

# Auriga's Newsletter

June 03, 2009

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## Auriga at Gartner Outsourcing & IT Services Summit 2009

On June 15-16, 2009, Auriga will participate in Gartner Outsourcing & IT Services Summit, held in London, UK.



**Gartner**  
Outsourcing &  
IT Services  
Summit 2009  
15-16 June | London

for this year's conference: *Practical Outsourcing: Balancing Cost Optimization with Performance Improvement*. Agenda covers the length and breadth of today's outsourcing arena - sourcing strategy, the IT services marketplace, vendor evaluation and negotiation, vendor management, business process outsourcing and global sourcing.

At the summit, Alexis Sukharev, Auriga President and Founder, board member of RUSSOFT ([www.russoft.org](http://www.russoft.org)), will present Eastern Europe as one of the leading outsourcing destinations. Mr. Sukharev will describe the current state of Eastern European software services industry, its strengths, weaknesses and common misconceptions. The value and strength of Eastern Europe, major force #2 after India in software services industry, is not always clearly understood by the companies using nearshore/offshore IT services. As always with outsourcing, the key is choosing the right tool for the job. Eastern European, and particularly Russian, companies are traditionally known for intelligent workforce, flexibility and reliability. Thus they are well qualified for complex engineering tasks, quick research and prototyping, giving another breath for a dying project, and other similar tasks.

That also makes Eastern European providers a good second source in multi-source strategies.

"We are proud to represent Eastern Europe at Gartner Summit," – says Alexis Sukharev – "I hope the presentation and roundtable will help to better understand all pro's and contra's of outsourcing to Russia. Providing missing information about Eastern Europe to help decision makers in defining the right outsourcing strategy will be my mission during this summit."

The presentation will be accompanied by the roundtable discussion gathering major regional service providers to express their views on true differentiators of the region in the global outsourcing industry. Andrei Pronin, Auriga General Manager, will represent the company at this roundtable.

"As it was once said, Auriga is a poster child of the Russian outsourcing industry, backed up by the longest history of providing offshore/nearshore services in Russia," – says Andrei Pronin – "So, we very well understand the strengths and limitations of Eastern European ITO offering, and the types of engagements for which our strong sides bring maximum value. I believe this discussion will be useful, and possibly even show Eastern Europe from a new angle to the consumers of ITO services."

We sincerely invite you to our booth, presentation and roundtable at the Summit. If you would like to get additional information or book a meeting with Auriga, please contact Andrei Pronin at [andrei.pronin@auriga.com](mailto:andrei.pronin@auriga.com) or + 7 (495) 713-9900 ext. 302

To learn more about the summit, please follow the [link](#).

## Auriga is top-ranked again, with exceptional position in healthcare, according to IAOP

Auriga, a provider of software R&D services, announces that it was ranked as one of the leaders in several sub-lists of the 2009 IAOP's Global Outsourcing 100, unveiled on May, 4th in a special feature of the FORTUNE magazine. Earlier this year, it was announced that Auriga is included in the main 2009 Global Outsourcing 100 list, with exceptional customer references indicated as the key strength.

Auriga is included in the following sub-lists of the Global Outsourcing 100:

- Best 5 Rising Stars by Industry Focus: Healthcare
- Best 10 Rising Stars by Services Offered: Research & Development
- Best 20 Rising Stars by Industry Focus: Technology (Hardware and Software)
- Best 20 Rising Stars by Industry Focus: Telecommunications
- Best 5 by Region Served: Russia

One of the industries fairly recognized by the IAOP's judges panel as Auriga strengths deserves special attention. Auriga is the only company with development centers in Europe that has been included in the "Industry focus: Healthcare" top 5 list. Indeed, Auriga has a time proven expertise in the areas of Patient Monitoring, Anesthesia, Ventilation, Endoscopy and other medical device areas, and currently actively develops its Health Information Systems (HIS) expertise. For over six years, Auriga has been working on projects for several customers including Draeger Medical, providing embedded solutions and system-level components compliant with FDA 21 CFR Part 820 and ISO 13485, and performing validation and verification for Class II and III medical devices. Auriga also possesses expertise in the development of information management systems for healthcare institutions, ranging in scale and primary functions.

"Inclusion in Global Outsourcing 100 and several other top lists this year is the result of almost 20 years of polishing our skills. I'm especially pleased that IAOP noted customer references as one of the key Auriga strengths. Indeed, with the development of outsourcing industry, technology or domain knowledge is no longer a big problem, the trick is in finding a provider that is trustworthy, can build convenient engagement framework, and has people who can think out of the box. I'm glad that our ability to start and maintain engagements that last for years led us to top places in these lists," – says Auriga General Manager Andrei Pronin.

## About Auriga:

Auriga ([www.auriga.com](http://www.auriga.com)) is a software R&D and IT outsourcing services provider incorporated in the U.S. and operating development centers in Russia since 1990. Auriga focuses on satisfying the specific needs of software and hardware high-tech companies as its driving strategy. Included in Global Services 100 since 2006, Global Outsourcing 100 since 2008, and Top 10 Central/Eastern Europe Providers of the Black Book of Outsourcing, Auriga offers services covering all aspects of the product engineering area and expertise in a set of knowledge areas from embedded systems and OS internals to enterprise information systems and Web applications. Auriga's client list includes such industry majors and leaders in their segments as IBM, Draeger Medical, LinuxWorks, Dialogic, Actel, Verdasys, and many others.

## About Gartner:

Gartner, Inc. (NYSE: IT) is the world's leading information technology research and advisory company. We deliver the technology-related insight necessary for our clients to make the right decisions, every day. From CIOs and senior IT leaders in corporations and government agencies, to business leaders in high-tech and telecom enterprises and professional services firms, to technology investors, we are the indispensable partner to 60,000 clients in 10,000 distinct organizations. Through the resources of Gartner Research, Gartner Executive Programs, Gartner Consulting and Gartner Events, we work with every client to research, analyze and interpret the business of IT within the context of their individual role. Founded in 1979, Gartner is headquartered in Stamford, Connecticut, U.S.A., and has 4,000 associates, including 1,200 research analysts and consultants in 80 countries. To learn more, visit <http://www.gartner.com/>

## About IAOP:

The International Association of Outsourcing Professionals™ (IAOP™) is the global, standard-setting organization and advocate for the outsourcing profession. With 40,000 customer, advisor and provider members worldwide, IAOP helps companies increase their outsourcing success rate, improve their outsourcing ROI, and expand the opportunities for outsourcing across their businesses. To learn more, visit [www.outsourcingprofessional.org](http://www.outsourcingprofessional.org).

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