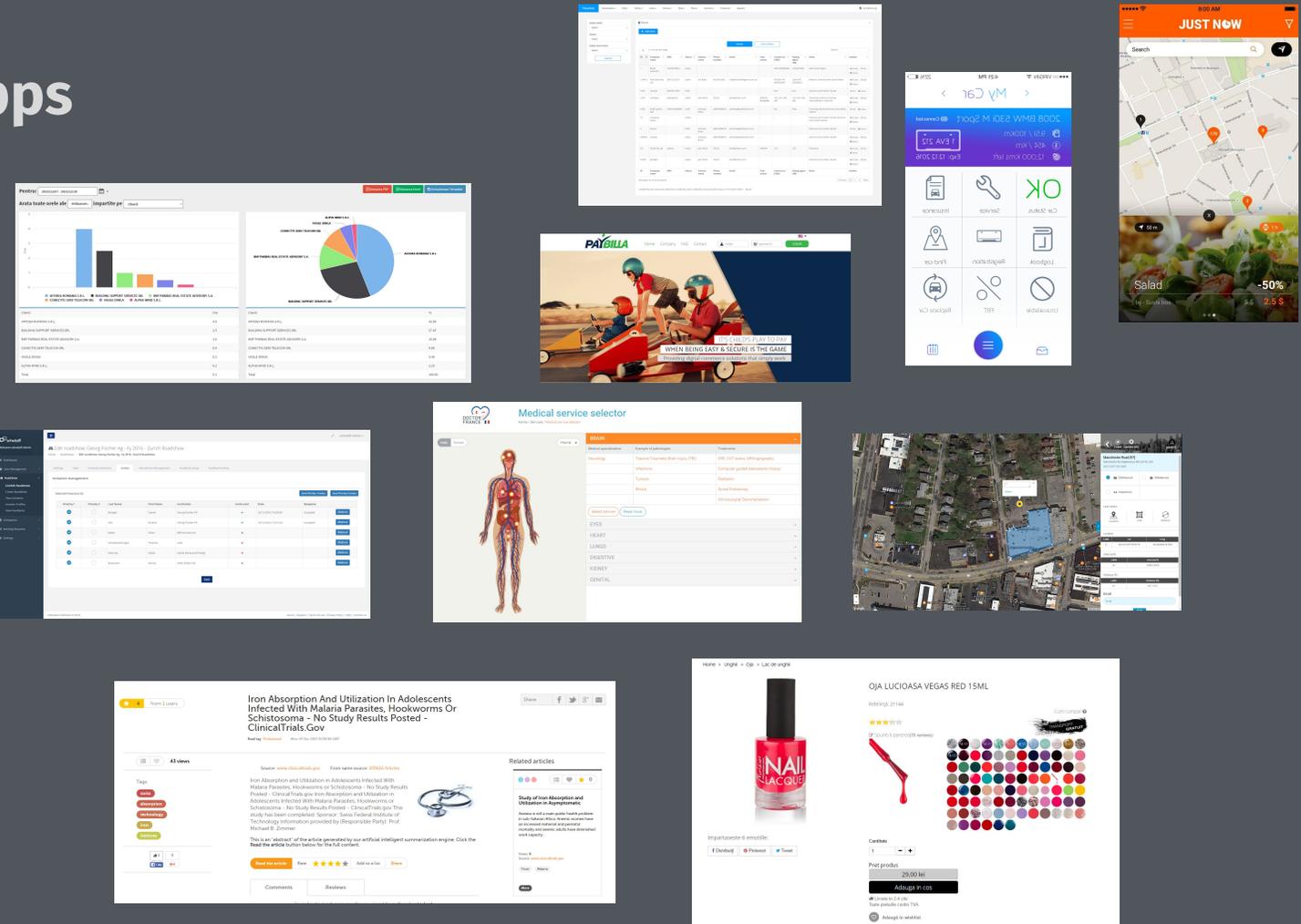
What we do & who are our clients.

Apps: Web & Mobile for Entrepreneurs & Corporations



We do outsourcing (mainly).
Complex apps for web and mobile.

- **Augmented reality apps**
- **Drone Capture Measurement apps**
- **Social networks**
- **Ecommerce platforms**
- **Fleet management ERPs**
- **Payment Gateways**
- **Ultra-HD Video-streaming**
- **Event Management software**
- **Financial and billing apps**
- **HR apps**



We work with entrepreneurs and corporations from all over the world.

We know how to deliver globally

- 4 continents
- 14 countries

And solve diverse challenges

- Launching a new web or mobile service
- Bringing business processes to the cloud
- Disrupting traditional industries



We have experience in many industries.

- Transportation
- Medical
- Payments
- Tourism
- Finance
- Customer service
- Entertainment
- E-commerce
- HR
- Law
- Retail
- Event management



Our growing team.

- 1 technical director
- 11 web developers
- 6 mobile developers
- 2 testers
- 1 UX designer
- 2 web designers
- 2 project managers
- 2 sales & client service persons





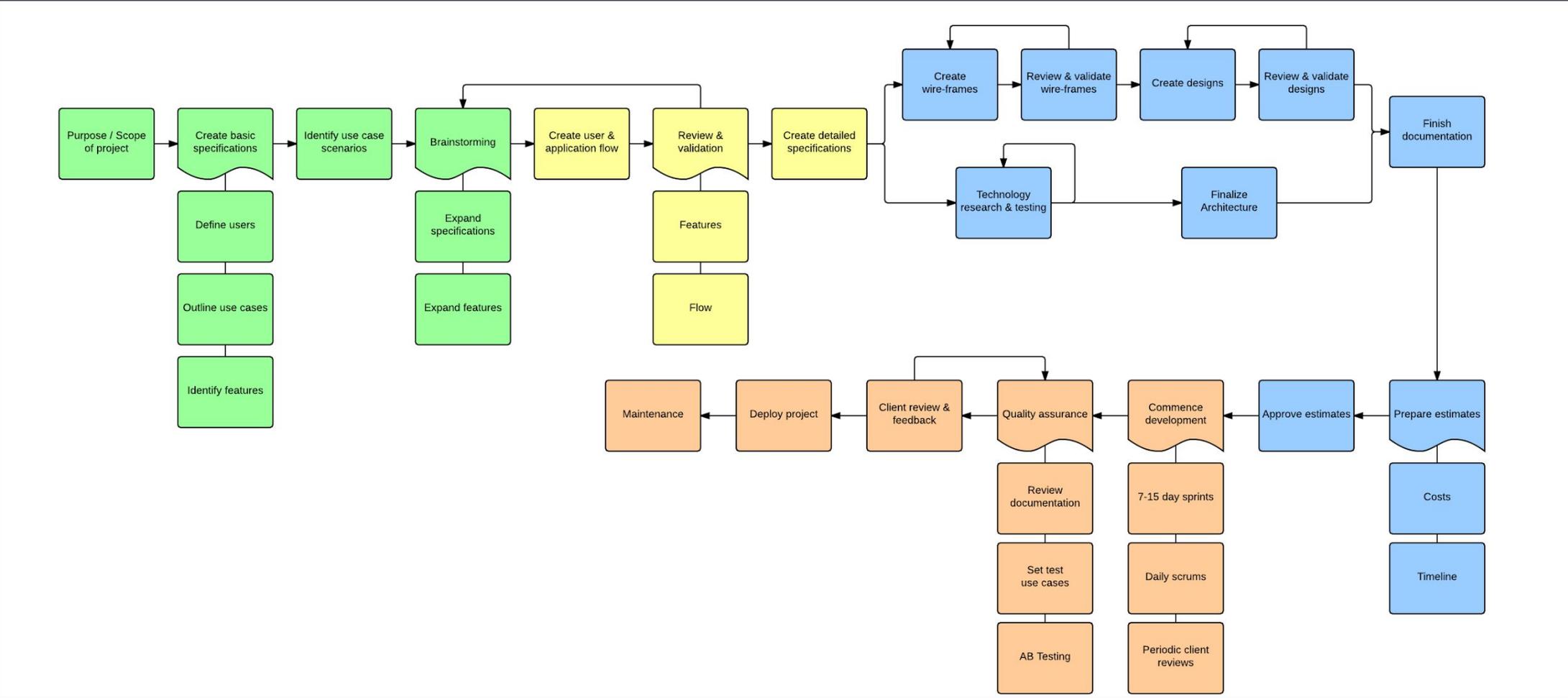
Managing large projects: a study-case

How to help your client and yourself

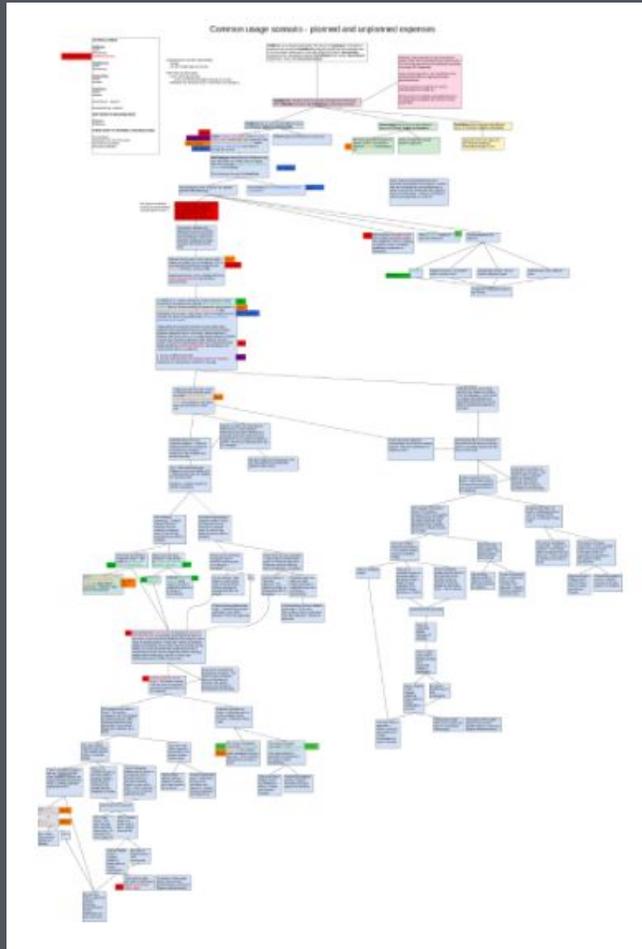


By Indra Gheorghe

Building & maintaining complex apps



Product Story > App Flows > Specs > Wireframes > Design > Programming



FMSweb Requests Invoicing Clients Your Profile Logout

Quote for Service Req. 23135/24.10.2015 ⬇

Done; Pending approval

Request Items

Quoting Work in progress Done

Pending Approval Approved Rejected

Customer details

ACME Inc.
044-111-3333
office@acme.au

Andrew Jacky
044-234-555
aj@acme.au

Toyota 2001, 230345 km
See repair history

Tire life assessment

Kms: 30000Kms...

General diagnosis - Severity 4 - Planned work
Cost: \$ 100

See messages

Rejected: ACME Inc.
Reason: improper work

Oil change - Severity 3 - Planned work
Cost: \$ 150

See messages

Rejected: Andrew Jacky
Reason: improper work

Tire change - Severity 4 - Unplanned work
Cost: \$300

See messages

Rejected: Andrew Jacky
Reason: I changed the tires yesterday.

fleetman Available Public Clients Users Drivers Fleet Services Reports

Select Client: 10003

Select Client Center: 10003

Select

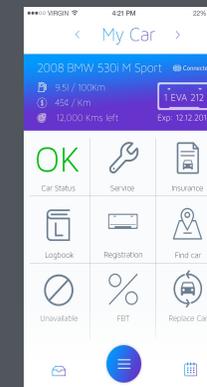
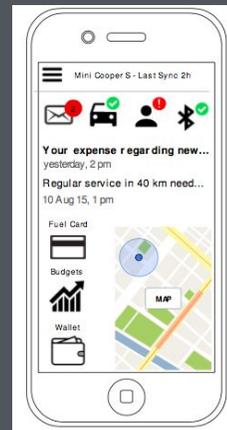
Effects

10003 10003 per page

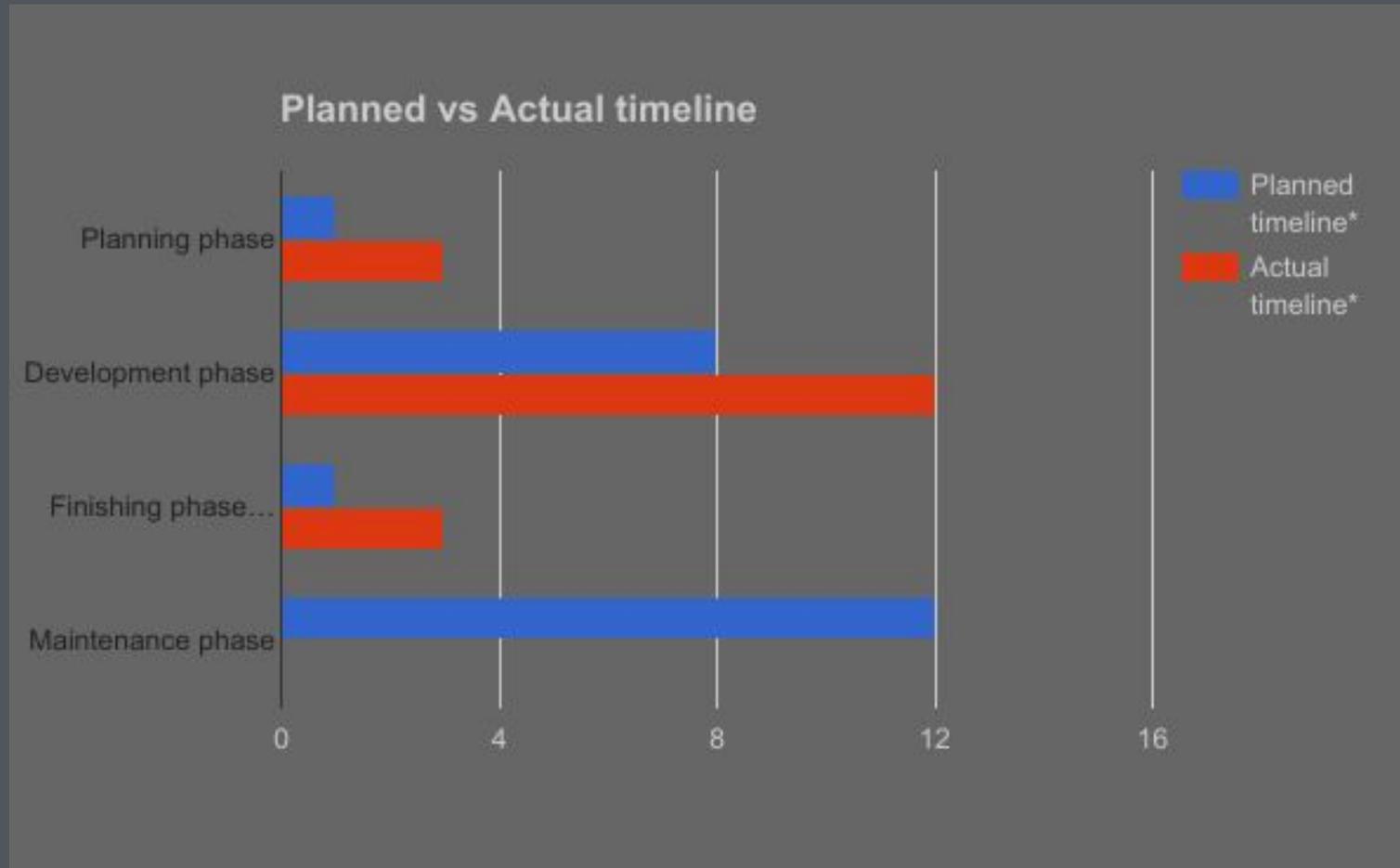
ID	Company name	ABN	Status	Contact name	Phone number	Email	Cost center	License no. (ICPL)	Flying permit ERM	State	Actions
1	Bovet Finance	1240070702	active	Col Nicks	945202242	colnick@bovet.com.au	-	40372830004	278473902	New South Wales	View Info Done
10003	John Day Pty Ltd	987654321	active	Col Nicks	945202242	colnick@bovet.com.au	-	40372830004	278473902	Western Australia/South Wales	View Info Done
1054	George	546784247	draft			george@bovet.com	-	123 234 567	456	Adelaide and Carter Islands	View Info Done
1056	JohnPope	987654321	active	John Wick	35223	john@bovet.com	-	876543210	123 234 567	Tasmania/Victoria/Queensland/South Australia	View Info Done
1058	JohnPope	2001240380	draft	Andrew Wick	4895708470	andrew@bovet.com	-	123 234 567	456	Adelaide and Carter Islands/Adelaide and Carter Islands	View Info Done
23	Company name		active				-			Adelaide and Carter Islands/Adelaide and Carter Islands	View Info Done
3	Samuel		draft	Andrew Wick	4895708470	andrew@bovet.com	-			Adelaide and Carter Islands	View Info Done
34070	Andrew		active	Andrew Wick	4895708470	andrew@bovet.com	-			Adelaide and Carter Islands	View Info Done
35	ACME Pty Ltd	987654321	active	John Wick	35223	john@bovet.com	-	44444	123 234 567	Tasmania	View Info Done
35420	George		active	John Wick	35223	john@bovet.com	-			Adelaide and Carter Islands	View Info Done

Showing 1 to 10 of 28 entries

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How we planned and how it went down

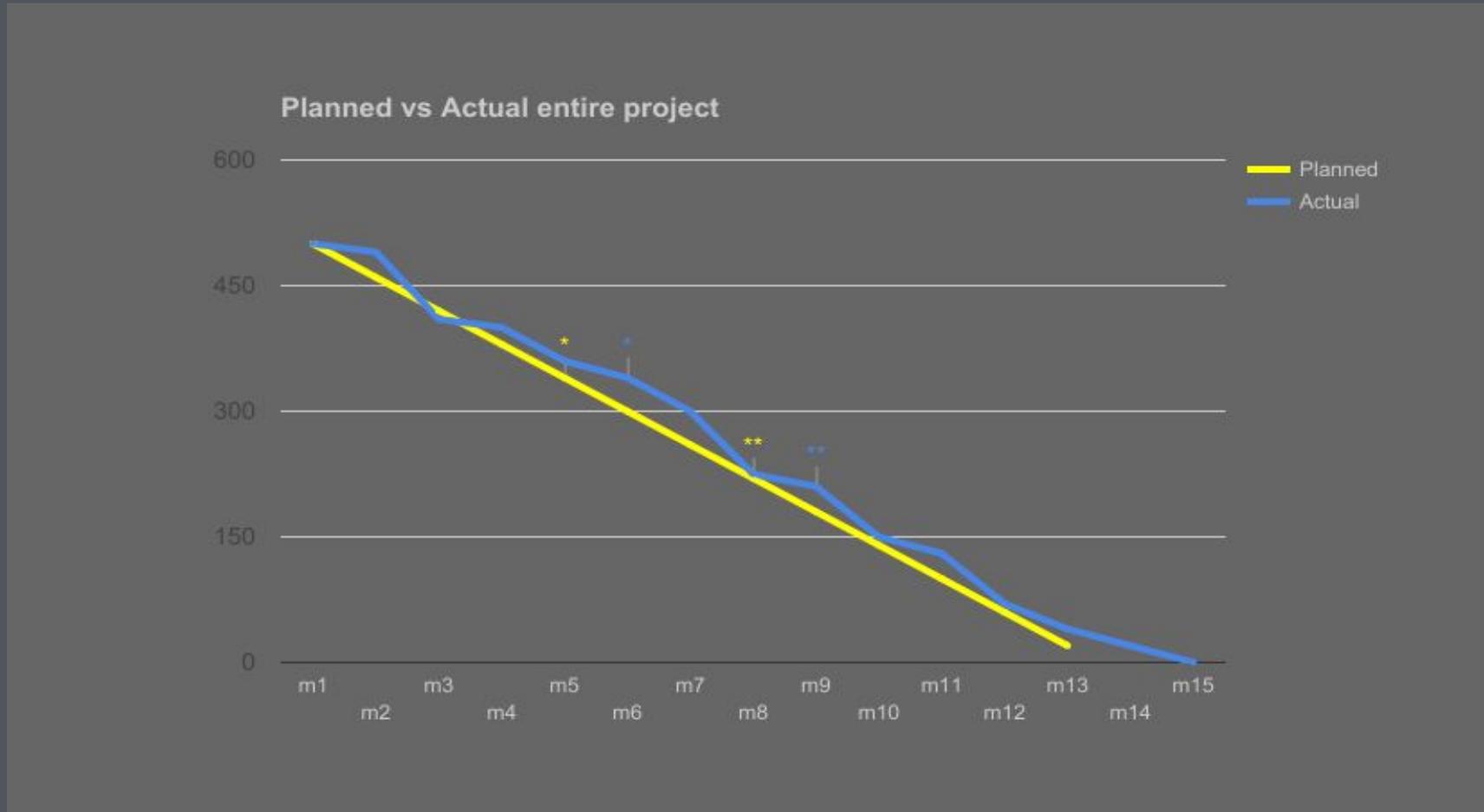


How it went down in my head

VS



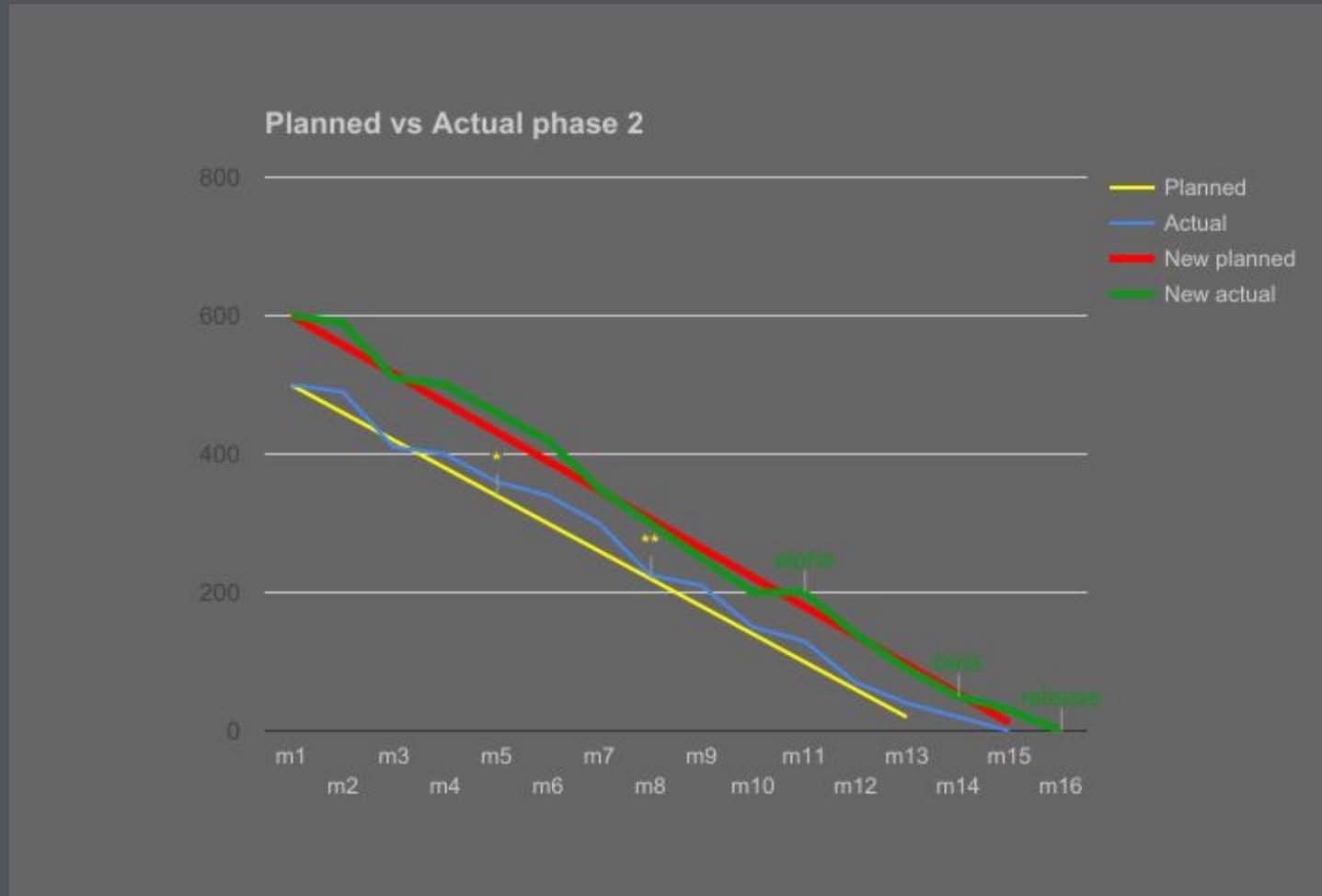
Project development



How we dealt with delays

- the magic delay list
- talk and talk again
- allow the developer to interact with the client
- changed from a kanban mind set to an agile mindset

Redoing the projection



How I think it will be from now on



What we did better the second time around

- stick to the delay list
- planned the talks => minimize interruptions
- negotiated delays right away
- prioritized functionalities for
 - alpha release
 - beta release
 - v1 release

How we dealt with internal change

- added new developers as needed
- included the new developers slowly in the process
- talked more between us
- planned better
- wrote everything down
- described the tasks better

What I learned and what you can get from it

- estimation is **the mother** of all success
- clear time per tasks is **the father** of all success
- testing is **that old uncle** that went to war
- don't be afraid to take charge
- listen to those around you

A little bit of advice on how to deal with large projects

This is how we recommend doing it

- talk to all the stakeholders
- create the wireframes
- updated them according to changes
- redesign
- repeat until client is satisfied
- start development



**KEEP
CALM
AND
WRITE IT
DOWN**



Clients from hell vs Managers from heaven.

Top 13 wanna cry situations and how to solve them.

By Eugen Tudorache



1
We have to launch now! And we must have these surprise new features.



2
Let's change the entire
interface.
No need to refactor.



3
Good morning. I just decided
on a new priority, forget the
carefully planned sprint.



4
Let's start coding now and think
later about how it will actually
work.



5
Liar, liar, server on fire.

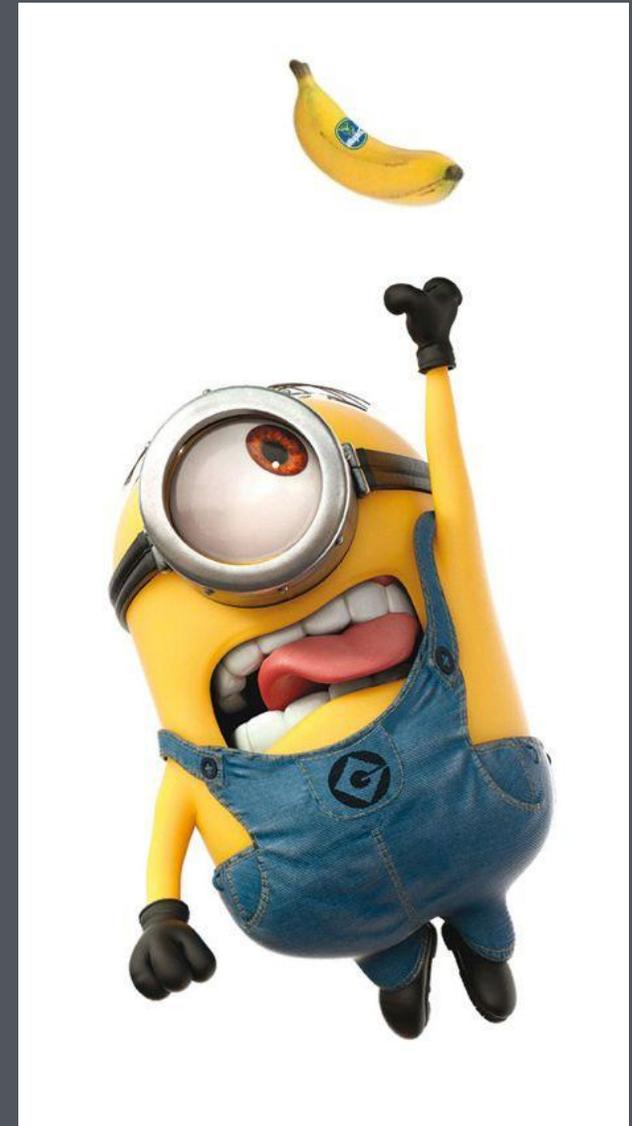


6
**Sorry I didn't reply to your emails
for three months. I've been super
busy.**



7

Mr. Monkey is in charge of the supporting team and of all bananas.



8
I've just called to say I just sent
you an email.



9
I have a feeling that your
estimate is way off.



10
I believed this feature we never
talked about was obvious for
everybody.



11
We'll return after a short break.



12 Time zones? What are time zones?



13
Longer, bigger, harder.



THANK YOU

