

Outsourcing, Development & Distribution

*R&D Outsourcing, helping you
acquiring China market share*



Software development, product marketing and distribution are difficult and expensive activities.

How to achieve the fastest time-to-market strategy with limited budget?

How to successfully distribute your products in China, the World's fastest growing market?

Estqi China Offshore offers Development and Distribution packaged service (D&D service):

- To provide you with the most cost effective software development and software test services.
- To help you through channel building, marketing, communication, sales and after sale services for your China market entering and development.

Quality-on-time! Software Development

Estqi China Offshore leverages our world class project management expertise to offer unique combination of quality software development and business process outsourcing services through China's highly skilled and competitive resources.

Our development process is also available as specific services, including staff augmentation, software testing, and software localization.

Our European presence facilitates further business and project management communication with you.

Low Cost & Flexible Development

Estqi China Offshore provides most cost effective and flexible software development and QA services, thanks to the increasing number of highly qualified Chinese talents.

Experience of Chinese Market

We have built experienced sales and marketing teams for distributing IT products in Chinese market. We are offering marketing analysis, channel building, marketing communication, sales and after sale and product support services.

Our local R&D capability is an assurance for your Chinese clients to have a quality after sale service.

Quality IT R&D & your product sales in China

Domains

Our engineers and project managers are able to understand very quickly your requirements and learn your technological environment. We are particularly experienced in following domains.

Telecom & Online Business

For example, we have accumulated expertise in telecom grade softwares through years of development for China Telecom, Huawei, Chung Hua Telecom and other major players in China. We have built SaaS platform for STS group (France).

Management Systems & portable device applications

We have developed several customized ERP, CRM, BI, KM and E-Commerce software for multinational companies and for Chinese companies such as Chargeur (FR) and ADM (UK). We are maintaining an active portfolio of iPhone and Android applications for automobile parts manufacturers, supermarkets and finance service companies.

Services

- Software design, programming, tests and QA
- Marketing analysis, channel building, marketing communication, after sale service

R&D Team

All our R&D engineers are at least university graduates and having four years professional experience in average. Most of them have exposures in large software development projects.

Sales & Marketing Team

We have talents for marketing, communication, channel management and sales. Our customer list encompasses Telecom Companies, Technology Enterprises, and Governments.

Collaboration Methods

Project based collaboration

This way of collaboration means that the customer needs to provide requirement specifications, so that we can estimate the work load. Once a negotiated price and time schedule setup, we will deliver the application on time.

References

Auchan, Veolia, L'Oreal, Alstom, FVC, StrixSystem, Roche, Lafarge, Chargeurs, Siemens, EUMETSAT...

Virtual Staffing (Offshore R&D Unit Renting)

We offer on demand R&D capacities to European and American companies. Advantages of this offer are that you can compose your stable development team at will, team members are selected based on their professional profile and are employed by us, working in China. Cost savings can be as much as 80% compared with Europe and America based staff.

You can either send their your project leaders to work with remote team members in China or manage the project remotely.

Software Distribution

We provide help and assistance, and also investment in building dedicated team to handle marketing, sales and after sale services for you.

Technology

Programming Languages:

All you need.

Operating Systems:

Windows, UNIX, Linux;

Middleware Technologies:

COM/DCOM, .NET, J2EE/EJB...

Application Servers:

IIS, Apache, Websphere, Weblogic, JRUN, RESIN...

Database System of Relation Types:

Oracle, SQL Server, MySQL, Sybase, ...

Software Development Methods and Tools:

UML, Rational Rose, ROMOD, RUP, CMM

Quality: ISO 9601, CMM Level 4.

Communication

Languages:

Chinese, English, French, Japanese, Russian

Video Conference Tools:

Polycom, WebEx, MSN, SKYPE, ...