



A software development  
management company

Open Mountain, Inc.  
1998 Broadway, Suite 806  
San Francisco, CA 94109  
(415) 877-1492  
[www.OpenMountain.com](http://www.OpenMountain.com)

# Development Management

Open Mountain is a software development company that uses near shore partners to develop products for our clients.



*Open Mountain was an ideal development partner.*

*CEO, ThriveOn.com*

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# Comprehensive Services



**Open Mountain offers everything you need to build great products and manage your technical operation.**

## **Services offered by Open Mountain:**

- Product development
- Project management
- Testing and automation
- Release management
- System administration and hosted operations
- Roadmap planning
- Resource procurement and budgeting
- Technology planning
- Training and documentation

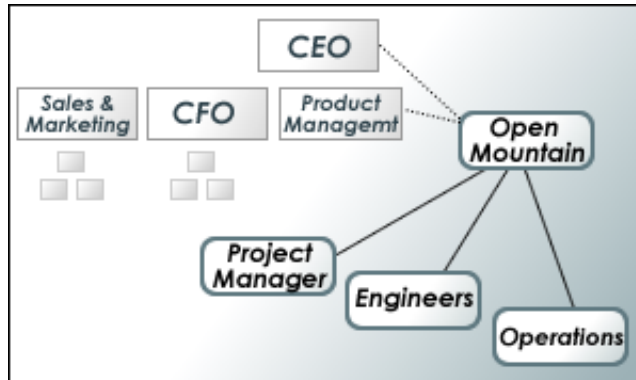
*Open Mountain was instrumental in Brightstorm's successful launch.*

*CEO, Brightstorm*

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# Outsourcing Development



## Key benefits with Open Mountain:

- Complete team without hiring and training.
- Lower cost resources.
- Unified team through collaborative interaction.
- Significant experience managing outsourced resources.

**When it comes to development,  
we know what works!**



*Open Mountain has the right experience to help companies outsource their development efforts to us.*

*CEO Avantica*

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# About Us

Open Mountain was founded on the principle of the **virtual engineering group**. Companies need a complete development organization to build innovative technology and launch great products. We provide leadership and experience and use our partners to complete the organization.

Traditional outsourcing companies supply engineering headcount, but do not cover the full spectrum of capabilities needed to develop products. Open Mountain provides the necessary services required to support development without the expensive costs of full-time hires.

The founders of Open Mountain have significant experience managing entire development organizations. We have run product development at well known companies like [Adobe](#), [Intuit](#), [Ariba](#), [Arbor Software](#) (acquired by Hyperion, then Oracle) and [DigitalThink](#) (acquired by Convergys) prior to starting the company.

*In today's economic climate, companies are looking to get new products out the door using cost effective resources.*

*Bob Benedict, CEO*

*Open Mountain*

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# How We Work

We iterate through development cycles working directly as the client's team.

## Define the product

Work closely with clients to define the solution and plan the next release or update.



## Launch the product

Deploy or update the product and monitor the success of the hosted solution.



## Develop the product

Manage the near shore development team following best practices for software engineering and Agile product development.

*It's really turning into a great product!*

*CEO GuidingCancer.com*



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# Reliable developers

**We provide technology leadership**



**We come with our own team**



*Their range of services, extensive experience and network of partners were instrumental in allowing us to get to market quickly and cost effectively.*

*CEO, ThriveOn.com*

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# Experience Matters

## Bob Benedict, CEO *20 years experience*

- VP, Development, NetBooks.com
  - 30 person development team in Costa Rica, Russia
- Dir. Engineering, DigitalThink, L5 e-learning platform
  - Distributed development group in US and India
- Global Development Manager, Intuit, Quicken

## Tom Johnson, CTO *20 years experience*

- Dir. Engineering, Ariba, Buyer e-commerce product
  - Flagship product with 110 people and budget \$25 million
- Dir. Engineering, Arbor Software
  - All client side, middle ware products for first data warehouse
- Independent consultant supporting startups and new products backed by early stage investors.



*100% dedicated to making sure we ship a great product.*

*VP, Product Management*

*Brightstorm*

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# Near Shore Teams Work

## Real-time collaboration

- Working in the same time zone increases collaboration

## True software engineers

- Scalable, object-oriented code
- Reasonable product feedback during implementation (*not typical with outsourcing!*)

## Established technology industries

- Costa Rica, Argentina, Mexico, other
- Strong educational systems

*Costa Rica listed as one of the top locations for offshore services in 2008 according to Gartner Research.*

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# Proven Near Shore Developer

## Avantica Technologies

### **Leading provider of outsourced software product development**

- Development, project management, testing, automation
- Web, mobile and desktop applications
- Over 200 engineers in Costa Rica, Peru and Argentina

### **Significant experience with software development**

- Founded in 1993 with headquarters in Silicon Valley and development center in San Jose, Costa Rica
- Clients include Vertical Response, Macromedia, Chordiant Software, DigitalThink



*Costa Rica is a high-tech star due to billion-dollar tech investments by Intel and a huge IT/ITES center of HP.*

*Erran Carmel*

*Carmel Writes on Global Tech*

*April 2007*

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# Open Mountain is the solution



**To get to market fast**

you need an entire team quickly

**To succeed**

you need experience and leadership

**To be profitable**

you need cost effective teams



*We were able to go from development to launch of a full functioning custom built e-commerce, digital content and community site soup to nuts in 4 months.*

*VP, Product Management  
Brightstorm*

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