



Ukrainian Outsourcing Forum `2005 Agenda

Kiev, Ukrainian House, Khreschatik, 2 (European Square), 3-d floor.

November 29

10.30 - 11.00

Forum participants' registration, coffee break

11.00 - 11.55

Official opening of Ukrainian Outsourcing Forum 2005. Welcome word from Forum organizers and guests of honor.

Aleksey Naugolnyi, Project manager, PR KVADRAT

Victor Musiyaka, Ukrainian People's Deputy

Vasil Gandabura, Deputy Chief, Department on communication and informatization

Peter Yatsuk, Kiev Municipal State Administration

Alexander Baranov, Kiev Municipal State Administration

Victor Maznyuk, Ukrainian Hi-Tech Initiative

Simon Moldavsky, The Ukrainian Association of Software Developers

Plenary reports

12.00 - 12.25

15 years in outsourcing – flashbacks and reflections. Victor Loskutov, President, MiraSoft Group

12.30 - 12.55

Kharkov - leading regional software development center in Ukraine. Evgeniy Kovalik, Sales & Marketing Director, QArea

13.00 - 13.25

Advantages of Outsourcing in Ukraine, Mark Phillips, VP of Software Delivery/ VP of Engineering Process & Tools, Lohika

13.30 - 13.50

Scientific and production potential of Dnepropetrovsk - reliable background for IT outsourcing development. Stas Ivanov, Director, Infinity Internet Institute

13.50 - 14.20

Coffee break

Section 1 - Outsourcing technology and infrastructure.

14.20 – 15.00

Large IT projects in Ukraine. Experience of geographically distributed projects management. Aleksey Sigov, CEO, Infopulse Ukraine

15.05 - 15.45

Outsourcing in the game industry: Ukraine is willing and competent, Sergiy Grygorovich, CEO, GSC Game World

15.50 – 16.30

Internal software testing as opposed to outsourced testing, Dmitryi Vilchinsky, Project Manager, Bonus Technology

16.35 – 17.15

Independent software testing - new type of outsourcing services., Dmitryi Oparin, Business Development Director, Sunbay Software Crimea Ltd.

17.15 – 17.45

Coffee break

17.45 – 18.25

Practices of extreme programming in outsourcing. InterLink experience. Aleksey Smirnov, Project Manager, InterLink Ltd.

18.30 – 19.10

AceRemoteProject tool. Control offshore projects remotely, Dmitry Efimenko, Development Director, Program-Ace LLC

Section 2 - Global marketing of outsourcing services.

14.20 – 15.00

Outsourcing and offshoring in Austria and Germany (relating to the CEE), Mr. Gerhard K. WAGNER, Secretary General Austrian Federation for the Information Industry Austria



- 15.05 - 15.45 Your place in the Outsourcing Craze! - Emmy B. Gengler, CEO, Softjourn, Inc., USA
- 15.50 – 16.30 IT services sales strategies in large US companies - practical experience application. Mikhail Vinnitsky , Associate Professor, Kyiv-Mohyla Business School. (Ex -Sales VP, Lava Computer MFG Inc.)
- 16.35 – 17.15 CeBIT (Hannover, Germany) - a leading international IT Exhibition. A separate stand for IT Outsourcing Services and IT Outsourcing Forum at the CeBIT is the best promotion opportunity for outsourcing services. Aleksnder Vanidovsky, Messe AG representative in Ukraine.
- 17.15 – 17.45 **Coffee break**
- 17.45 – 18.00 **Presentation of "Ukrainian IT Outsourcing Research 2005-2006" start.**
- 18.00 – 19.10 **Round table discussion "International image of Ukraine - outsourcing services supplier." Ukrainian IT companies at the international exhibitions.**

November 30

- 9.30 - 10.00 **Forum participants' registration, coffee break**
- Section 3 - Ukrainian outsourcing business development.**
- 10.00 - 10.45 Our strength is Unity. - Simon Moldavsky, Executive Director, UASWD
- 10.50 - 11.35 Product vs. service model? Yan Cybulkin, CEO, KM Soft, «Kvazar-Micro corporation»
- 11.40 - 12.25 Legal mechanisms of successful IT product implementation for a foreign customer. Mariana Marchuk, lawyer, "Baker & McKenzie"
- 12.30 - 13.00 **Coffee break**
- 13.00 - 13.45 Offshore software development industry consolidation: myth or reality. Roman Dzvinka, Head of International business development department, KM Soft, «Kvazar-Micro» Corporation
- 13.50 - 14.35 Professional education and consulting services for software development industry. World and Russian experience., Dmitry Dakhnovsky, Managing Director, RUSSEE
- 14.40 - 15.25 LiveRepair.com: The way to succeed in Business Process Outsourcing (BPO), Larry Sheremetyev, LiveRepair.com
- 15.30 - 15.50 **Coffee break**
- 15.50 - 16.35 Experience of e-commerce financial applications certification. PCI Data Security Standard. Dmitryi Sharkov, TechnoPark Corp.
- 16.40 - 17.25 Software development efficiency management system. Vladimir Veretenov, Director, Rubikon
- 17.30 - 18.15 Educating software development professionals in Ukraine, Gennady Kirichevsky, UkrsoftPro learning center, Kvazar-Micro learning center
- Section 2 - Global marketing of outsourcing services.**
- 10.00 - 10.45 Target your future outsourcing client the most effective way, Stig-Arne Kristoffersen, CEO, Anergy Ltd
- 10.50 - 11.35 Challenges and expectations from Western European Partners. Helge Ranvik, President, Scandinavian HOUSE
- 11.40 - 12.25 Ukraine's Role in Global Outsourcing Industry – What the LARGEST clients need and demand. Karl Robb, Executive Vice President, Global Operations, EPAM Systems Inc.
- 12.30 - 13.00 **Coffee break**
- Section 4 – IT professionals' labor market in Ukraine.**
- 13.00 - 13.45 Status of Ukrainian regional markets of IT-professionals: market capacity, human resources source, development perspective, Natalia Makaruk, Business development director, IT Personnel
- 13.50 - 14.35 Ukrainian IT professionals labor market trends, Andrey Galich, Project manager, rabota.com.ua
- 14.40 - 15.25 Motivation and retention of IT professionals. Konstantin Golovin, Senior consultant. Addforce/Ancor.
- 15.30 - 15.50 **Coffee break**
- 15.50 - 17.50 **Round table discussion : «Position of Ukraine on the global outsourcing market. Prerequisites and opportunities».**