

Some of the brightest Ukrainian IT companies would like to meet you to talk business!

What's in it for me?

The intended outcome is a mutually beneficial business relationship. All these 10 successful and entrepreneurial IT companies want to do business with like-minded organisations outside Ukraine. You will be meeting directors and senior managers who are ready for dialogue on a range of options including: **an investment stake in their business, Value Added Reseller (VAR) relationships, becoming a UK partner to leverage their provision of good-value, high-quality outsourced IT services and to gain a channel to Eastern European markets through local experts.** Several have prior experience of business partnerships with companies outside Ukraine – none as yet with UK companies.

When and Where?

The dates are **28 and 29 April 2009** to coincide with the [Internet World](#) trade show at **Earls Court, London**. You can combine meeting one or more of the companies whilst also having the opportunity of networking at this internationally important Internet trade show. Business discussions can be at one of several convenient locations. You also meet all the companies at a **drinks reception** hosted at the Headquarters of the [Association of Ukrainians in Great Britain](#), 49 Linden Gardens, Notting Hill Gate, London, W2 4HG - early evening on 28th April (location is close to the Internet World Trade show). Email carlbillson@gmail.com for details.

What skills and know-how could you leverage from these Companies?

The 10 participating companies – many more applied - encompass a range of IT skills and services summarised below:

- Software development
- Specialist Software Testing services
- ERP Software and Business Intelligence
- Web development services - including expertise in social networking community websites, video intensive sites, photo-lab applications, content managed portals & 'high-end' corporate sites

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Who will I meet?

You will be meeting company directors and senior managers who are empowered to have productive business discussions with you. Brief details about each company and links to their websites are given in the table below. A detailed Business Profile for each company will be listed on the website of the [EU funded project](#) that is coordinating this Trade Mission (www.sme-int.com.ua).

Do they speak English?

Yes. Nearly all have excellent English language abilities and there is a translator on hand if required. Most also speak Russian and, of course, Ukrainian.



Do I need to book an appointment?

Yes - to make the session as productive as possible, we suggest a booking is essential to make best use of limited time. Company profiles will be available at the [EU Project](#) website for prior research. Also, there are opportunities for ad hoc meetings – these include an informal early evening drinks reception on 28th April hosted in Holland Park. To arrange a meeting with one or more of these companies, please contact UK coordinator **Carl Billson** on 07971 387798 or carlbillson@gmail.com.

What business relationships are open for discussion?

These include: becoming a Value Added Reseller; Investment opportunities – a stake in their business; a gateway to Eastern Europe and Russia for your products and services using them as local experts; a first-rate service for software development and testing services at highly competitive rates.

What's special about Ukrainian IT companies?

Key factors that make Ukraine special for IT include: universities that are renowned for producing highly able computer sciences graduates; a near-shore Eastern European location that's very accessible; a creative mindset where the software developers are in tune with the needs of Western markets; and highly competitive prices. To underline this, KPMG's 2009 Advisory practice report [Exploring Global Frontiers](#) includes the Ukraine city of Lviv amongst the 31 global 'locations to watch' for outsourced IT services.



What involvement is there from Ukrainian contacts in the UK?

There is support and engagement from Ukrainian contacts in the UK including the [Ukrainian Embassy](#), the [British Ukrainian Society](#), the [Ukrainian British City Club](#) and the [Association of Ukrainians in Great Britain](#),

How can I find out more?

Please contact the UK coordinator, Carl Billson on 07971 387798 or carlbillson@gmail.com. He will be accompanying the delegates during their Trade Mission in London on 28th and 29th April and has worked with several of them in Ukraine. For background information on this Trade Mission, please visit the [EU Project website](#) where Profiles of the ten IT companies visiting London are being added.

What further information is there about the companies and contacts?










A summary of the 10 companies and contacts involved in the Trade Mission are included in the table below - with links to company websites. Ahead of their visit, a Company Profile document will be available, suitable for initial due diligence and to provide the basis for meaningful business discussions.

I would like to meet some of the people on this Trade mission - how can I arrange this?

Please contact the UK coordinator, **Carl Billson** on 07971 387798 or carlbillson@gmail.com. Carl will be pleased to organise mutually convenient times during their 2 day Trade Mission on 28th and 29th April in London. During some of this time, the visiting delegates will be at the Internet World exhibition at Earls Court and at a location nearby in West London.



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Company	Contact	Location	Main Business Activity & Interests	Website	Logo
Altima LLC	Oleksandr Levashov Managing Partner	Kyiv	Creation of custom, high quality web sites, corporate identity, multimedia; Internet promotion & advertising, search engine optimization	www.altimawebsystems.com	
Bughuntress QA Lab Private Enterprise	Olena Kusch Commercial Director	Kharkiv	Independent Software Testing Services: automated and manual testing of software functionality and performance; Independent Verification & Validation (IV&V) of software products; Consulting in testing methodology Interest in long-term relationships	www.bughuntress.com	
Business Automatic JSC	Myhailo Lukyanov Deputy Director	Kharkiv	Software development; own products include ERP system	www.business-automatic.com.ua	
Business Service Ltd.	Taras Tanyhin President	Kyiv	Consulting company, providing business consulting services and software development across industry sectors., including its own ERP solution	www.bsi.com.ua/eng	
Data Express Private Enterprise	Yakov Verhovskiy Director	Donetsk	Telephone networks, data communication systems, and subscriber loop carrier systems; specialist in heavy industry communications systems	www.dex.donetsk.ua	
InnoVinn Ltd.	Nadia Posvyatenko Deputy Director	Vinnytsya	Software and hardware development, including for the Telecommunications industry	www.innovinn.com	
InterLink LLC	Dmytro Vas'kovskiy Project Manager	Cherkasy	Software development, testing, quality control, software maintenance, and providing special teams to work on customers' projects	www.interlink-ua.com	
MBS Ltd.	Natalia Surina Head of Marketing	Kharkiv	Software Development, Capital-, Profit-, Property (IP rights)-sharing; Outsourcing services, sharing of outsourcing contracts; Establishment of International Data Centers	www.mbs.kharkov.com	
Mirasoft Ltd.	Sergey Lesnikov Marketing Manager	Kyiv	Software outsourcing company (19 years); own products include ERP system, Rapid Application Development tool and Corporate Business Portal	www.mirasoft-group.com	
Tangram	Alexey Tsebro CEO	Kyiv	Web development solutions, hosting solutions, 3D visualization, outsourcing services	www.tangram.ua	