



kaapi
S O F T





CASE STUDY



Long-term Collaboration &
Partnership – Cleverbit Software

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ABOUT US

KaapiSoft is a growing team of specialist software programmers and developers with a strong experience in developing applications and system solutions across a wide range of business sectors and commercial applications.

Our speciality is delivering software solutions to customers who are in need of outsourcing a particular aspect of their IT in a cost-effective manner.

We can deliver Bespoke solutions to your business including developing rich client applications, database management systems, systems integration and e-commerce solutions among many others.

01

WE UNDERSTAND THE SPECIFIC & DELIVER THE PARTICULAR

CASE OVERVIEW

Cleverbit is a Malta-based Software development startup founded in 2016. It provides software solutions to local and international third-parties.

Cleverbit offers system customization and bespoke software solutions by working with a team of dedicated developers across a range of technologies.

They also offer outsourcing services to other companies whereby they can supply their own developers on site to add muscle to their client's IT team on a project-based need.





03

COLLABORATION WITH CLEVERBIT

Kaapisoft started collaborating with Cleverbit in 2018 and worked on several projects together for various clients across different industries and verticals.

A longstanding relationship was developed whereby Kaapi Soft is regularly engaged as an additional support to work alongside Cleverbit's teams on certain projects, particularly where expertise in project management and PHP are needed.

KaapiSoft is very often called to work on-site and in close relationship with Cleverbit's technical leads, technical architects, and software developers.



COLLABORATIVE WORKFLOWS

The project-based collaboration works along certain pre-established work processes that allow us to maximize efficiency and bring to the table our expertise more effectively.

For most of the projects we have been working together on, an initial discussion takes place regarding the project requirements and the end client's needs.

A first plan is drafted that includes tasks and timeframes. Kaapisoft gives a quotation of work at this stage based on the resources used and number of hours employed.

The solution is broken down into several tasks and sprints are created where the individual tasks are delegated to team members according to the schedule and time frames stipulated in the plan.



A full working model is then proposed by Kaapi Soft based on the stack of technologies being used, for example, which framework, PHP versions, and how the system will be configured and setup, etc.



Weekly meetings were setup with Cleverbit's teams and 'show-and-tell' meetings are held with the end client to keep everyone on board and updated of progress.



At the final stage of any project, the code created by KaapiSoft is then reviewed by their partner and once approved it is integrated in the project in the implementation phase.





PARTNERSHIP BENEFITS

What are KaapiSoft's Benefits as a Partner?

KaapiSoft offers a certain number of advantages to partners such as Cleverbit, that come about from a unique combination of experience and flexibility in its organization.

Being at the cornerstone of any long standing business and work relationship, we know that reliability is something that is proven over and over again through hard work, dedication and consistency.

Flexibility

Due to our very fluid and adaptive organizational setup, we have the flexibility to scale up or down our resources on demand by virtue of being connected to a talent pool. We have a network of skilled individuals that can be called in to beef up a team or work on a dedicated part of a project under KaapiSoft's management at any time.

Excellent communication

Clear, fluent and transparent communication is at the heart of our work because it is imperative that every detail is understood and communicated properly so as to keep delivering with maximum efficiency and without any human error along the communication chain.

Cost-Effectiveness

Our flexibility also brings about another very important benefit to our partners, which is being able to offer tailor-made solutions at very market competitive prices due to our lean organizational setup and low overheads.

Unique Combination of Expertise and Skills

Ultimately what makes Kaapi Soft an ideal partner is that it has within its talent pool a very unique combination of skills that amount to an expertise through which we can always guarantee a certain quality in our work and the results we achieve.

PARTNER UP

Would you like to Partner with Kaapi Soft?

Developing a long-term relationship as partners is a perfect way of working in a win-win playing field and making use of all the advantages offered by a partnership as highlighted in the previous section.

We are always open to start new partner relations with companies like yours that are looking to either increase their service portfolio for their clients or beef up their IT and development team.

Get in touch with us and we will be happy to explore potential partnerships in which we can be of mutual benefit and work synergistically to meet our business goals.