

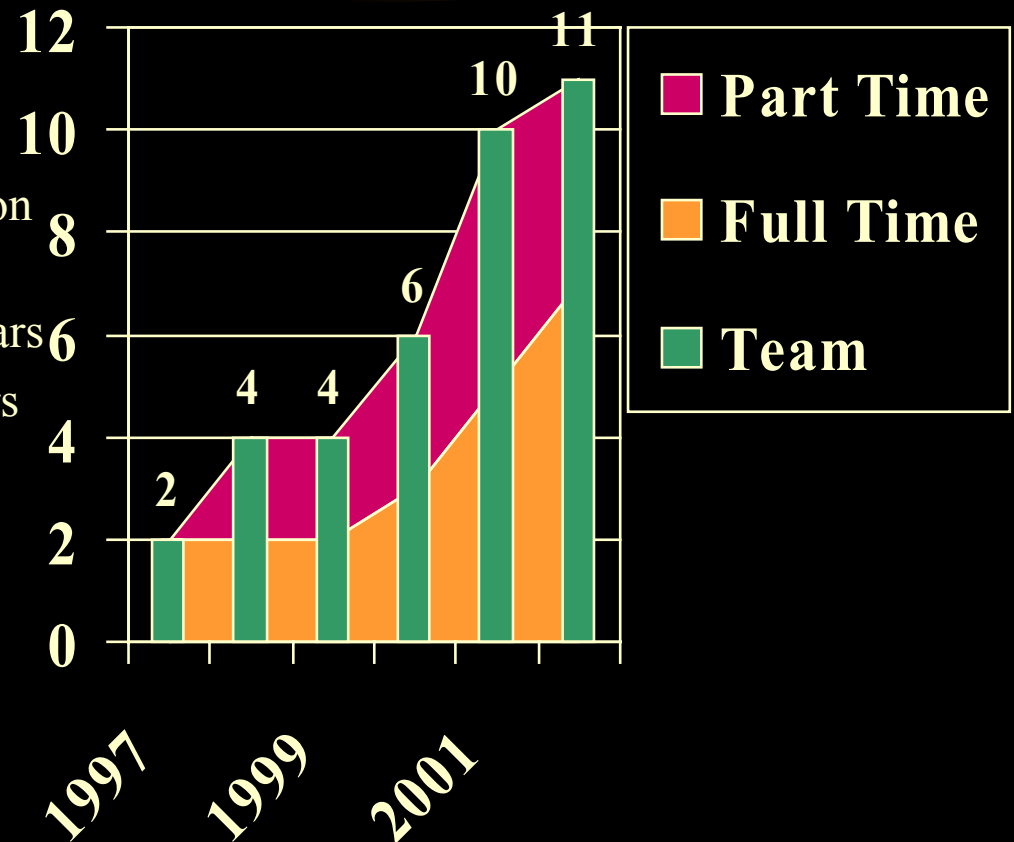
RoSoftware - SoftEx Company

- Juridical status & General presentation
- How it began and where are we now
- Major projects
- Databases used & expertise
- Samples and details about several large projects
- “Spicy/Exotic” projects
- Workflow in the company
- Prices & Billing
- How we see a future relationship



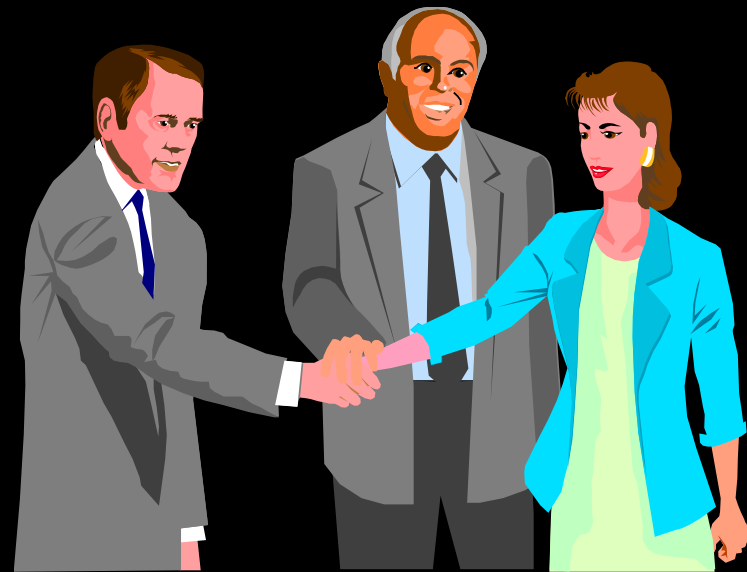
SoftEx Company - Status and Presentation

- Juridical Status: “Ltd.”
 - since 2001
- The employees:
 - team since 1997 (another company at that time)
 - 5 permanent employees
 - 5 per project employees -non permanent-
 - ages between 18 and 38 years
 - age average around 26 years
- Availability
 - a maximum of 8 available persons
 - 200h / week max. load (25h/man)



Short history ...

- 1997 - “(Cu)stomer (Co)nnect”
Project developed for Aquarius GmbH (for TÜV) => DCOM, Delphi and Interbase
- 1998 - 2000 several small and medium projects => larger area of expertise
- 2001 several large projects in various domains => team & large expertise
- 2002 permanent customers => maintain the team and consolidate expertise level
- 2003 => software development & marketing strategy: middleware market



Major Projects

- VC++
 - “IE Customization”
- Delphi & DB
 - “CuCo”
 - “Local Taxes”
- Internet & Intranet & DB
 - “Bookstore”
 - “Newsportal”
 - “Library”
 - “CDAdm”
- VB API
 - “GrEffects”
- C++ Builder & DB
 - “SQL Tool” - *Internal*
 - My Time Wizard
 - *AZ Image*
- PALM & Organizers
 - *IRDA*
- Java
 - BlueTooth

Databases

- Databases we currently use
 - MSSQL
 - Interbase (Firebird)
 - PostgreSQL (PGSQL)
 - MySQL
 - MSAccess
- Other Databases
 - Oracle
 - Sybase
- SQL Expertise
 - all of the team knows basic SQL syntax
 - 6 people know advanced SQL syntax and specific dialects
- DB Admin Expertise
 - MSSQL
 - Interbase
 - PGSQL
 - MySQL
 - MSAccess

Projects to be presented



- Local Taxes
- Bookstore
- Newsportal
- Graphic Effects
- AZ Image
- SQL Tool
- Exotics: Palm IRDA programming

“Local taxes”

- Large project (60 forms, 30 tables)
- Complete “in house” standalone project
- From ground up to presentation, marketing & sales
- Complex database
- Complex computation algorithms (3 layers of computation)
- Response times of the loaded database (~20.000 persons) confirmed the good design
- Software Used : Delphi 5 + Interbase 6 (Firebird), Windows Application
- C/S Application (3 tier)

The screenshot shows a Windows application window titled "Persoane". It features a search form with fields for "Nume:", "Cod Numeric Personal:", "Prenume:", "Serie BI:", and "Nr. BI:". A "Cauta" button is located to the right of the form. Below the form is a table with the following columns: "Nume", "Prenume", "BI Serie", and "BI Numar". The table contains the following data:

Nume	Prenume	BI Serie	BI Numar
BERGHES	IOAN		
TIMIS	IOAN		
NAVADARSKI	IOAN		
ZAMFIRESCU	TITUS		
FARIMA	GAVRILA		
GRAD	IULIANA		
TOMOIAGA	MARIOARA		
VIDICAN	IOAN		
POP	IOAN DAVID		
Hosu	Catalin		
CACIAR	IOAN		
SOLOMON	IRINA		
TISELITA	GHEORGHE		
POP	RODICA		
TIMIS	VIORICA		

At the bottom of the window, there are four buttons: "Modifica", "Adauga", "Sterge", and "Renunta".

BookStore - Microsoft Internet Explorer

Address http://192.168.13.5/ProductsBrowse.asp?acc=srcb61d=

Create list View list View invoice Invoice report List reports

Search Products

Title

Author

ISBN

Add New Product Search Product

Back

Records 0 to 25 from 55 Next 25 Record

ISBN	Title	Publisher	Author	Sort2	Publish Date	Country	Selling Price	Cover Price	Upd
006444001X	A Bargain for Frances (I Can Read Book)	HARJU	Hoban, Russell/ Hoban, Lillian (Ill)	CH0300	199205	US	7.71	3.95	Upd
006444001X	A Bargain for Frances (I Can Read Book)	HARJU	Hoban, Russell/ Hoban, Lillian (Ill)	CH0300	199205	US	7.44	3.95	Upd
0064406911	Bachelor Girl	TROPY	MacBride, Roger Lea	CH0400	199909	US	11.36	5.95	Upd
0064406911	Bachelor Girl	TROPY	MacBride, Roger Lea	CH0400	199909	US	9.19	4.95	Upd
0064406911	Bachelor Girl	TROPY	MacBride, Roger Lea	CH0400	199909	US	11.77	5.95	Upd
0064406949	Ballad of Lucy Whipple	HARJU	CUSHMAN,KAREN	CH0400	0	US	9.11	4.95	Upd
0064406949	Ballad of Lucy Whipple	HARJU	CUSHMAN,KAREN	CH0400	0	US	9.79	4.95	Upd
0064441423	Barney's Horse (I Can Read)	TROPY	Hoff, Syd	CH0300	199004	US	7.83	3.95	Upd
0064441423	Barney's Horse (I Can Read)	TROPY	Hoff, Syd	CH0300	199004	US	7.27	3.95	Upd

Done Internet

“Bookstore”

- Large WEB Application
- Complete WEB functionality similar to a desktop application
- Complex Interfaces to Existent System
- Multi Language Application
- BAR Code handling
- NTLM Login for entire Application
- Remote Installation & Maintenance
- Singapore’s Fortune 50, permanent client
- Software Used: IIS 5.0 (ASP) + MSSQL 2000, Windows 2000 Server
- WEB Application

BookStore - Customer Information Main Page - Microsoft Internet Explorer

Address http://192.168.13.5/CustomerForm.asp?acc=add

Create list View list View invoice Invoice report List reports

Main

Company name:

Contact Person:

Telephone:

Fax:

Pager:

Mobile:

Email:

Default Currency: Singapore Dollar

Customer Terms

Address:

Address:

Country:

Address for Billing:

Same address

Address:

Address for Delivery:

Same address

Address:

Currency discounts

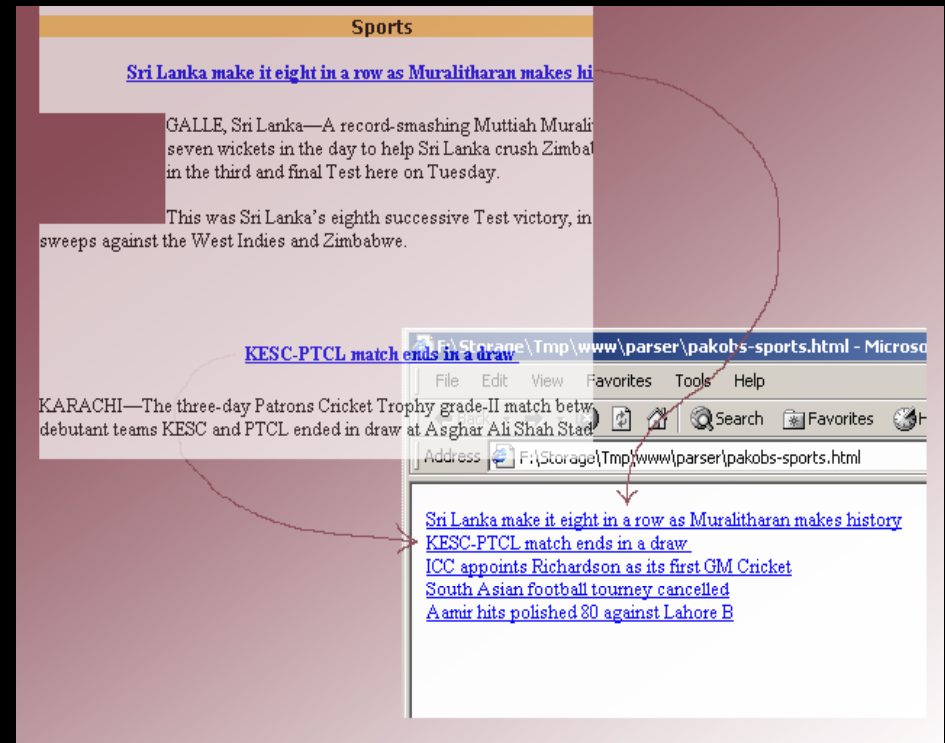
SG	<input type="text" value="10"/>	%
US	<input type="text" value="10"/>	%
UK	<input type="text" value="10"/>	%
JP	<input type="text" value="10"/>	%

Customer Invoice Type: Type1: Type2:

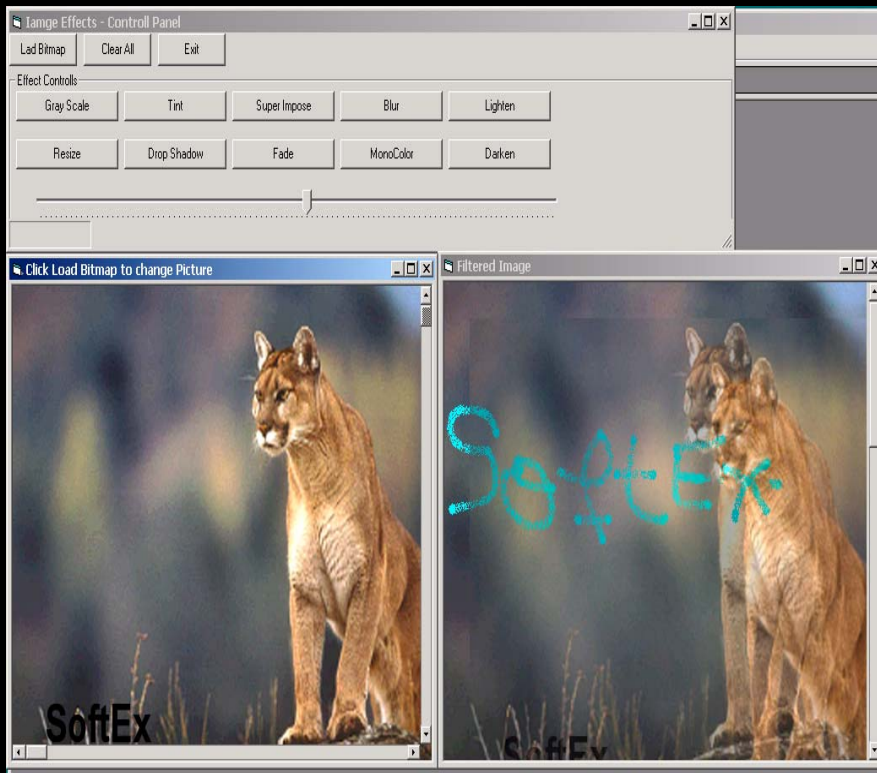
Done Internet

“Newsportal”

- module based application
- sample of subproject
- content extracted from regular newspapers on the WEB
- output in HTML sub-content
- modules for extraction written in specialized compiler tools (lexical analyzer “flex”)
- about 25 modules
- scheduling scripts, makefiles, run scripts
- Software used: FLEX, GNU C++, Make, RedHat Linux
- scripts & linux executables

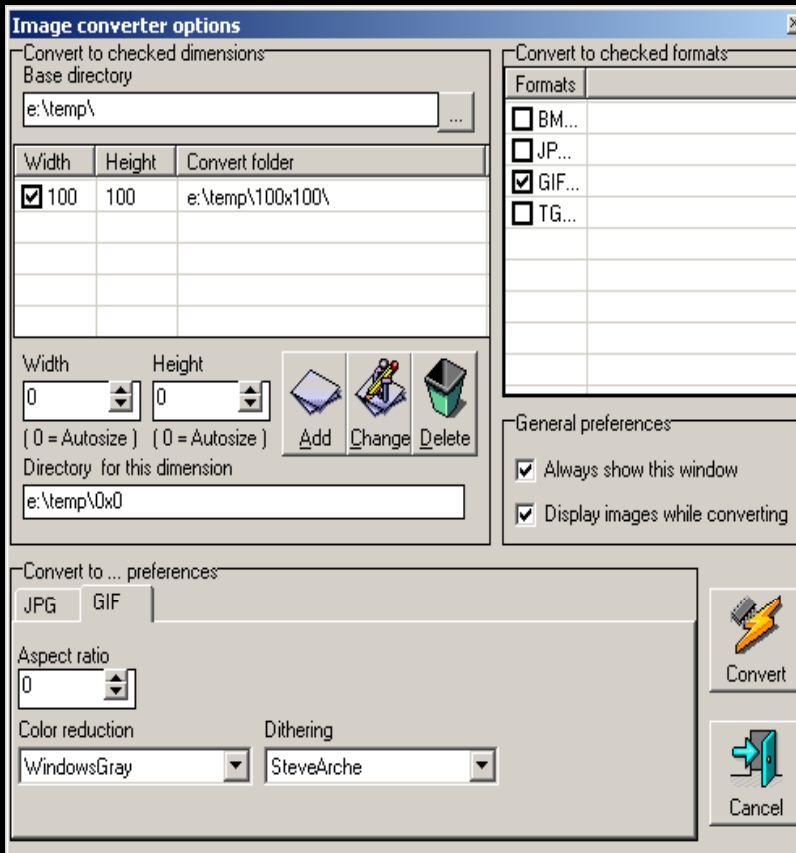


“Graphic Effects”



- Medium desktop application, complex algorithms and programming
- Image processing in Visual Basic
- Speed
- Functions: brightness, fade, convolution filters, grayscale, tint, superimpose, blur
- MS VB 6 + WinAPI
- Desktop Application

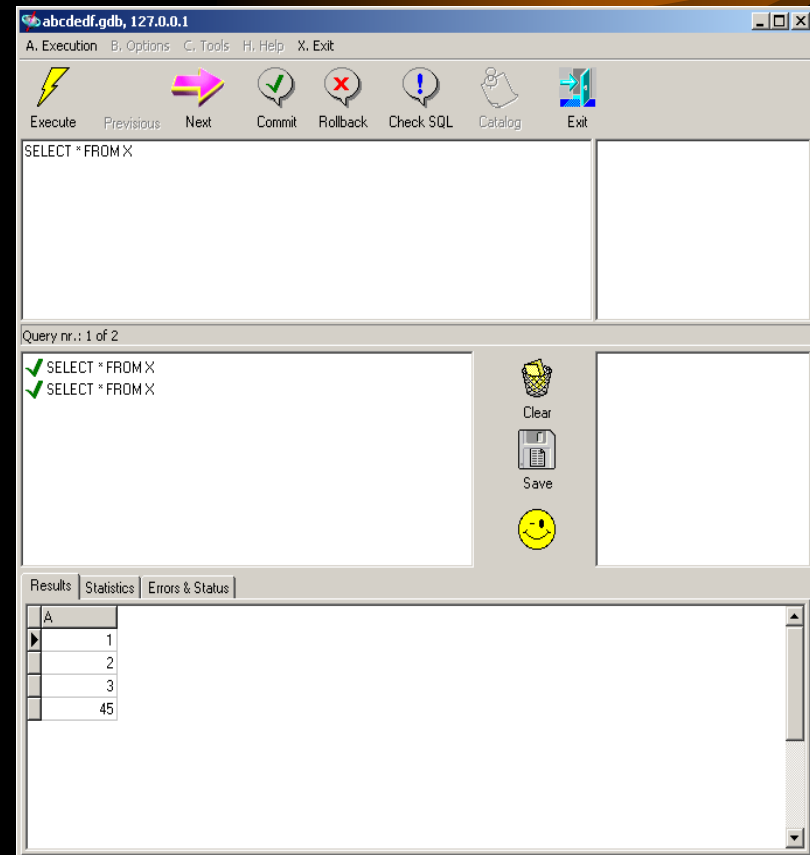
“A-Z Image”



- Medium desktop application
- Image Conversion Tool
- Shareware application
- Batch processing of large quantity of images
- Quality control
- Supported formats: .jpg, .jpeg, .gif, .bmp, .tga, .vst, .isb, .vda, .win, .tif, .pic, .cel, .pcd, .pcx, .pcc, .cut, .psd, .psp
- Software used: Borland C++ Builder 5
- Desktop application

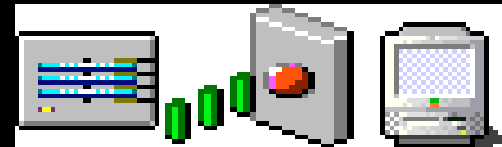
“SQL Tool”

- Internal Project (in development)
- Complete Database Assistance Tool from Design to Production
- Databases to be supported: Interbase, MSSQL, MySQL, Access, Oracle (all databases we use)
- Code quality and design
- Software Used: C++ Builder, APIs from all database engines supported
- Desktop Application (Assistant)



Palm Programming - IRDA

- Small project
- Developed in cooperation with ProNet Consulting (the producer of the IRDA devices)
- Infrared Interface between Palm and a specific device
- Palm OS & IRDA protocols
- Basic Palm GUI programming
- Software used: Code Warrior for Palm, Palm OS
- Palm Application
- Sample of project done according to external specifications
- Sample of hard programming level



Workflow

- Analysis
 - PDF/RTF Documents: Specifications, Interfacing, Contract Terms, Purchase Order
 - MS Visio, MS Project: timeline, initial database structure
- Design
 - PDF: Detailed Specifications,
 - MS Visio: database
 - Application Skeleton
- Implementation
 - Application
 - PDF/RTF: Bug/Features List
- Testing & Service
 - User Acceptance Test
 - PDF/RTF: Bug fix report
- Analysis (free for small projects)
 - Estimated cost
 - Estimated duration
- Design
 - Database
 - Skeleton
- Implementation
 - incremental Alfa versions, 2 Beta versions, documentation, final version
- Testing & Service
 - interactive
 - free bug-fixes for a given period

Workflow 2 - Task splitting

- Interface
- Module
 - Programming language
 - Operating System
- Project (small-medium)
- Project pieces
 - Functions
 - Classes
 - Modules/Units/Pages
 - Libraries
 - ActiveX Components
 - DLLs
 - Applications: Analysis & Design
 - Applications: Development

- Prices (10 - 75 EUR/h)*
 - analysis: 50
 - design: 60
 - programming
 - database: 50
 - desktop
 - easy: 10-25
 - medium: 25-50
 - hard: 50-75
 - WEB
 - easy: 15-40
 - medium: 40-60
 - hard: 60-75
 - Others
 - negotiable
 - *All prices are negotiable and set at the beginning of each project

Prices & Billing

- Billing
 - invoices
 - billing period negotiable
- Billing type: flexible
 - per project
 - per hour
 - per man
 - per period
- Prices are project specific depending on the difficulty and project funds



The Future...

- Start-up:
 - Modules
 - Small Applications
- Work splitting (proposal)
 - Contractor : analysis, design, client relation, integration
 - SoftEx Company SRL: modules, small projects, up to parts of large projects
- Interfacing & Specifications
 - Code will be intellectual property of the contractor (except libraries and other reusable modules that are created by SoftEx Company SRL)
 - Interfacing will be standardized in time (initial specifications would be good)
 - Programming style

Links:

<http://rosoftware.com>

<http://www.racsoftware.com>

Summary

- The company & the team
- Major projects: Desktop, WEB, Palm
- Databases: MSSQL, Interbase, PGSQL, MySQL, Access
- Samples
- Workflow
- Prices & Billing: medium price of 30-40 EUR/h, billing conditions flexible
- Relationship: modules, small projects up to part of projects