



intens
delivering confidence

Corporate Presentation

2023

Meet Intens



Intens is a software development company based in Europe specialized in design and development of bespoke solutions, customer support and quality assurance services since the year 2000.



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



- 70+ Employees educated to BSc. and master degree in Computer Sciences
- Fluent English speaking & a Can Do attitude
- Employees with strong commitment to the company and great commercial experience
- Promoting innovation and delivery of exceptional client results
- Investment into training employees and bringing in new skills



Core Values

- Understanding our client's business and technical requirements followed by accurate project planning and management
- Providing an undisputed level of service and fast response times for clients
- Cost-effective pricing models designed to match budget requirements without any compromise on the quality delivered
- Dedicated and passionate about the customer's success and this can be seen in the longevity of customer relationships



Our customers say:

"Overall they are effectively an integrated part of the team that just so happens to be remote!"

"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

"Whilst the Canadian team were sleeping, INTENS team were working."

"The product now is esteemed to be the best in our industry."

Cedomir Bekic

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

"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 Intens team have worked for my Business for over 10 years. They are an extremely competent, reliable and knowledgeable group"

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

Phil Tearne

Livingston International

Frank Foti

Airport Cargo W-house



Our References



Business Case: Livingston International



Livingston International

Livingston has acquired JP MorganChase Logistics Services Inc. in 2012. Livingston International is the number one company in North America focused on customs brokerage and compliance. New management performed deep structural and organizational changes.

Project Scope

Working on crucial products such as: TS Exporter, TS Importer, TS CMEU, etc.

Intens is involved in core product development, customization for clients, product maintenance and application management support (2nd and 3rd level). Currently in development of next generation products.

Highlights:

- The completed solution is esteemed to be the best in the industry
- Livingston'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

"The Intens team have worked for my Business for over 10 years. They are an extremely competent, reliable and knowledgeable group"

Phil Tearne, VP, Livingston Intl Technology Services

Business Case: Airport Cargo Warehouse



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.

“ 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

Highlights:

- Many 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

Business Case: Harmony / Mediware



Harmony Information Systems - WellSky

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, CTO, Harmony Information Systems Inc.

Why Customers Select Intens



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

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

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

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

Thank You



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