



## 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 International Outsourcing Forum. Welcome word from Forum organizers and guests of honor.
- 11.00 - 11.05 Aleksey Naugolnyi - Project manager, PR KVADRATT
- 11.05 - 11.15 State Department on communication and informatization
- 11.15 - 11.25 Kiev Municipal State Administration
- 11.25 - 11.35 Ukrainian People's Deputee - Viktor Musiyaka
- 11.35 - 11.45 Victor Maznyuk - Ukrainian Hi-Tech Initiative
- 11.45 - 11.55 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, Lohika Systems, Inc
- 12.25 - 12.50 Scientific and production potential of Dnepropetrovsk - reliable background for IT outsourcing development. Stas Ivanov, Director, Infinity Internet Institute
- 12.50 - 13.20 **Coffee break**
- Section 1 - Outsourcing technology and infrastructure.**
- 13.20 - 14.00 Large IT projects in Ukraine. Experience of geographically distributed projects management. Aleksey Sigov, CEO, Infopulse Ukraine
- 14.05 - 14.45 Outsourcing in the game industry: Ukraine is willing and competent, Sergiy Grygorovich, CEO, GSC Game World
- 14.50 - 15.30 Internal software testing as opposed to outsourced testing, Dmitryi Vilchinsky, Project Manager, Bonus Technology
- 15.35 - 16.15 Independent software testing - new type of outsourcing services., Dmitryi Oparin, Business Development Director, Sunbay Software Crimea Ltd.
- 16.15 - 16.45 **Coffee break**
- 16.45 - 17.25 Practices of extreme programming in outsourcing. InterLink experience. Aleksey Smirnov, Project Manager, InterLink Ltd.
- 17.30 - 18.10 AceRemoteProject tool. Control offshore projects remotely, Dmitry Efimenko, Development Director, Program-Ace LLC



### Section 3 - Ukrainian outsourcing business development.

- 13.20 - 14.00 Outsourcing and offshoring in Austria and Germany (relating to the CEE), Mr. Gerhard K. WAGNER, Secretary General Austrian Federation for the Information Industry Austria
- 14.05 - 14.45 Your place in the Outsourcing Craze! - Emmy B. Gengler, CEO, Softjourn, Inc., USA
- 14.50 - 15.30 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.)
- 15.35 - 16.15 IT- supported international outsourcing of software development. Anicet Yalaho, University of Jyvaskyla
- 16.15 - 16.45 **Coffee break**
- 16.45 - 17.05 **Presentation of "Ukrainian IT Outsourcing Research 2005-2006" start.**
- 17.05 - 18.35 **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. Dmitry Shakrov, 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



- 10.00 - 10.45      **Section 2 - Global marketing of outsourcing services.**  
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**
- 13.00 - 13.45      **Section 4 – IT professionals' labor market in Ukraine.**  
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, with or without Russia? Prerequisites and opportunities».**