

"FORT-ROSS" CON.

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Management: Valentin Makarov- President of Fort-Ross IT Services Consortium

Employees: 400 employment of consortium (and 500 of contracts)

Previous financing: \$4 000 000

Requested investment: \$2 000 000

Use of the requested investment: Investments (in form of capital sharing of the new created company) are necessary for: service marketing conduction of a new company abroad (preferably in USA); preparation of a new company certification by a control system ISO 9001; leases and equipment of a premises for hardware and 500 jobs programmers accommodation.

Company Description:

"Fort-Ross" Consortium is non-for-profit partnership. Consortium members: "Lanit-Terkom", "Arkadia", "Conteks - Santa-Barbara", "STAR", "Digital Design", "Baltros", "Kodeks" consortium, "Evrika", "AND - project", "Titan Technology", "V-rial", "Polikom-Pro".

Field and Directions of Activity:

Informational technologies, development of the software.

Products/Services/Technologies:

The new company will grant services by creation of the software products on customers requests (outsourcing). It is preferable to have the strategic customer, or specialization in any programming area (which will be defined by marketing). The companies - the members of the Consortium practically cover all spectrum of programming services, what is why it's possible to create a new company under customer requests.

Management Team:

Valentin Makarov- President of Fort-Ross Services Consortium

Project members:

- Arkadiy Hotin - president of JSC "Arkadia"
- Andrei Terehov - presiden of JSC "Lanit-Terkom"
- Andrei Feodorov - president of JSC "Digital Design"
- Alexander Samochadin - director of JSC "Conteks"

Markets/Competition:

St.-Petersburg uses glory of leading center of preparation of the programmers in the world (universities teams within 5 years win on programming competitions in the world). There are about 20 average companies act in St.-Petersburg (from 30 up to 150 programmers in each) rendering services by off-shore programming. The consortium integrates 12 companies. Creation of a new company with 500 programmers in each and the realization of a marketing and certification plan will give to a new company principal advantage on the St. Petersburg market and in a whole Russia.

Achievements:

The consortium joins the really leading companies (see market review of Russian Federation outsourcing prepared by a trade department of the USA Embassy in Moscow), which have 6-10 years of work by the orders of the foreign companies.

Outlook: the 1-st stage - realization of marketing in USA (deriving of the strategic customer); the 2-nd stage - increasing the number of the company up to 500 persons (turn-over is \$ 10 000 000); the 3-rd stage - realization of certification by ISO 9001; the 4-th stage - increasing the number of the company up to 1000 persons (turn-over is \$ 30 000 000).