



**intens**  
delivering confidence

# Meet Intens

Intens is a software development company based in Europe specialising in designing and developing bespoke solutions and applications.

Intens is passionate about the projects they undertake delivering excellence and confidence in each and everyone and have been doing so for over 10 years.

With a rich client list that includes SMEs to Fortune 250 Companies and technical skillsets to match, Intens is an ideal Technology partner to deliver a comprehensive range of services and solutions.



# Essential Facts

- Software developers based in Europe
- Over 10 years of success due to the excellent team permanently employed
- Employees educated to BSc. and master degree in Computer Science
- Fluent English speaking & considerable depth in EU languages
- Employees have strong commitment to the company and great commercial experience
- A can do culture within Intens to promote innovation and delivery of exceptional client results
- Considerable investment into training employees and bringing in new skills
- Founder member of an exceptional IT Cluster organization

# Core Values

- Listening to our clients business and technical requirements and translating them accurately
- Providing an undisputed level of service to the customer
- Exceptionally fast response times for clients needs
- Developing solutions that are thoroughly tested time and time again leaving no margin for errors
- Cost-effective pricing models designed to match budget requirements without any compromise to the quality delivered
- Providing experienced and trained technical developers
- Leadership and project management skills are exemplary
- Dedicated and passionate to the customer's success and this can be seen in the longevity of customer relationships

# In support of our Core Values, our customers say:

*INTENS Provides necessary technical infrastructure for ensuring adequate network security and reliability for providing high quality software deliverables.”*

**Lisa King – JPMorgan Chase Vastera**

*“I have worked with many offshore vendors from around the world and believe Intens has proven to be one of the best.”*

**Derrick Cobey – Harmony IS**

*“highly recommend them to any organization looking to stay ahead of the competition, and saving both time and money.”*

**Frank Foti – Airport Cargo Warehouse**

*“They were a true partner to our business. They felt like they were part of our company as opposed to just a vendor.”*

**Erik Morse - Peopleclick**

*“The product now is esteemed to be the best in our industry.”*

**Cedomir Bekic - Imanet**

*“Overall they are effectively an Integrated part of the team that just so happens to be remote!”*

**Derrick Cobey – Harmony IS**

*“Whilst the Canadian team were sleeping, Intens team were working.”*

**Cedomir Bekic - Imanet**

*“Compared to other suppliers, the quality was consistently higher, the staff turnover was much lower and the cost were more competitive.”*

**Erik Morse - Peopleclick**

# Technical Skillset

## Languages:

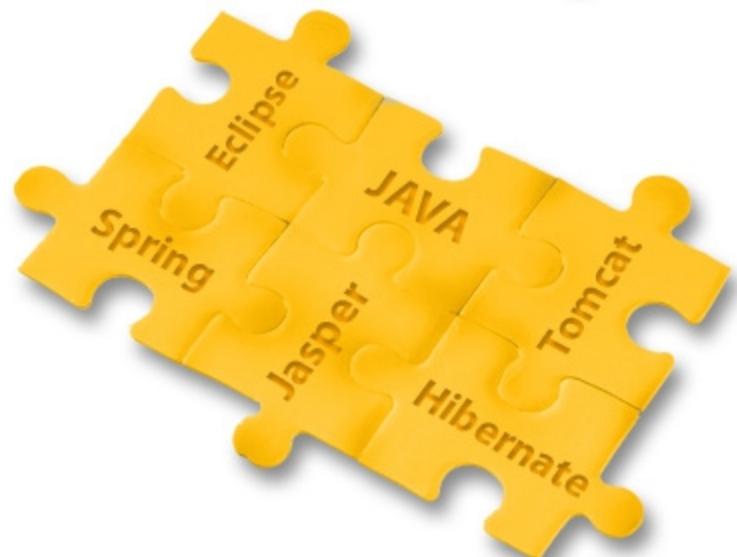
Java, C# , VB.NET, PHP...

## Web Application Development:

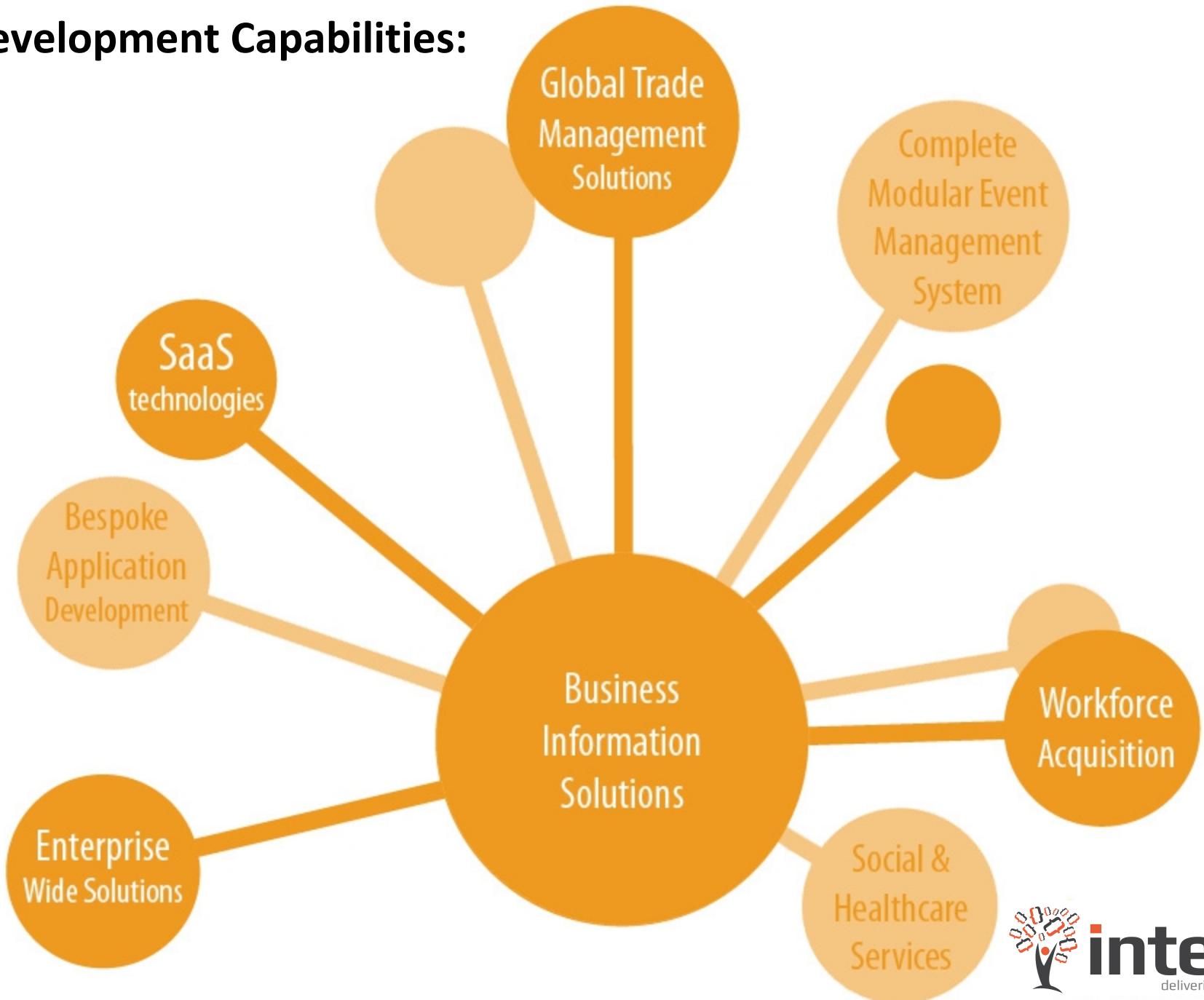
Web Services, Hibernate, Spring, Struts, JSP, ASP.NET, Ajax, jQuery, GWT, XML/XSL, Tomcat, Apache, Microsoft IIS, BEA Weblogic, JasperReports...

## Databases:

MS SQL Server, Oracle, MySql, DB2, Progress, Interbase/Firebird, Stored Procedures, PL/SQL, Transact SQL...



## Development Capabilities:



# Completed Development Projects

## Global Trade Management

### Enterprise Software Solution for Global Trade process

Aimed at the Financial Services and Investment Banking Operations

Customs manager software package

Exporting and management control software package

Transactions control and visibility (oversight) software package

Automated transportation software package

## HR & Workforce Acquisition

### HR & Recruitment Process Solution

Aimed at HR & Recruitment Organisation's

Project requirement analysis

Procurement practices

Budget control management

Acquisition of employees

Full recruitment process

Candidate identification; pre-screening to qualification and selection

Onboarding process

Interview scheduling solution

## Social & Healthcare Services

### Harmony IS projects

Intens has partnered with Harmony in a number of software engineering efforts involving the Microsoft technology suite

Intens has been adept at rapidly learning both the Harmony's technology platform and the business domain

# Completed Development Projects

## Event Management System

### Automated Ticketing Solution

Aimed at Theaters, Cinemas, Ticketing agencies, Box office Agents...

Bilet is a ticketing process solution that increases productivity, improves the customer experience, greater efficiency in the business process and reduces operating costs

## Bonded Warehouse Systems

### Business Process Automation

Aimed at Distribution and Transportation companies dealing with mass multiple shipments

Simple online user interface to manage daily operations of import, export, local cartage, CBSA Electronic Data Interchange RNS using UN/EDIFACT, customers shipment tracking. Reporting tool to include offloading, on-hand import & export, cartage, proof of delivery

Enriches fast data entry with maximum error reduction

User-friendly interface that can be customised to the customer requirements

## Business Plan Generator

### Online Business Plan Generator

Aimed at entrepreneur's looking to understand the value of investing in a new business

FinAssistant comes with a system of Wizards that leads you through the process of completing your business plan and economic analysis of the venture.

Eliminate the cost of expensive business consultants

# Working Together

**Intens approach to projects provides our clients with complete flexibility whilst maintaining structure:**

## A: Client Managed Projects:

- Remote development center
- Tightly connected with the core project team
- Micro-management at each stage by Intens

## B: Intens Managed Projects:

- All stages in project development life-cycle managed by Intens
- Reporting communications regularly to Client

## Common across all scenarios

- Final solution delivered as a result of mutual understanding and interaction
- Willing to easily fit in and adopt client's methodology, processes and technology
- Ease of blending and meeting with client's practices, standards & regulatory



# Our references:



**Intens has a significant role in development bespoke solutions for industry leaders:**

- Global Athletic Footwear
- One of the largest auto-makers in the world
- Multinational information technology corporation
- Global communication industry leader



# Business Case:

## Airport Cargo Warehouse Inc

Airport Cargo Warehouse Inc provides warehousing, distribution, and transportation services for clients involved in the international freight industry. The management team has over 20 years experience in the industry, coupled with, a comprehensive understanding of client requirements in a fast paced, extremely demanding and ever-changing market place.

## Project Scope

Intens were required to custom build a unique software solution that supported Airport Cargo Warehouses' daily operational activities, web shipments and document management flow.

## Highlights:

- 10 years in production and still being developed and improved
- Ability to work under changing demands, increased pressure and fast paced environment
- Response times were quoted 'unbelievable' and 'their solutions are very insightful'
- Common goals to include great customer service and efficient software solutions
- Production of the software provided cost-savings to the client and to Airport Cargo Warehouse

*"The Intens software solution was key in our initial growth and will remain an integral part of our future. We would highly recommend them to any organisation looking to stay ahead of the competition, and saving both time and money" Frank Foti, CEO, Airport Cargo Warehouse Inc*

# Business Case:

## Harmony Information Systems

Harmony's on-demand delivery model allows state and local government agencies to securely collaborate and exchange information so that they can improve service delivery, comply with funding source requirements, and submit claims.

## Project Scope

Harmony required Intens to provide a skilled set of software engineers, at any one time, over a four-year period to support their Research & Development team. The project was to convert Harmony's legacy Human Services Case Management product over to ASP .NET using Intens as an extension of Harmony's local team rather than a pure outsourcing partner.

## Highlights:

- Intens were considered an extension of their team rather than an outsourced partner
- Fast reactions and good communications
- Boosting confidence and accelerating development, of which, have not been achieved before
- Partnership versus just another supplier
- Significant cost savings and productivity gains of 50%
- Long standing relationships
- Flexible approach to working with Harmony and their working requirements
- Setting real expectations rather than just another 'billable' project

*'I have worked with many offshore vendors from around the world and believe Intens has proven to be one of the best'*  
*Derrick Cobey, CEO, Harmony Information Systems Inc.*

# Business Case:

## Imanet (now Descartes)

Imanet was a software company based in Windsor Ontario, servicing the international trade community. Imanet's core products are in the areas of customs brokerage and freight forwarding. Founded in 1989 by Cedomir Bekic, Imanet focuses on developing a highly automated and unified platform tying together customs brokerage, freight forwarding and accounting into one efficient integrated software solution.

## Project Scope

Provide the design, development and support of Imanet's product solution, ITMR4. This included participation in designing the tools and infrastructure, designing the database and the tools for reverse engineering of the database, coding, Quality Assurance and supporting the code once developed.

## Highlights:

- The completed solution is esteemed to be the best in the industry
- Imanet's feedback on the team at Intens highlighted qualified, flexible, fast response times that unmatched rival development organizations
- Intens ability to address issues and support the development of new features
- Working as part of the team not just an outsourced development team
- Personal pride shown when working with Imanet

*"Working with an off-shore development team should not be a threat, there was plenty of work for our in-house development team and Intens to ensure the success of the project, I was happy to have found people that have the knowledge and the desire to produce and be recognised globally" Cedomir Bekic, CEO & Founder, Imanet*

# Why Customers Select Intens:

**Intens has the proven ability to implement a tailored solution within a given timeframe and delivered to budget**

**Intens ensures its customers are provided with solutions that are both flexible and adaptable over time**

**Intens can tangibly demonstrate the business benefits and investment gains delivered by its solutions**

**Intens ensures they are aligned with the business objectives of its customers**

# Thank You

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