

Luxoft 重点産業分野のご紹介

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Contents

- 1 Financial
- 2 Manufacturing
- 3 Aerospace
- 4 Telecommunications
- 5 Product Engineering
- 6 Automotive
- 7 Energy and Utilities
- 8 E-Commerce
- 9 Media

Financial Practice

- The largest in Eastern Europe
- Established in 2004
- Total Headcount: 1000+
- Number of Clients: 20+
- Locations: Moscow, Kiev, Dnepro, NY, London, Frankfurt, Zurich
- Awards: Top 100 Service Providers to the FS Industry by American Banker magazine & Financial Insights (2008)

Focus: Engineering Services for Sell and Buy sides of Global Investment Banks

- Investment Banking
- Retail and Corporate Banking
- Asset Management



Commodity Trading OpenLink Endur consulting and implementation



Virtual Data Room (VDR) platform development and implementation

Financial Practice: Details

Investment in 2009

- SME in Electronic Trading
- Monthly Financial Trainings for Key employees
- Knowledge base
- FIX connectivity adapter development for RTS exchange

Partnerships in 2009

Trading Platforms vendors

SUNGARD

 **CALYPSO**

PROGRESS
SOFTWARE

Commodity Trading Consulting

 **RedShift**

Custom Trading Platforms

- OpenLink platform
- Oil; Gas; Electricity; Coal; Emissions; Agriculture
- OTC and exchange traded instruments
- Pricing Models

Foreign Exchange

- Custom Trading platforms
- Market Links
- Algorithms
- Pre Trade Compliance

Fixed Income & Money Market

- Custom Trading Platforms
- Distressed debt trading
- P&L
- Pricing
- Adapters for exchanges
- Market data
- Basel-II required reports
- CDO underwriting

Equities

- Custom Equity Trading Platforms
- Real-time exchange connectivity
- FIX Protocol
- Real-time analytics
- Market data handlers

Derivatives

- Custom Trading Platforms
- Position Monitoring
- Real time P&L
- Pricing models
- Risk management

Real Estate IB

- Commercial and Residential Mortgages: Origination Underwriting, Securitization and Servicing

Cross Business Solutions

- Investment Banking CRM
- Document management platform

Back office operations

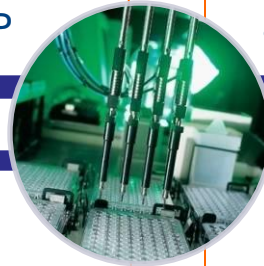
- Data Warehouse solutions, feeds and reporting
- Application management re-engineering

Manufacturing Practice

- Established in 2002
- Total Headcount: 300+
- Number of Clients: 10+
- Locations: Moscow, Dubna, Omsk, St. Petersburg, Kiev
- Awards: 2007 Luxoft listed in the top outsourcing service providers for the Discrete Manufacturing industry by IAOP

ERP & custom systems development, integration and support with focus on

- Sales & Marketing Automation
- Supply Chain Management
- Financials
- Logistics
- Business Intelligence



- Investment in Oracle Apps COE
- Global implementation of Dell order management and sales support systems in 38 countries (Europe, Middle East, Africa, Asia-Pacific)
- Growth of Sales & Marketing Practice (Dell and DHL)
- Development and European deployment of DHL sales support system in 19 countries

Aerospace Practice

- Established in 2000
- Total headcount: 250+
- Projects executed: 70+
- Locations: Moscow, Dubna, Omsk, Seattle, Ho Chi Minh

Focus: Engineering Data Management Systems

- 2D/3D engineering data distribution & integration
- CAD/CAM Expertise, CATIA v4-v5 migration
- Supplier and customer portals
- Legacy systems migration and support
- Flight Planning



Investment in

- CATIA COE
- 3D Manual integration platform
- Vietnam operations set up
- Customer portal development for PowerJet (engine producer for Sukhoi)

Telecommunications Practice



- Established in 2005
- Total Headcount: 500+
- Number of Clients: 15+
- Locations: Moscow, St. Petersburg, Kiev, Bucharest
- Awards: No. 3 in the “Top Ten Telecommunication Industry” in the Black Book of Outsourcing (2009)

Focus: Advanced technology solutions for Next Generation Networks (NGN)

- Enterprise and carrier grade products
 - Core and access network equipment
 - PBX and VoIP
 - Network management solutions
- IMS products
 - Service Delivery Platform
 - Mobile Applications
- IP, Cable, Satellite and Mobile TV
- OSS/BSS systems
- Professional Services



- R&D projects of new Cable TV technologies (OCAP, EBIF) launched
- Development of new CA system for a major satellite operator started
- Three new clients acquired (Astelit, IPAccess, Airbites)
- New service offering for network operations center support (LuxNOC) launched

Product Engineering Practice

- Established: 2004
- Total number of engineers: 300+
- Number of clients: 20+
- Locations: Moscow, St Petersburg, Dubna, Omsk, Kiev, Odessa, Dnepropetrovsk, Bucharest, Vancouver
- Awards: World's #1 It Outsourcing Product Engineering Vendor in the Black Book of Outsourcing (2007)

Focus: Engineering of complex technically challenging products:

- Distributed heterogeneous applications
- System software, components and tools
- High-performance transactional systems
- Real-time embedded applications
- Mainframes systems



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coverity



ThermoFisher
SCIENTIFIC



Mirics
semiconductor



ROCm
ATHEROS

- Development of software components for the revolutionary multi-standard digital tuner-on-chip successfully completed (Mirics)
- Development of a series of products for a leading manufacturer of video capturing solution started (Epiphan Systems)
- Development of next generation GIS software suite for a new A-GPS chip commenced (Atheros)

Automotive Practice

- Established in 2006
- Total Headcount: 250+
- Number of clients: 5+
- Locations: Kiev, Odessa, St. Petersburg

Focus: Software intensive embedded automotive products

- Automotive HW and BSP
- Car Infotainment Systems
- Navigation Systems
- Internet Services
- OTA Voice & Data Transfer
- Device management
- Telematics component



 HARMAN/BECKER
AUTOMOTIVE SYSTEMS



Mercedes-Benz

- The practice increased twofold with the recent acquisition
- 3 R&D projects in the prospective areas started (Google POI Integration, Remote Display, Configurable Dashboard)
- Partnership programs with the leading platform manufacturers underway (Intel, Freescale)

Energy and Utilities Practice

- Established in 2004
- Total Headcount: 100 +
- Number of Clients: 5
- Locations: Moscow, Kiev, Dnepropetrovsk, Seattle, Bucharest

Focus: Energy Transmission and Distribution systems

- Energy Management Systems
- Distribution Management Systems
- Market Management Systems
- Substation Automation systems
- SCADA systems
- AMI/AMR applications



- Successful development of ZigBee Smart Energy products for Atmel
- R&D project "Smart Meter" started

E-Commerce Practice

- Established: 2006
- Total Headcount: 100+
- Number of Clients: 10+
- Locations: Moscow, Kiev, St Petersburg, Vancouver

Focus: Custom and OTS based Web-enabling solutions

- Travel & Hospitality: Electronic POS, Global Distribution Systems, Consolidation Platforms, Travel 2.0
- Internet Retail: Custom online stores, System integration
- Online Financial Transactions: Payment Systems, Mobile payments, CRM
- Social Networks: Consumer portals, Identity Management, Personalized offerings, Vertical Search



elasticpath

Hotwire.com

Sabre Holdings

OB10

LUUP

NEW YORK
nymag.com

fb RITCHIE BROS.
Auctioneers

DELL

OILspace

- Travel & Hospitality formed as a separate practice
- Partner status for mid-market with Elastic Path achieved
- Partnership with Tibco started
- 10+ successfully completed projects over last two quarters

Media Practice

- Established in 2000
- Total Headcount: 100+
- Number of Clients: 8
- Development locations: Moscow, Kiev, Dnepropetrovsk, Vancouver, Bucharest

Focus: Applications and technologies for Publishing 2.0 (new distribution channels, new content forms and new ways of presentation and interaction with the readers)

- Operations Management
- E-commerce / Online applications
- Search Technologies
- Content Management
- Content Delivery
- Social Media & UGC
- Media Analysis and Monitoring



- Development of new products in Social Media Publishing area successfully launched
- Cooperation with Fox Mobile started
- R&D projects related to targeted ad distribution in cable and IP TV networks started

有難うございました

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