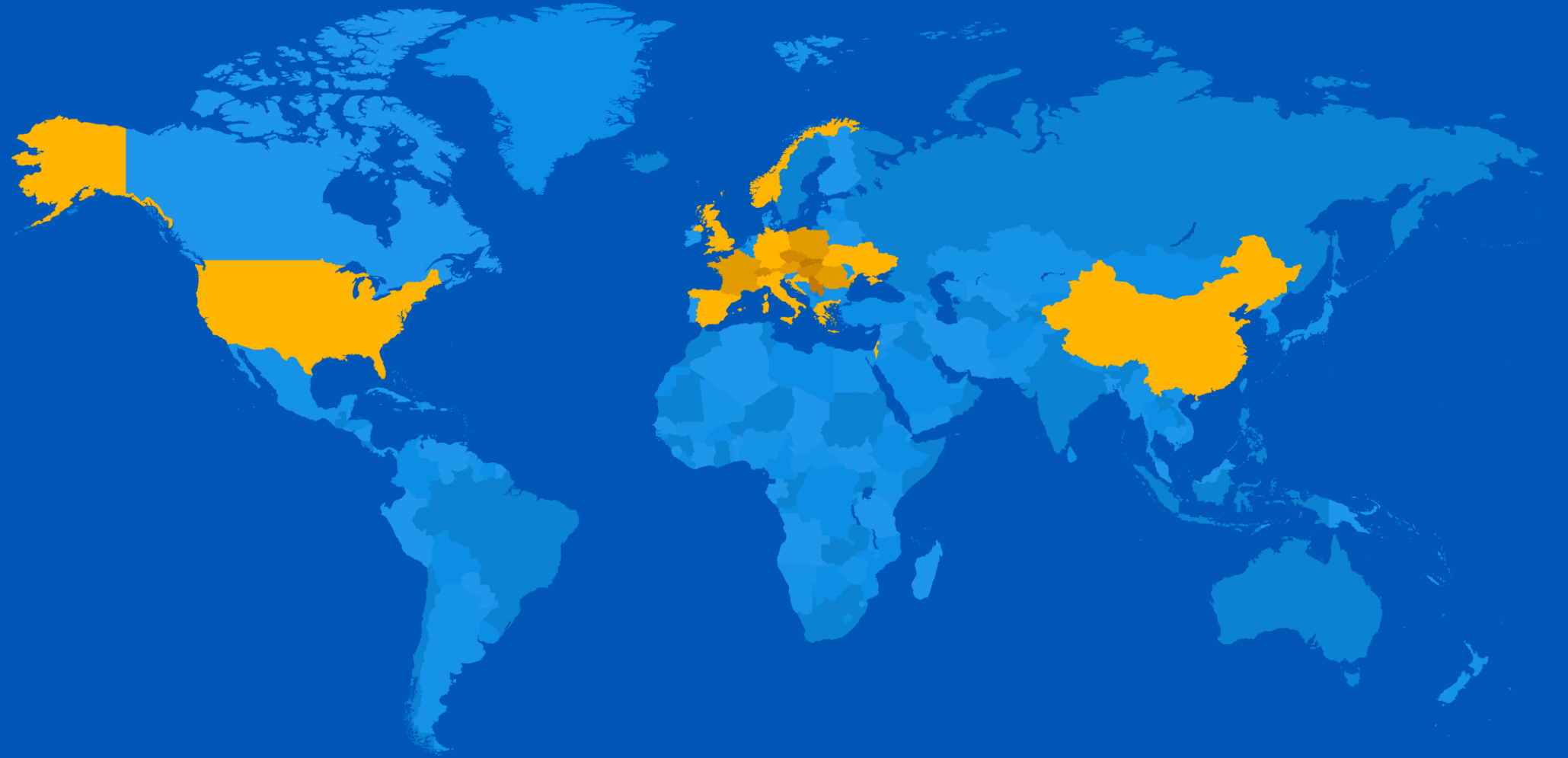




Business Value Delivery Excellence

BlueSoft's Approach for successful Digital Transformations

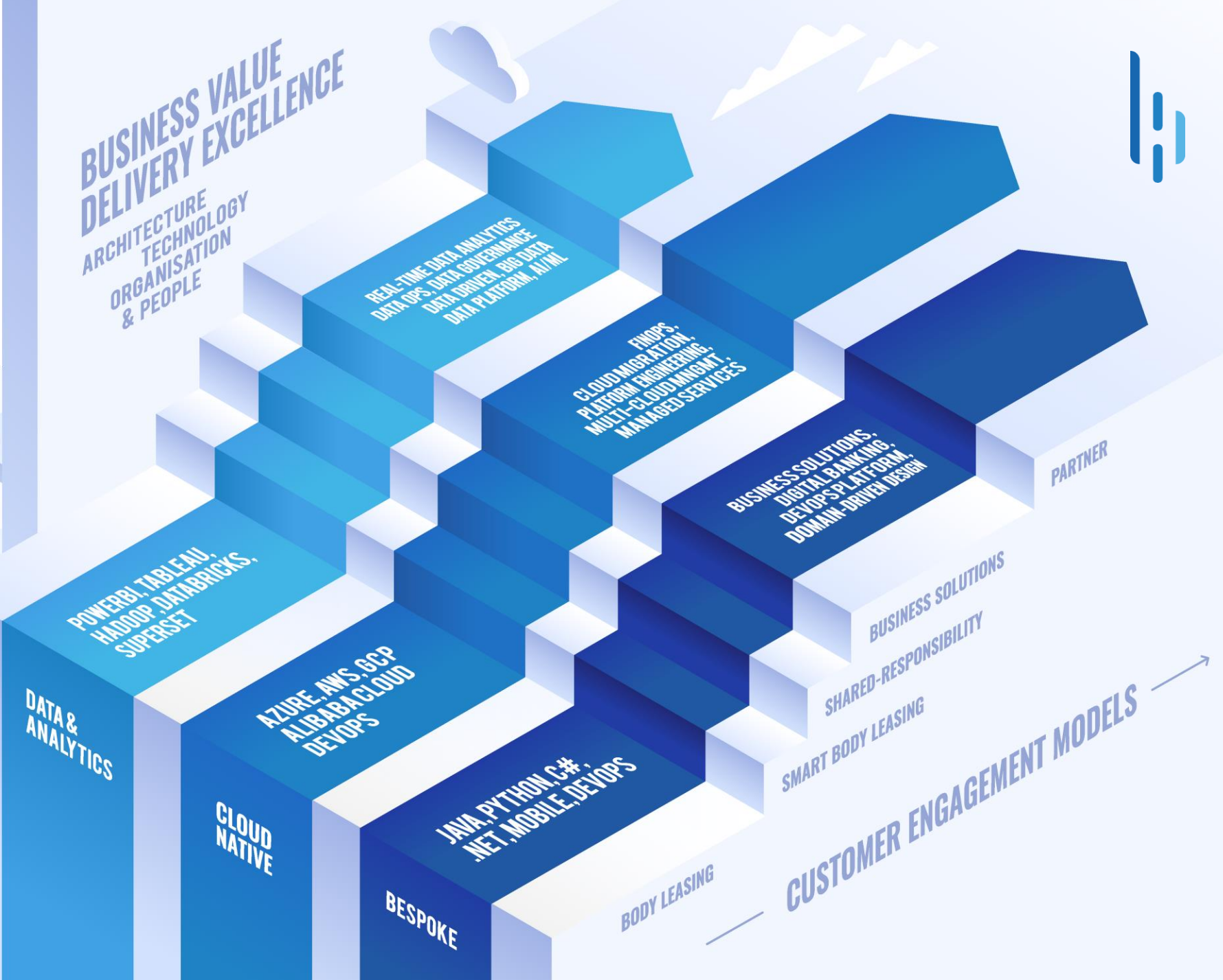
BlueSoft Geographic Reach





BUSINESS VALUE DELIVERY EXCELLENCE

ARCHITECTURE
TECHNOLOGY
ORGANISATION
& PEOPLE





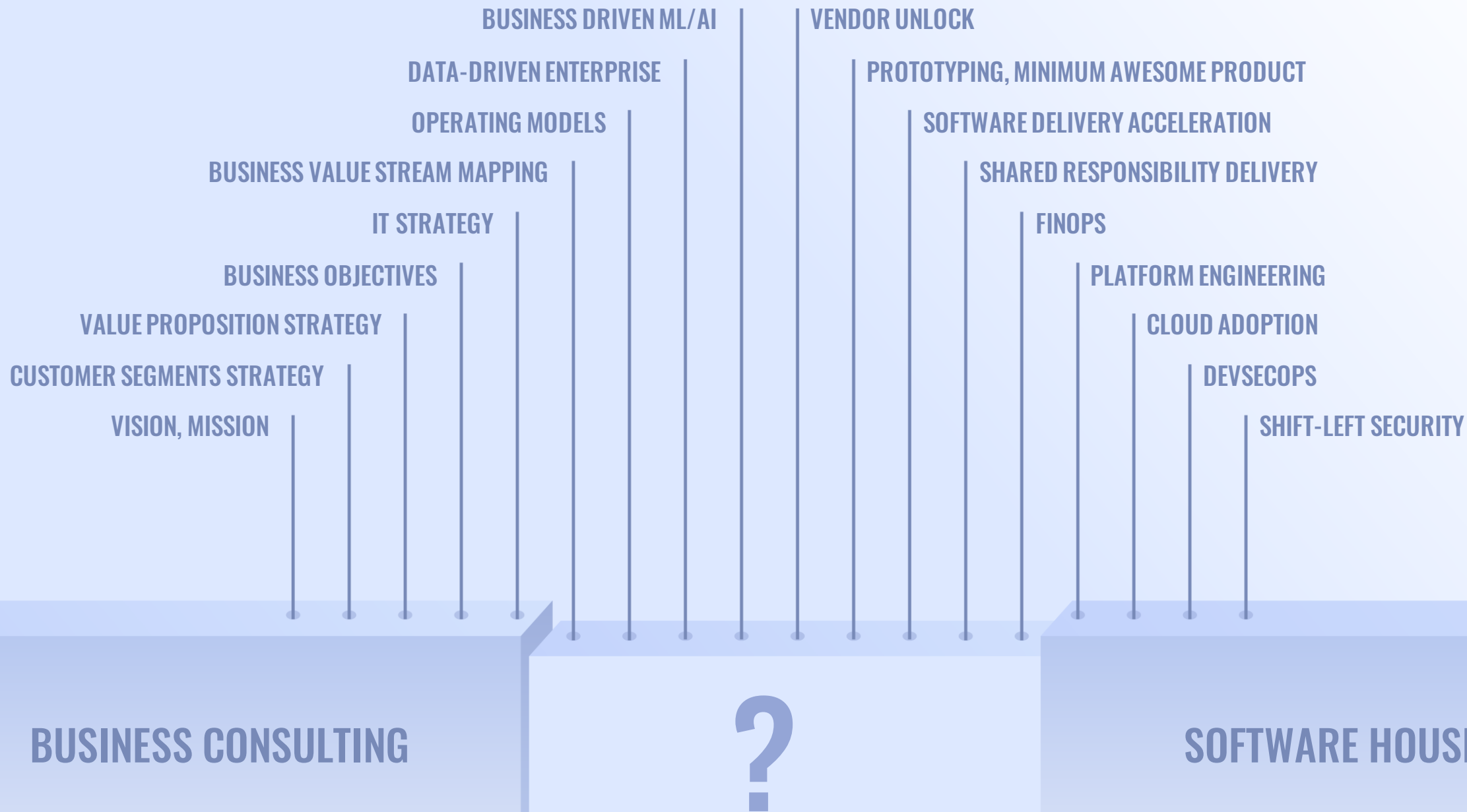
BUSINESS

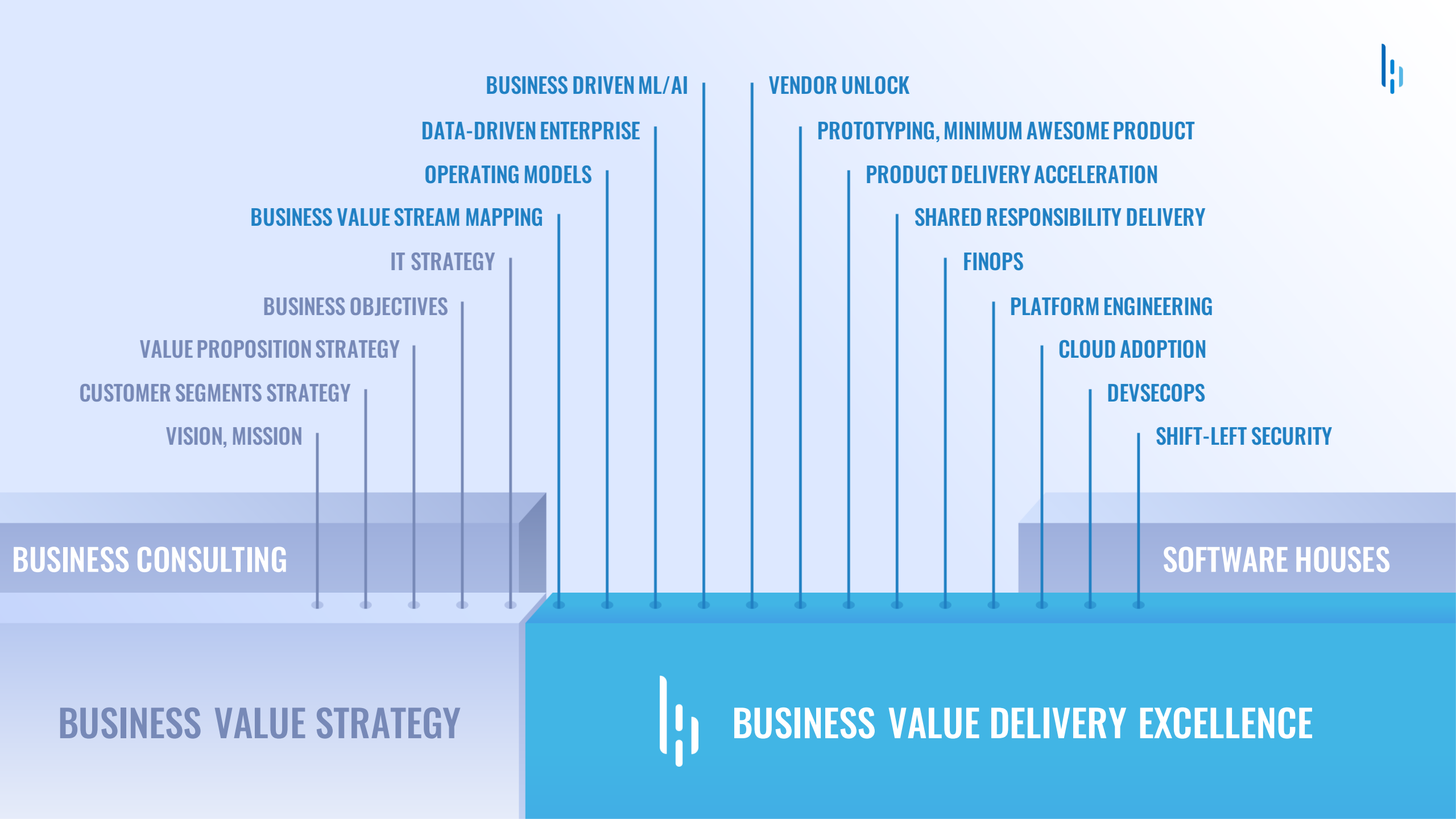
BUSINESS CONSULTING

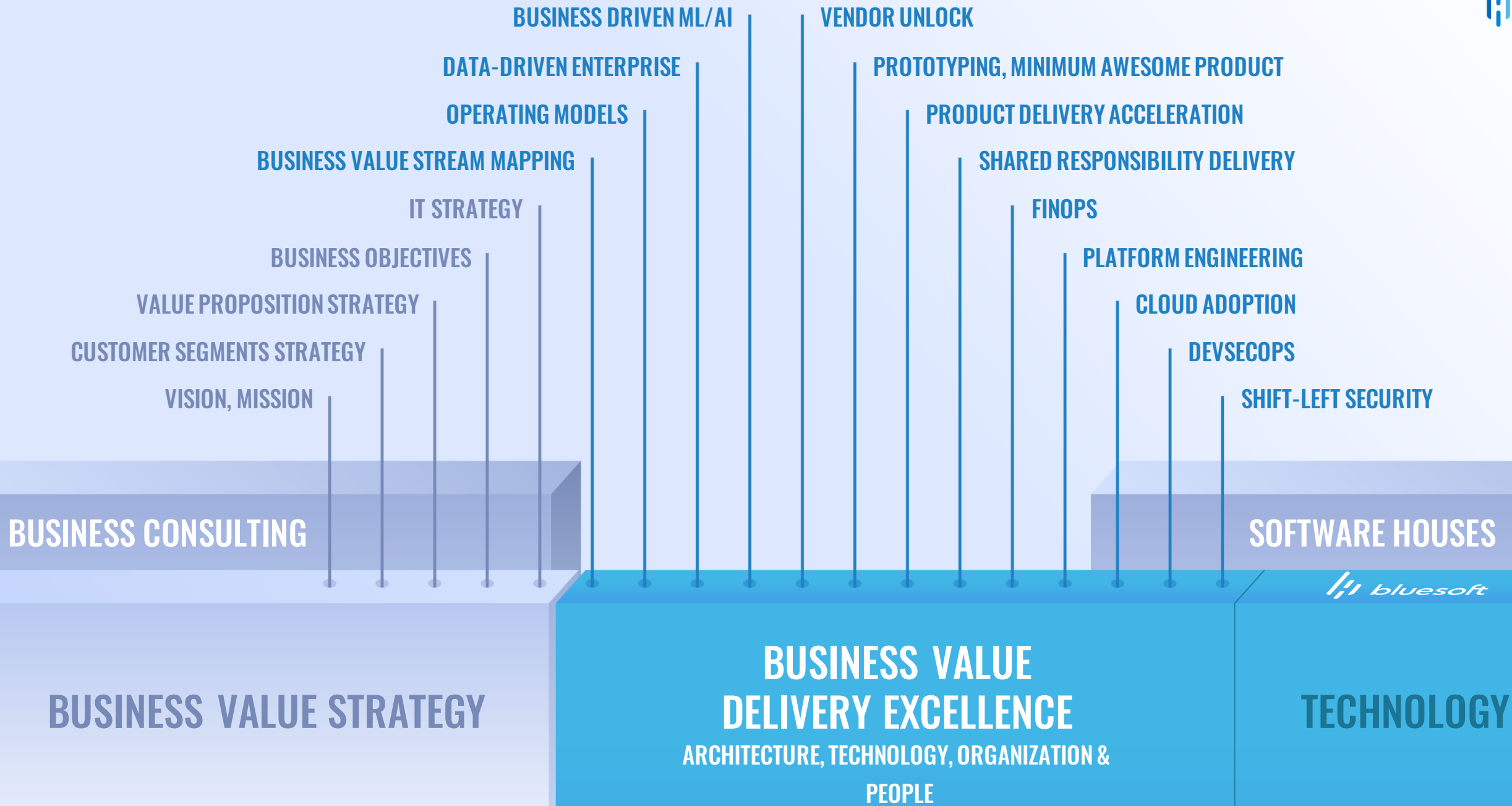
?

TECHNOLOGY

SOFTWARE HOUSES







Minimum Awesome Product

Build products that your customers/users really want and need. Just in time.

3 DAYS



Business Involved!

MAP Workshops

Business Model Canvas

Value Proposition Canvas

Event Storming

User Story Mapping

Confidentiality Vote

6 DAYS

Team, Backlog, Architecture

Team build together

Product Owner Mentorship

Prioritization

Commitment

2.5 MONTHS MAX

Production Delivery!

Business-Value Orientation

Real Customer Feedback

Value driven backlog



Engineering Team



MVP Software in Production



GOAL

Scalled Solution for your Business in Production within max 3 months.

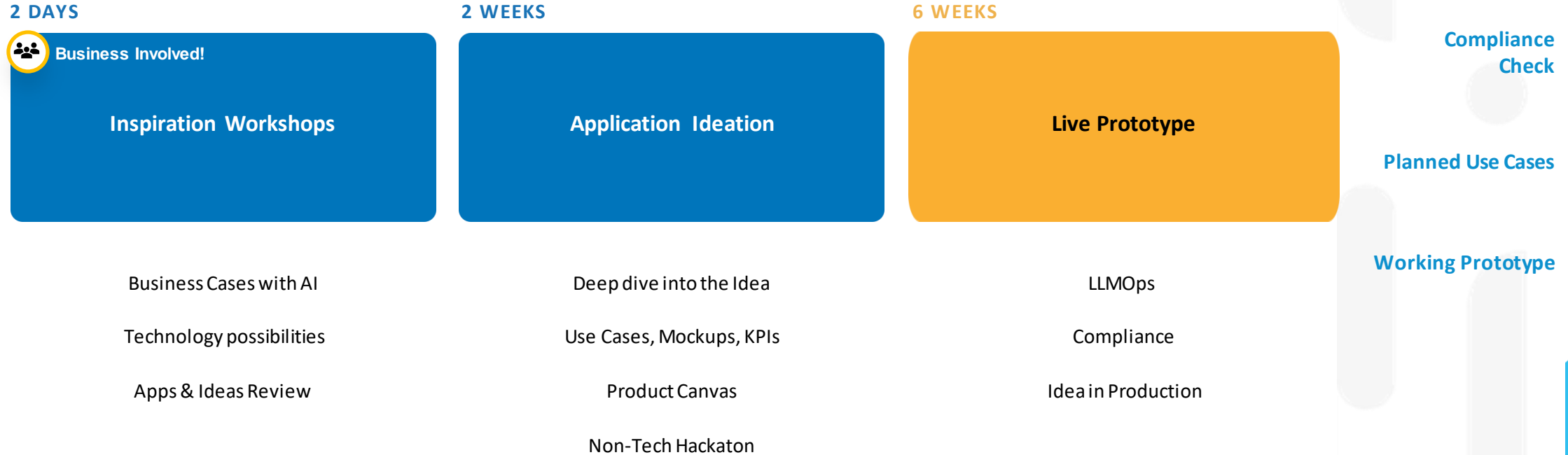
WHEN?

Vendor Lock | Migration needed | Idea, but no Engineers | Deadlines are not met | Solution needed fast!

DELIVERABLES

AI Acceleration for Business Value

Leveraging AI for prototyping, followed by rapid time-to-market.



GOAL

Working prototype of your Business Software, powered by AI.

WHEN?

Competitive Advantage Booster needed | Feedback-driven Culture missing | We want to try AI!

DELIVERABLES

Platform Engineering

Allowing your Teams focus on Business Value Delivery. Platform will handle the Technology.

3 DAYS

Platform Engineering Workshops

- Simplified Value Stream Mapping
- Maturity Assessment
- Technology Heatmap
- Operating Models Review

6 DAYS

Cognitive Load Evaluation & Platform Backlog

- Platform Operating Model
- Platform Services
- Backlog & Delivery Strategy

3-6 MONTHS

Starboost Platform Delivery
or
Enabling your Tech & Team

- Composable Elements for Platforms
- End-to-end Platform Delivery - or your Team & Tech Transformation
- Platform Services & Automation
- Knowledge Transition

Operating Model 

Platform Software 

Platform Services 

GOAL



15 min

Time to setup all necessary toolset & environments for building business apps

WHEN?

Inefficient Onboarding | Devs focused on Tech instead of Value | Chaotic Tech Portfolio

DELIVERABLES

Software Supply Chain Security

Making your Software Delivery Processes impenetrable.

2 DAYS

Software Supply Chain
Security Workshops

Simplified Value Stream Mapping

Enhanced SLSA Evaluation

Technology Maturity Evaluation

6 DAYS

SLSA Implementation Planning

Recommendations

Best Practices Sharing

Detailed Execution Plan

2 MONTHS

Software Supply Chain Securing &
Knowledge Transition

Enabling Teams

Our Engineers take care of everything

Knowledge & Skill Transition

GAP & SLSA
Evaluation



Change Plan



Delivery &
Transition



GOAL

Software Delivery Processes secured without day-to-day ops disruption.

WHEN?

Regulations | Lot of Software Delivery | Vendors involved | Want a calm sleep at night

DELIVERABLES

Product Delivery Acceleration

Unlocking the full potential of Business Value Delivery with your Engineering Team.

3 DAYS

Workshops

Business Capabilities Mapping
Value Stream Mapping
DevOps Maturity Assessment
Architecture Review

6 DAYS

Findings, Recommendations, Plan

Best Practices Sharing
Detailed Execution Plan

3-6 MONTHS

Changes Delivery Together!

Enabling Teams...
...our Engineers working together
Feedback Loops

Change Plan

Findings
Recommendations

Delivery Together!



GOAL

Enhancing software delivery time-to-market & cost

WHEN?

Audit needed | Deadlines are not met | Business Goals are not being delivered | Software Delivery is expensive

DELIVERABLES

Data-Driven Excellence

Turn your data into information and information into insight, fast.

UP-TO 2 WEEKS



Assessments

Data-Driven Maturity Model
DataOps Lightweight Audit

6 WEEKS

Discovery

Value Canvas Proposition
Simplified Value Stream Mapping
Architecture & GAP analysis
MVP Backlog
Confidentiality Vote

UP-TO 3 MONTHS

MVP Delivery

Data Value & Business Case-led
Our Engineers will take care of everything
Knowledge & Skill Transition

Findings
Recommendations



Data Value
Backlog



Engineering
Team



MVP Software in
Production



GOAL

Create a data eco-system that create data insights in an efficient way.

WHEN?

Lack of trust in current data system | Case for Customer 360 view | Excel is your main data analytics tool

DELIVERABLES

Execution Models

Engagement



Project/Product bootstrapping

BlueSoft builds up the Team for the task and hands ownership to Customer with Consultancy and Trainings.



Team as a Service

We define the required skillset & scope together and BlueSoft forms and oversees the delivery team.



Combined Team

Together we define the required skillset and bring the right experts that fit in.

RESPONSIBILITY



Managed Service

Customer focuses on Business Operations – BlueSoft handles the Software Lifecycle.



Domain Technology Partner

BlueSoft provides technology consulting and is the main delivery partner for the given business domain.



Skill as a Service

Client defines the required skillset - BlueSoft provides experts.

BlueSoft – trusted partner

1

We understand your IT strategy and we fit into it

2

We identify where BlueSoft brings value / makes difference in your Roadmap

3

Thus we select the best-fit initiatives

4

The choice leans toward Team Leasing and shared responsibility for outcomes

Trusted partner **Benefits**



1

Best value for money

Optimal balance between time-to-market and resource quality

2

Fostering experience sharing

Knowledge shared and reused (resources rotate through different initiatives)

3

Partners enriches employee Value Proposition

Easier to invite talent to these programs for both partners

4

Personnel Stability

Low rotation rate

5

Scalability

Flexibility to scale up and scale down

Have a question?
Don't hesitate.

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Minimum Awesome Product



Overview

Deliver The MAP **process for software delivery** is used for delivering **predictable outcomes** by customizing product scope to your needs and involving clients/users in agile development.

We deliver functional **solutions within three months** and **provide relevant insights** for the direction of future projects, ensuring that the MVP is built for **scalability** and **growth following successful market reception**.

Build products that your customers/users really want and need.

Benefits

1. Working solution deployed in production in **just 3 months**
2. Business-value driven software development, with rapid prototyping & **business case validation**
3. Continuous evaluation of business product through **feedback-driven testing and analysis**

How it works?

2 weeks : idea to implementable tasks:

- **4-days of workshops** to identify essential product features and crafting its vision
- A 6-day set of workshops focused on **designing** the product architecture, creating the **backlog**, and **team** set-up

3 months production delivery:

- Delivery of a **functional MVP** within 3-months for deployment to production
- Crafting software with an agile philosophy, with **focus on delivering business value** and minimizing waste
- Continuous **exchange of knowledge**, which is a critical outcome of the agile software development process.

When is it needed (at least two YES!)?

1. Challenges meeting deployment deadlines.
2. Your **competitors have successfully introduced a product that you had previously considered**.
3. You have innovative ideas but are uncertain about which one to pursue.
4. Hesitation to create a new product due to unknown or significant investment without a guarantee of success.
5. You **currently have an idea with the potential to yield quantifiable business value, but you have not gone beyond the idea**.
6. Your development team is not delivering what you really need.
7. You are **sick of long term, expensive IT projects?**

Contact Person

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Product Delivery Acceleration



Overview

A thorough evaluation of your product, domain, or enterprise, allows us to **identify areas for improvement and propose changes to streamline your business value and delivery**. This is a **structured approach that optimizes your software ecosystem's delivery lifecycle and architecture**.

In 4 weeks we deliver findings, recommendations and a transition plan that you can execute with our support or by yourself. Stay flexible and own your decisions.

Your benefits include **uninterrupted delivery, faster time-to-market, and greater cost savings**, giving your company a significant competitive advantage.

Benefits

1. Architecture & Software Delivery Practices findings, recommendations & change management with focus on **Business-Value**.
2. "Code & architecture review" with an additional comprehensive view on how the architecture fits the entire organization in terms of **Team Topology, Business Value Streams & Business Goals Delivery**.
3. Quantifiable and measurable plan to make the change happen together.

How it works?

Three days of workshops with key stakeholders: product owners, architects and business managers. Key techniques

- Value Stream Mapping & Business Model Canvas - **determine your stakeholder map** and gather comprehensive view on delivery process
- Delivery Maturity Framework and Technology Heatmap - **benchmark against industry standards** and best practices
- **Architecture Evaluation** in the context of expected Business Capability Map

Initiatives can then be implemented together by **building delivery teams together to ensure knowledge transfer**.

When is it needed (at least two YES!)?

1. You are **planning a new initiative**.
2. Your Engineers have expertise but their efforts fail to support business goals.
3. **Lack of cooperation** between IT Teams.
4. You realized, that **Architecture is not reflecting Business Value Streams**. Or worse, sabotaging it.
5. **Costs and time optimization within your Software Delivery Lifecycle are desired**.
6. You are **planning or implementing an Agile Transformation**



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Platform Engineering



Overview

Deliver business value, don't struggle with technology. Platform Engineering by BlueSoft enables project teams to do exactly that.

An **organized approach to deliver technology capabilities as a Service** - shapes both Technology & Operational Model for the Platform Team.

API, Data, DevOps & AI Platforms as a Service - so that Engineering Teams do not focus on toolset & **start delivering for business needs from day one.**

Benefits

1. Your teams will no longer "configure environment", they **can start business features delivery immediately.**
2. Standardized technology portfolio to reduce cost of both maintenance and new solutions development.
3. **Decrease time-to-market: business solutions delivered more efficiently** as the result of reduced onboarding time.

How it works?

Start with a Discovery Phase, to design a Platform to fit your organization.

Value Stream Mapping, Maturity Assessments, DevOps Technology Heatmap, including Market Trends and Industry Best Practices, are used to design a solution that is right for you. We use **pre-defined Operating Models, Services & Composable Technical Parts of DevOps, API & Data Platforms.**

The outcome of the Discovery Phase involves Delivery Plan, Platform Architecture, Platform Technology Portfolio and Target Operating Model for the Platform Team.

- The **deployment phase** is executed according to the **deployment strategy agreed in discovery phase**, which can be either one of:
- **"big-bang"** strategy, we deliver the full Platform within three months
 - **"maturity-enhancement"** strategy, we work on enhancing the existing technology and building automation

When is it needed (at least two YES!)?

1. You **use custom-made (or custom-configured) software solutions**, that you develop internally or with partners.
2. A newly-formed IT Delivery Team needs to **"set-up an environment"**, and this **takes more than one day.**
3. Your Teams are using different tools for deployment & monitoring, making solutions maintenance and development ineffective.
4. You observe that **your developers are "playing with tech"** instead of delivering business value.
5. You want a concept of Platform Engineering or **Team Topologies** to be the new way your company organizes Teams to boost business value delivery.

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Software Supply Chain Security



Overview

Software Supply Chain Security by BlueSoft aims to **secure your Products & Services at early stage of their creation**. We want to prevent putting **Backdoor** in your software when it is being build.

Our Service combines methodology and delivery to ensure compatibility with frameworks and regulations like: **NIS2**, **America's Supply Chains** or **SLSA**.

Benefits

1. **End-to-end approach for ensuring compliance** with existing and upcoming regulations for Software Supply Chains.
2. Evolutionary approach by reusing your current tech-stack enriched with **vendor-agnostic** solutions.
3. Lightweight, targeted approach is more **cost-effective** than buying expensive, complex solution.
4. Bridge you may have been missing so far to connect your Application, Infrastructure and Security.

How it works?

3 weeks : gap analysis using enhanced SLSA Framework:

- **2-days of workshops** to identify current software supply chain security practices & stakeholders
- **2 weeks** crafting of products by BlueSoft's Experts to prepare for Delivery Phase:
 - Summary of **Observations and Recommendations**
 - **Architecture** for Secure Development and Secure Software Supply Chain supplemented by **Responsibilities Distribution**
 - Ready to use **Backlog and Transition Roadmap**

3-6 months delivery:

- Functional MVP first: **critical gaps addressed**
- Enabling Team: **clear scope & timeline**
- Knowledge & responsibility transition

When is it needed (at least two YES!)?

1. You need to **increase your security posture in terms of secure development**, cloud security or security of the offered services and products?
2. Your **want to avoid headache during next log4j or SolarWinds - like breaches**.
3. You want to have security assurance of your software development lifecycle and use it as a **leverage in your business relations**.
4. You obliged to report **security level** of your digital products and services to your Partners or Regulator?

Contact Person

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Data-Driven Excellence



Overview

Data-Driven Excellence by BlueSoft focuses on **creating a proper data ecosystem allowing crafting data insights from stored data.**

We focus on finding data-oriented solutions that allow your organization to **consume data in more efficient way gaining business value** from it.

No more big Data Platforms delivery, which costs millions – we will **create a Data Ecosystem, which actually brings Business Value.**

Benefits

1. **Bring data insights** into live enables better (more accurate) business decisions
2. **Know Your Customer** is a trend in various industries (especially finance sector) and is based in the background strictly on data stored and processed in the organization
3. Creating modern data eco-systems allows to **react faster on the market thanks to near real-time data processing.**
4. **Reduce manual steps** to generate any trustworthy reports to gain speed and common perspective on data across whole organization.
5. Share prepared data products and re-use them in different way (operational reporting/marketing/partners)
6. Leverage **Data Monetization** to gain new income channels

How it works?

Becoming Data-Driven it's a process that needs a buy-in on every level from the board to the engineers. To ensure it we split our service into 3 phases:

- **Assessment** (understanding as-is):
 - Data-Driven Maturity Model: overview on Data Strategy
 - Data Ops Lightweight Audit: overview on tools & solutions
- **Discovery** (designing to-be):
 - Value Proposition
 - Use-cases & architecture
 - Gap analysis: as-is vs to-be
 - MVP Backlog with Confidentiality Vote
- **Delivery** (making to-be happen):
 - **Data Platform**
 - **Data Analytics**
 - **Data Processing**
 - **Data Visualization**

The motto is to get to the production environment as fast as possible to prove value and pain relieves

When is it needed (at least two YES!)?

Business:

1. Urgency to make **better business decision based on stored data.**
2. Desire to create **predictive analytics** based on customer behavioral
3. Building **360 view of the Customer** and build KYC process in the organization
4. Need to process data faster (near-real-time).
5. Data is undervalued asset in the organization, which create **chaos in any data management process.**

Technical:

1. Create new data platform due to **lack of trust for current data storage.**
2. No centralized data storage at all to generate data insights from.
3. Any **data analysis heavily based on MS Excel or simple SQL.**
4. Lack of any Data Strategy in the organization for ownership, stewardship nor consumption.

Contact Person

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