ABOUT US

SOUTHWORKS is the remote dev firm people turn to for their most complex, high-profile projects. Our "own it, bring it, prove it" approach lets you make everything right – without the endless hand-holding and do-overs outsourcing is known for.

Established
2004

Delivered Projects
+800

Developers
+240

TAKE A 3-WEEK TEST DRIVE

Test Drive is the three-week proof of concept that lets you experience first-hand the difference our "own it, bring it, prove it" approach can bring to your next dev project.

Here's how your Test Drive works:

1. **Give us your toughest problem** - Pick the two or three things that carry the biggest risk in you project, and we'll tackle those up front.

2. **Sit back and enjoy the ride** - We'll get one of our Fireteams on it right away and get back to you with a proof of concept deliverable in just three weeks.

3. **Get great results or get your money back** - A successful Test Drive means you'll have overcome your biggest hurdle before you even start the full project. And our money-back guarantee means you've got nothing to lose.

Here's what you'll learn from your Test Drive:

- **See what it's like to work with our Fireteams** - from the daily updates and transparent communication style to our more efficient processes and faster throughput.

- **Determine a more accurate scope and roadmap for your project** - because you'll know exactly how much one Fireteam can get done in a week.

- **Reduce your risk, and see what's possible** - because we'll go ahead and tackle the most difficult tasks first, giving you tangible PoC results that serve as a steppingstone for future work.

- **Check a few of your most pressing needs off your to-do list** - you get immediate results without having to make a significant financial and time investment.

- **Identify needs, and spot potential challenges unique to your environment** - so you can plan ahead and avoid more pitfalls.

Test Drive gives you what you need to make everything right. And if we can do all this in three weeks, imagine what we could do in three months.

MAKE
EVERY
THING
RIGHT

MAKE EVERYTHING RIGHT™... IN EVERY LANGUAGE

Notes on the "Make Everything Right" meaning and idiom.

"Make everything right" is a promise, a commitment, to having high standards and doing things well in a world where others often cut corners. In a world where so many things go wrong, you can count on us to make it better, and right, and good (sense of relief in a world of chaos).

[1] **Literal meaning:** Build it correctly – do it the right way and make sure it works
- Implies taking initiative, being proactive, having high standards, delivering excellent quality, building it the right way from the start. No shortcuts. No missing pieces. No cutting corners.
- Example of usage: "There's no room for error on this, so pay close attention because we have to make everything right."

[2] **Idiomatic meaning:** If something isn't absolutely right, then do whatever is necessary to correct it.
- Implies a high level of commitment to customer satisfaction, personal responsibility, integrity, etc.
- "If you aren't 100% happy with the results, just let us know – and we'll do whatever it takes to make everything right."
- Others may have treated you wrong before, but we're here to make everything right (i.e., make it all better, take care of you, treat you well, always do right by you).

Anyone who promises to make everything right is someone who will treat you right.

OUR SERVICES

ON-DEMAND STREAMING **ODS**	MULTI-CLOUD ARCHITECTURE **MCA**		DATA WAREHOUSING **DWA**		CI/CD PIPELINES **CI**$_{CD}$	
LIVE STREAMING **LS**	MODERN WEB APPLICATIONS **MW**$_A$	MOBILE & DESKTOP APPLICATIONS **MD**$_A$	BIG DATA ANALYTICS **BDA**	CONVERSATIONAL BOTS & VIRTUAL ASSISTANTS **CB**$_{VA}$	LOAD & PERFORMANCE TESTING **TST**	
DIGITAL IDEXING & ARCHIVING **ID**$_{AV}$	IOT SOLUTIONS **IOT**	MIXED REALITY (AR/VR) **AR**$_{VR}$	EVENT STREAM ANALYTICS **EV**$_{SA}$	EXPERIMIENT & PERSONALIZATION **EX**$_{PE}$	RELEASE MANAGEMENT **RL**$_M$	DEMOS & REFERENCE IMPLEMENTATIONS **DE**$_{RI}$
BROADCAST & STUDIO WORKFLOWS **BW**	CLOUD-NATIVE APPLICATIONS **CN**$_A$	PLANET-SCALE APPLICATIONS **PS**$_A$	BLOCKCHAIN **BLK**	COMPUTER VISION **CV**	SITE RELEABILITY ENGINEERING **SRE**	HANDS-ON LABS **HOL**
	SYSTEM & PLATFORM INTEGRATIONS **SI**	LIFT & SHIFT **L^F**		AI/ML CUSTOM MODELS **AI**$_{ML}$		FRAMEKWORK, TOOLS &SDKS **SDK**

Alibaba Cloud

aws

Azure

Google Cloud

- ■ Media & Entertainment
- ■ Cloud & Applications
- ■ Data
- ■ AI & Machine Learning
- ■ DevOps
- ■ Learning & Documentation

THE MAKE IT RIGHT PROCESS

RIGHT START

Our proactive teams will get your project started the right way with thorough project scoping, proof-of-concept demos, and a "make everything right" attitude.

RIGHT SPEED

Meet deadlines with ease since our teams work on 1-week sprints, not 2-week sprints, adapt as needed to meet project needs, and operate like a start-up.

RIGHT TEAM

Instead of assigning individual developers to your project (who are typically juggling multiple projects), we give you a dedicated Fireteam that focuses on one project at a time. These are self-directed, three-person teams (lead developer and two engineers) overseen by a principal software engineer.

RIGHT HAND-OFF

At the end of the project, get complete documentation so your in-house teams can pick right up where we left off. No do-overs necessary
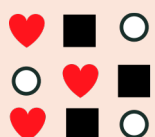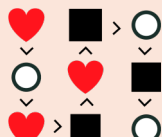
AGILE METHOD-OLOGY

SCRUM PROCESS

DAILY SCRUM
- DONE?
- DO?
- BLOCKER?

1. WHAT HAVE I DONE YESTERDAY?
2. WHAT WILL I DO TODAY?
3. WHAT ARE MY BLOCKERS?

SPRINT
- TEST / FIX / QA
- REVIEW RESULTS
- ADAPT TO CHANGE
- MANAGE SPRINT
- DEVELOPMENT

BURNDOWN CHART

SPRINT PLANNING
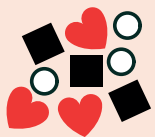
SPRINT BACKLOG	PRODUCT BACKLOG	USER STORIES		UAT	PRODUCT RELEASE	SPRINT RETROSPECTIVE

- BACKLOG PRIORITIZED BY BUSINESS VALUE
- SPRINT BACKLOG INCLUDES BUGS
- TEAM DECIDES WHAT IT CAN COMMIT TO DELIVER
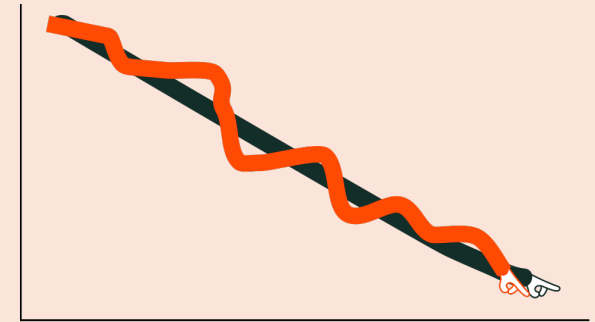- SPRINT BACKLOG GROOMING WILL FURTHER PRIORITIZE THE ORDER OF DEVELOPMENT/IMPLEMENTATION
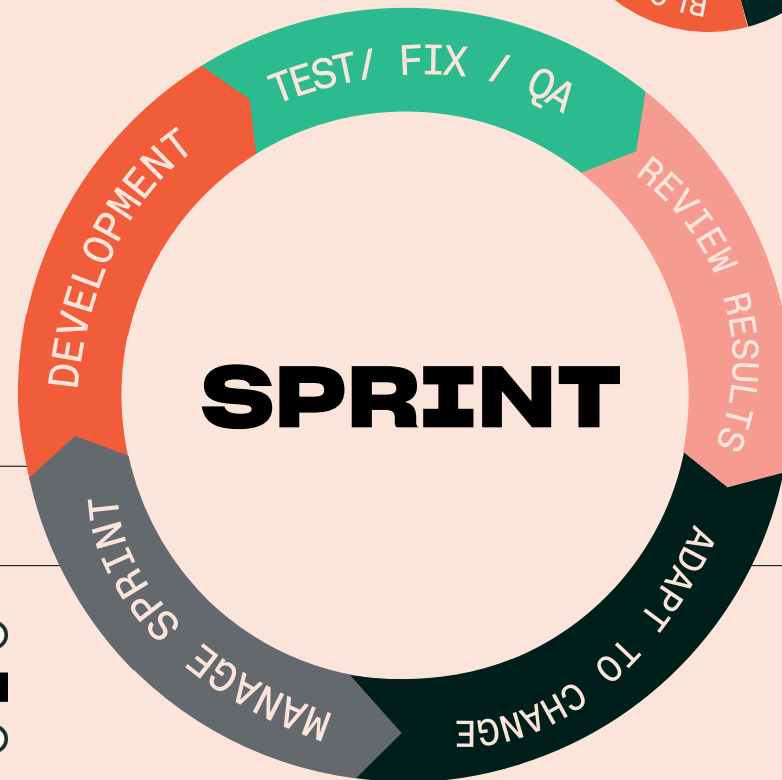
- 1 WEEK OF ELAPSED TIME
- ITERATIVELY DEVELOP/TEST/REVIEW/ADAPT/MANAGE
- LEVEL OF EFFORT = STORY POINTS
- VELOCITY = STORY POINTS/SPRINT PERIOD
- DYNAMICALLY ADJUST WORKLOAD
- TEST DRIVEN DEVELOPMENT
- WEEKLY BACKLOG REVIEWS

- PRODUCT INCREMENT – DELIVERY OF ALL PRODUCT BACKLOG ITEMS DURING SPRINT.
- SPRINT RETROSPECTIVE
- WHAT WENT WELL?
- WHAT WENT WRONG?
- WHAT CAN WE IMPROVE?

OUR CUSTOMERS

MAKE EVERYTHING RIGHT