

# galaniprojects

We stay until it works





## Blockchain Consulting and Development

We strongly believe that the relatively young blockchain technology is about to revolutionize the IT systems of virtually every industry in the years to come. This is why we are one of the first companies in Germany to offer blockchain related services to our clients.

### HOW CAN GALANIPROJECTS SUPPORT YOU?

#### **Kick Start**

We offer a half-day seminar on blockchain technology for business executives without IT background. This can be followed by another half-day workshop for the same group of people in order to evaluate the business opportunities based on blockchain technology for your particular business. Both events are prepared individually for each customer and held on the customer's premises.

#### **Strategic Consulting**

We offer you experienced blockchain experts for the evaluation of your project ideas on a per-diem basis. We are aware that blockchain projects are very differentiating in most industries. Therefore, part of each contract is a non-disclosure agreement. Strictest confidentiality is assured. Upon your choice, consulting services can be conducted on-premise or at our Berlin office.

#### **Implementation**

galaniprojects will assist you with the description and specification of your requirements, as well as the management and the actual implementation of your projects. Our main focus is on quality assurance. All services will be provided on your premises. Our employees become part of your team.

#### **Quality Assurance**

In the usage of the blockchain or smart contracts quality management has gained an immense significance: small mistakes or errors in smart contracts, in Dapps or DAOs can have catastrophic consequences. galaniprojects offers you an independent review of your contracts, also in cooperation with your law firm or your legal department. For this service we provide you with combined teams of software developers and lawyers.

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## Open Source Development

We support the open source movement. Open source systems such as Linux, MySQL, Apache or Drupal have enabled the digital revolution in the past 25 years and have facilitated business value of trillions of Euro.

galaniprojects believes that core technologies should better be developed by communities than by individual companies. We support our customers in using open source technologies, because we know from our own experience that this way companies can act faster, safer and more cost-effective in their respective markets.

### HOW CAN GALANIPROJECTS SUPPORT YOU?

#### Open Source as a Business Model

galaniprojects not only benefits from using, but also considers open source technology as a successful business model. This is why we have decided to become involved in open source communities and to contribute with our own resources to foster the ongoing development of core technologies.

#### Thunder Community

galaniprojects is a member of the Thunder Coalition, which was founded by Hubert Burda Media ([www.thunder.org](http://www.thunder.org)). The Thunder Coalition offers a content management system based on Drupal 8, which is specifically designed for

media publishers and aims to build a worldwide network of companies that continuously enhancing the system.

#### Services

galaniprojects is a certified Thunder Integrator (CTI). We offer services such as project management, product management, graphic design, software development and quality assurance for Thunder CMS projects. On top of that, we are happy to support you in using other open source technologies, sharing our experiences as an active company in open source communities and supporting you in the development of new business models on top of open source technologies.

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## Quality Management

In the course of numerous implemented IT projects, we recognized the growing importance of IT quality management: IT systems are no longer developed once to then remain untouched over a period of many years. They are much more characterized by continuous development and constantly shrinking release cycles.

In order to gain long term success in the stability of the product, a solid quality management concept needs to be established and implemented as early as in the planning phase of the project. This concept evolves during the implementation, go-live and continuous enhancement phases of the project.

### HOW CAN GALANIPROJECTS SUPPORT YOU?

#### QM Outsourcing

Over the last few years, galaniprojects has trained extremely skilled IT quality managers that are able to support the planning as well as the practical implementation of professional QA. The aim is to lay the foundation during the project and enable your internal employees to take over when the product is life. All our employees are working for us permanently and are both ISTQB- as well as Scrum certified, hence are able to work in agile or in classic settings. Manual testing of the software is part of the portfolio, just as test automation, Behat testing and test-driven development.

#### Services

- Definition of the test-concept
- Definition of test scenarios and test cases
- Testing

- Evaluation of test tools
- Decision on type and extent of test automation
- Definition of testing cycles
- Organization of release acceptance in cooperation with project manager or product owner

#### Quality Management Blockchain

In the usage of the blockchain or smart contracts quality management has an immense significance: small mistakes or errors in smart contract, Dapps or DAOs can have catastrophic consequences. Therefore, the interaction of IT developers and lawyers is indispensable. galaniprojects is one of the first company worldwide to offer a combined team of software developers and lawyers for quality assurance in the blockchain ecosystem.

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## Project and Product Management

The initial business of galaniprojects is the management of complex IT projects. Already in the year 2006 the founder, Anastasia Galani, realized that due to the digitalization picking up speed, many companies needed practical and continuous support in their IT projects.

Specialist departments are often faced with challenges in communicating their requirements for IT projects to internal and external service providers in such a way that successful projects are planned. With increasing agility of IT projects a continuous support over the full duration of the project becomes vital.

Also, in the process of digitalization of business models companies often lack trained staff that can define digital products in line with the company's goals and take the responsibility to implement them during the development phases.

### HOW CAN GALANIPROJECTS SUPPORT YOU?

#### PM Outsourcing

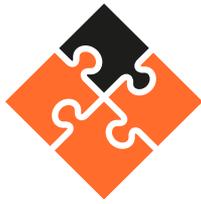
There is a need for IT project- and IT product managers that are willing and able to dive deeply into the processes of a particular industry and at the same time are technology specialists enough to communicate with IT staff on the appropriate level. For companies, it is useful to work with remote staff that are fully integrated into the organization for the duration of the project and ready to take responsibility for the project or for the product. This is exactly the kind of service that galaniprojects is offering.

#### Service

Our project and product managers are Prince2 and Scrum certified, hence are able to work agile or in classic settings. During the project, they integrate fully into the customer's organization and act in all respects in the sole interest of the company. We exclusively work with permanent employees, that have fully internalized this approach and perform the high quality that our customers are used to.

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## About us

The Company – Independent with a permanent team.

galaniprojects is an independent family business without further shareholders or investors. Our 20 employees are working in complex IT projects of our customers on a mid-term or long-term basis. In doing so, we are covering all necessary parts of the value chain needed by the customer. As a rule, each employee is placed just in one project and is focused just on one customer.

### HOW CAN GALANIPROJECTS SUPPORT YOU?

#### Our Values

##### We stay until it works

Your success is our success. Instead of only advising a strategy presented in a powerpoint presentation, our services include tangible products and projects, in which we work with you hands-on until your project succeeds. Our employee becomes a fully integrated part of your project team and is constantly on-site. We take responsibility above and beyond the booked service. Our focus is on the success of the project.

#### Unser USP

##### Cross-Industry Knowledge and Technology

We understand the business just as well as the technology. We support your experts in describing and specifying your requirements and commit to documenting in a way that the engineers can pinpoint their tasks precisely and

understand the aim of their work. We lead your tech team or steer your external IT providers in a way optimal for your business. We assist in finding the perfect technology and providers according to the strategic goals of your company.

#### Our Employees

##### Deep Dive and Hot Shit

We provide our employees with an interesting, diversified and challenging working environment. Part of that is a deep dive into the processes of our customers as well as working with hot-shit technologies and different methodologies.

For our customers this means: we add highly motivated team-members and experts that are not only highly up to date in their technologies and methodologies but are able to work on par with your specialist department.

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