



Ukrainian Development
Western Management
Global Delivery

DEDICATED SOFTWARE DEVELOPMENT TEAM FOR CAMPTOCAMP



**SWISS PROVIDER OF
GEOSPATIAL SOLUTIONS,
INFRASTRUCTURE SOLUTIONS
AND BUSINESS SOLUTIONS**

Introduction

Camptocamp is a long standing, well respected provider of Geospatial, and ERP business solutions, headquartered in Lausanne Switzerland. Their first team members provided by Mobilunity started over a year ago, and as Camptocamp continues to innovate and progress, so does their Ukrainian team. Despite the challenges along the way, both Camptocamp, and Mobilunity have been able to build a relationship that has proven to be fruitful for all parties involved, and currently shows no signs of stopping.

camptocamp

INNOVATIVE SOLUTIONS
BY OPEN SOURCE EXPERTS

Product: Solutions for businesses and spatial data

Website: www.camptocamp.com



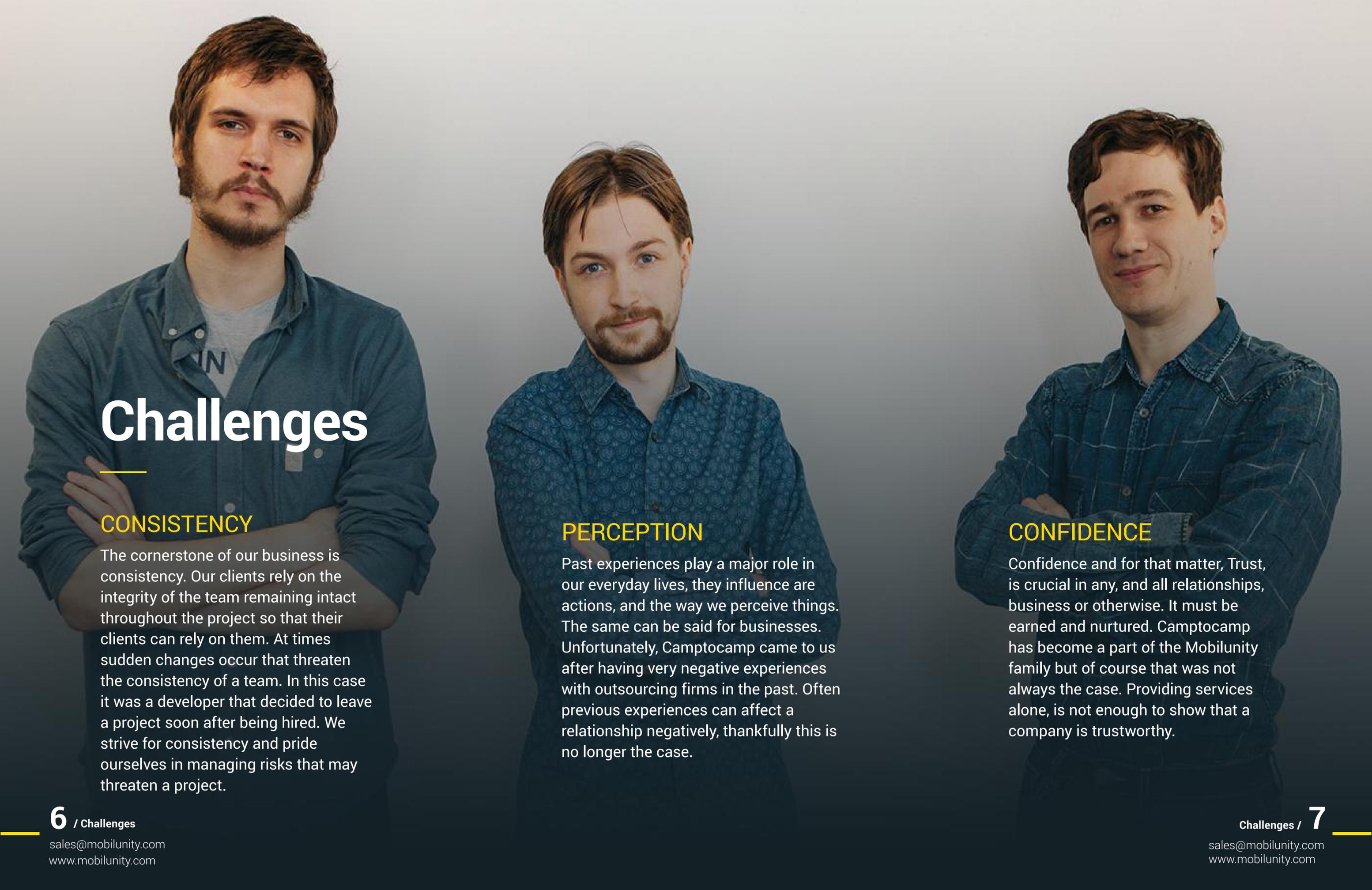
Technical Lead

Guewen Baconnier

Camptocamp Business
Solutions Technical Lead



"We've had our lot of bad experience with outsourcing development. This is entirely different. The Mobilunity developers we work with are mingled in our dev teams, they pick their technical tasks, like the others, and we can be confident their work will be fine. Finally, the best praise I have to say is that I could almost forget they are not Camptocamp "internal" employees."



Challenges

CONSISTENCY

The cornerstone of our business is consistency. Our clients rely on the integrity of the team remaining intact throughout the project so that their clients can rely on them. At times sudden changes occur that threaten the consistency of a team. In this case it was a developer that decided to leave a project soon after being hired. We strive for consistency and pride ourselves in managing risks that may threaten a project.

PERCEPTION

Past experiences play a major role in our everyday lives, they influence our actions, and the way we perceive things. The same can be said for businesses. Unfortunately, Camptocamp came to us after having very negative experiences with outsourcing firms in the past. Often previous experiences can affect a relationship negatively, thankfully this is no longer the case.

CONFIDENCE

Confidence and for that matter, Trust, is crucial in any, and all relationships, business or otherwise. It must be earned and nurtured. Camptocamp has become a part of the Mobilunity family but of course that was not always the case. Providing services alone, is not enough to show that a company is trustworthy.

Our solutions

01.

WESTERN MANAGEMENT

Since 2010 our work with companies from around the globe have allowed us to fine tune our processes and approach. Western management is more than a slogan, it's a philosophy that allows us to connect with our clients on a deeper level, beyond business. Thanks to our approach to tasks and management, we were able to prove that Camptocamp would be able to leave their negative experience in the past, and that working with a Ukrainian company would not bring with it risk that could threaten their productivity.

02.

FACE TO FACE MEETINGS

Just because our teams are remote, does not mean that we are not accessible. We understand that trust and confidence often comes down to being able to meet with clients and speak to them in person. The Mobilunity management team makes it a point to travel to client locations (Lausanne in this case) to ensure that each client has an opportunity to meet our management in person. This helps build confidence and we commit to making trips when needed to ensure that our clients are happy.

03.

STAFF SERVICES

We have access to the largest Pool of IT talent in Europe. If a developer decides to leave a project unexpectedly, in order to ensure consistency, our Recruitment team is able to reach deep into our pool of talent, and will be able to replace that developer within a matter of days. We understand that consistency is key and we ensure that staffing issues will not be an issue for any of our clients.



Business Development Director

Alfonsine Williams

Mobilunity



"CamptoCamp's expertise is impressive, the local team is engaging, and their management has real vision. All of our clients, are like partners, and we see nothing but great things for them in the future. It is our hope that we will be by their side along the way, building, and developing together."

The team



Oleksandr, Odoo developer

5+ years software development experience

Oleksandr works with implemented Camptocamp projects as a support engineer on several projects, and is responsible for developing new features and fixing bugs as quickly as possible.

Main Technologies: Odoo, Python, Docker, PostgreSQL.



Mykhailo, Odoo developer

2+ years software development experience

Mykhailo works as a part of a development team, which deals with high-priority projects, and is responsible for the maintenance / migration of old modules, writing of new modules.

Main Technologies: Odoo, Python, PostgreSQL.



Artem, Odoo developer

2+ years software development experience

Artem works as a part of a development team, which deals with normal-priority projects, and is responsible for the framework functionality expansion, maintenance and writing of new modules.

Main Technologies: Odoo, Python, PostgreSQL.

Team member quote

Mykhailo

Mobilunity, Odoo developer



“Camptocamp is implementing an ERP based on the Odoo platform. The main issue for us with this project was to understand the specificity of the business logic for Camptocamp clients. For the best result, we constantly communicate directly with the team from Switzerland. As we are getting, and passing all the necessary information on the project, we have had an opportunity to ask all the necessary questions, and quite easily understand the specifics of each new task.”

