

yonder

Quadrants

Partner for **consultancy**
and **software development**
creating modern **digital solutions**



About Yonder



Over **30 years**
in business



400+
employees



70+ long and short
term customers



Customers on
3 continents



and in
14 countries



around **35%**
of customers in
North America

Our experience



Finance



Healthcare



Retail



Waste
Management



Local
Government



Salon & Spa



Moving &
Storage



Utilities



Real Estate



Transportation



Food
Services



Sport &
Leisure



Justice



Mining



Education

Why us?

MATURITY & PREDICTIBILITY

With close to 30 years of experience and a company of over 400 specialists, maturity and predictability is in our DNA

We have extensive experience with many customers in multiple verticals and different types of products, giving us a broad knowledge base and a large number of best practices

EXTENSIVE VERTICAL & TECHNICAL EXPERIENCE

We are part of Total Specific Solutions (TSS), which joined CSI at the end of 2013. And in 2020, TSS and Topicus joined forces to become Topicus.com, a new operating group in the CSI ecosystem. Sharing of knowledge and best practices on running successful software companies is what makes the CSI operating groups great. As a software development & consultancy company, we have had the opportunity to work with many companies of the operating groups and attend their group events.

So, we know software product companies and particularly CSI companies. Our professionals are trained in tech skills as well as business and soft skills so that together we focus on meeting your product objectives.



The above-average growth business

- ▶ Invest in S&M
- ▶ Invest in R&D for core product



The best performing business

- ▶ Continue to invest for growth



The low-performing business

- ▶ Price increases
- ▶ Split or shrink the company
- ▶ Invest cautiously if at all



The high profitability business that need to focus on growth

- ▶ Invest for growth (experimentation and initiatives)
- ▶ Strengthen Value Wedge



Quadrants Yonder Solutions



- ▶ **Process Assessment**
- ▶ **Product Technology Strategy**
- ▶ **Modernization Strategies**
- ▶ **Product Development & Maintenance**
- ▶ **AI Adoption Roadmap**



- ▶ **New Products / Apps**
- ▶ **AI Adoption Roadmap**
- ▶ **Mobile Apps**
- ▶ **Product Development & Maintenance**



- ▶ **R&D Risk Score**
- ▶ **UI/UX Refresh**
- ▶ **PS Maturity Model**



- ▶ **PoCs / Hackathons**
- ▶ **Ideation sprints**
- ▶ **AI Adoption Roadmap**
- ▶ **Product Development & Maintenance**



Investing very cautiously



Solution

- ▶ R&D Risk Score
- ▶ UI/UX Refresh
- ▶ PS Maturity Model

Investment

- ▶ One-off
- ▶ One-off
- ▶ One-off

Benefit

- ▶ An unbiased way to assess and prioritize technical debt and risk of your product using a technology-agnostic metric.
- ▶ Reduce customer attrition and attract new customers with a low-investment.
- ▶ Improve billability, reduce underutilized resources, and improve profit margins.

Investing in R&D of your core product



<u>Solution</u>	<u>Investment</u>	<u>Benefit</u>
▶ Software Process Assessment	▶ One-off	▶ Clear action plan to improve processes and daily operational tasks and increase predictability and quality in software delivery.
▶ Product Technology Strategy	▶ One-off	▶ Create long-term vision, strategy and roadmap for your products to stay relevant in your market.
▶ Product Modernization Strategy	▶ Continuous	▶ Choose the pragmatic strategy to extend the lifecycle of your product.
▶ Product Development & Maintenance	▶ Continuous	▶ Focus on your customers, while Yonder takes responsibility for development & maintenance of your product.
▶ AI Adoption Roadmap	▶ One-off	▶ Understanding, integrating and leveraging AI into your product to meet customer and market demands.





Investing in R&D of your core product



<u>Solution</u>	<u>Investment</u>	<u>Benefit</u>
▶ Proof of Concept / Hackathons	▶ One-off	▶ Cost-Efficient experimentation to attract customers and foster innovation.
▶ Ideation sprints	▶ One-off	▶ Brainstorm and validate ideas quickly, at low costs, with high-impact results.
▶ AI Adoption Roadmap	▶ One-off	▶ Understanding, integrating and leveraging AI into your product to meet customer and market demands.
▶ Product Development & Maintenance	▶ Continuous	▶ Focus on your customers, while Yonder takes responsibility for development & maintenance of your product.

Investing in R&D of your core product



<u>Solution</u>	<u>Investment</u>	<u>Benefit</u>
<ul style="list-style-type: none">▶ New Products / Apps / Mobile Apps	<ul style="list-style-type: none">▶ Project based	<ul style="list-style-type: none">▶ Increase your revenue and customer satisfaction by creating additional value on top of existing products.
<ul style="list-style-type: none">▶ Product Development & Maintenance	<ul style="list-style-type: none">▶ Continuous	<ul style="list-style-type: none">▶ Focus on your customers, while Yonder takes responsibility for development & maintenance of your product.
<ul style="list-style-type: none">▶ AI Adoption Roadmap	<ul style="list-style-type: none">▶ One-off	<ul style="list-style-type: none">▶ Understanding, integrating and leveraging AI into your product to meet customer and market demands.



Investing in M&A activities:



Solution

▶ M&A Red Flags

▶ Technical Due Diligence

Investment

▶ One off

▶ One off

Benefit

▶ Increase the likelihood of a successful acquisition by surfacing the most common issues in M&A.

▶ Pay the right price for a company by identifying the risk and current state of their software.

30 years of continuous innovation



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