



sunbytes

Accelerating your success with our **tech craftsmanship**

Maximizing efficiency, innovation, and growth





At Sunbytes. We listen.

What our clients faced

sunbytes

We got your concerns

At Sunbytes, we work closely with a diverse range of clients, each facing their own unique challenges in software and product development.

Over time, we've gained valuable insights into common concerns and obstacles in all industries, allowing us to provide tailored and effective solutions to our clients

- **Access to global talent**
- **Global or regional scalable and flexible solutions**
- **Insight into quality talents**
- **Cultural benefits and differences**
- **Performance measurement for remote work**
- **Training and development**
- **Clear budget expectations**
- **Scope not clear at start**





At Sunbytes. We do.

What we can to help



sunbytes

How we help our clients

Pain point	Recruitment solutions	Software development projects	Dedicated developers & specialist(s)	Team as a Service
Clear budget expectations	✓	✓	✓	✓
Cultural benefits and differences	✓	✓	✓	✓
Performance measurement for remote work	✓	✓	✓	✓
Insight into quality talents	✓	✓	✓	✓
Access to global talent	✓	✓	✓	✓
Global or regional scalable and flexible solutions	✓	✓	✓	✓
Training & development		✓	✓	✓
Tech consultancy		✓	✓	✓
Scope not clear at start			✓	✓
Full control of the team			✓	✓
Tech leadership				✓

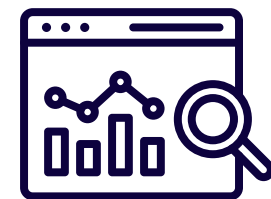
Recruitment solutions

With our expertise and dedication to top-tier talents, we are committed to helping clients build a high-performing team that drives your organization forward.



Criteria	Basic Package	Middle Package	Standard Package	Premium package
Design & execute recruitment plan	✓	✓	✓	✓
Screen resume by HR and hiring manager	✓	✓	✓	✓
Initial Interview with HR	✓	✓	✓	✓
Technical assessment	-	✓	✓	✓
Personality test	-	-	✓	✓
Interview with technical lead	-	-	✓	✓
Interview with client	✓	✓	✓	✓
Background & reference check*	-	-	-	1X

Add-on services:



Market Research



Background Check



Reference Check



Dedicated developers

Dedicated remote engineers to cover different tasks in the whole Software development Life Cycle (SDLC).

	Hiring via Sunbytes	Freelancers or Headhunter agencies
Time to get the right developer	0-8 weeks	unsure and unverified
Time to start a project	2-3 days	2-8 weeks
Time to scale the size of the team	0-8 weeks	3-12 weeks
Experience with dedicated resources	Guaranteed and tested	Unsure
Dedicated account manager	✓	-
Quality assurance	✓	-
Project failure risk	Extremely low	High
Dedicated resources backed by a team/CTO	✓	-
Impact due to turnover	Low	Costly
Regular training and industry updates	Regular company wide and individual	At freelancers' initiatives
Net available time	36 - 40 hours/ week	36 hours/ week (unsure)
Cost model	Monthly	Daily/Weekly/ Monthly
Recruitment surcharge fee	Startup fee	✓ (platform usage/ recruitment fee)

Dedicated team

A dedicated team will entirely focus on the client's project, and the client has 100% control over the team. The dedicated team will spend all of their time working for the client, and no team member will be switched to handle another project or be assigned tasks from other clients.

This is the best choice if the team will be added to an existing structure that has tech leadership.

When you need dedicated team



Established business



Startup



Company expansion

Our talents



10 years of delivery



0-8 week onboarding



Bilingual IT experts

Ideal development team





Team as a service (TaaS)

Each TaaS team is tailor-made and hand-selected based on our analysis of your requirements. A special feature of TaaS provided by Sunbytes is that you can completely entrust the project to the TaaS team and then focus on more important work to help your business grow faster.

When you need TaaS

- There is no technical leadership in your organization.
- You're looking for flexibility in the scope of work.
- You do not have time for any team recruitment & management tasks.

Our talents



10+ years of delivery



0-8 week onboarding



Bilingual IT experts

sunbytes

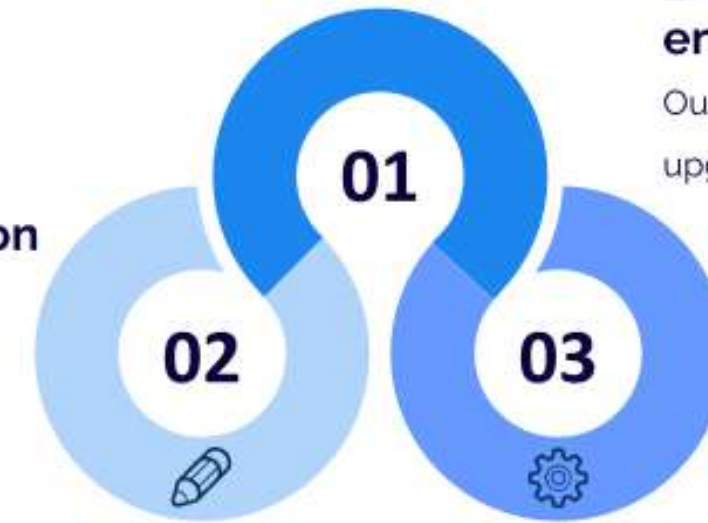
Capabilities we deliver

Full cycle software development

For over 12 years of operation, we have supported our clients in bringing their ideas to life by developing many projects ranging from custom software development, core business systems, cloud platforms, complex websites, e-commerce, and mobile apps for our clients.

2. Porting and Migration

Sunbytes developers have successfully migrated various applications to help our clients create centralized systems.



1. Creation, customization, enhancement

Our developers can build, customize and upgrade multiple features of any systems

3. Legacy system maintenance, support

Hiring a skillful dedicated team to maintain a system is a good choice for cost saving.



Healthcare



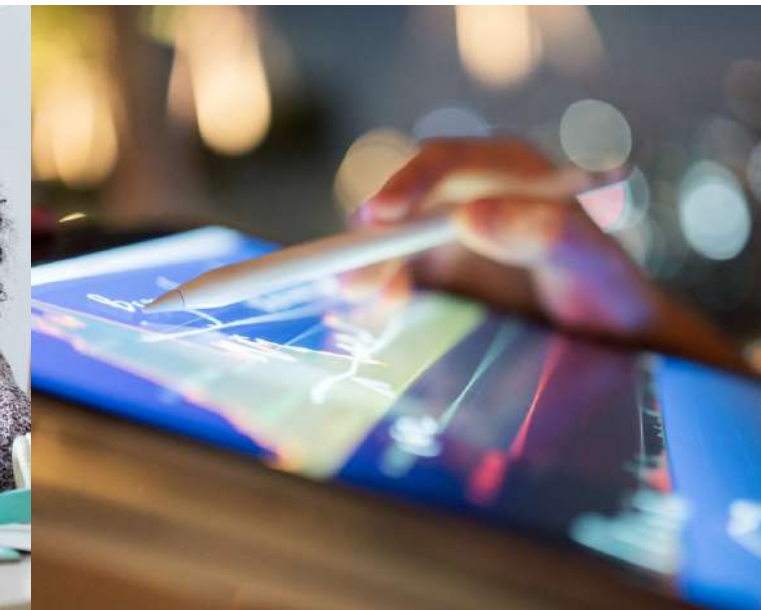
Publishing



Internet of Things (IoT)



Education



FinTech

Consulting

- Strategy consulting
- Technical consulting
- Resource consulting

Quality assurance & control

- Quality assurance
- Manual testing
- Automation testing

Software product engineering

- Conceptualization
- UX/UI design
- Application development,
- Product engineering and development

Cloud services

- Architect
- Infrastructure
- Integration
- Modernization




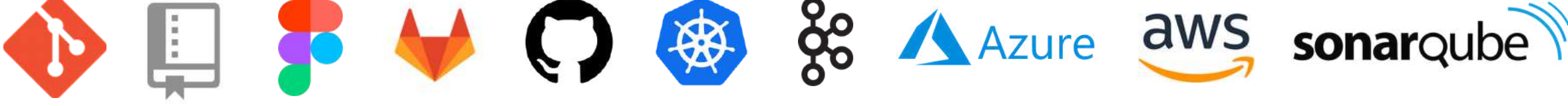
Database system

- Data monitoring & management
- Data security
- Data integration
- Data analytics

Information management

- DevOps
- Network security
- System administration
- Support and maintenance

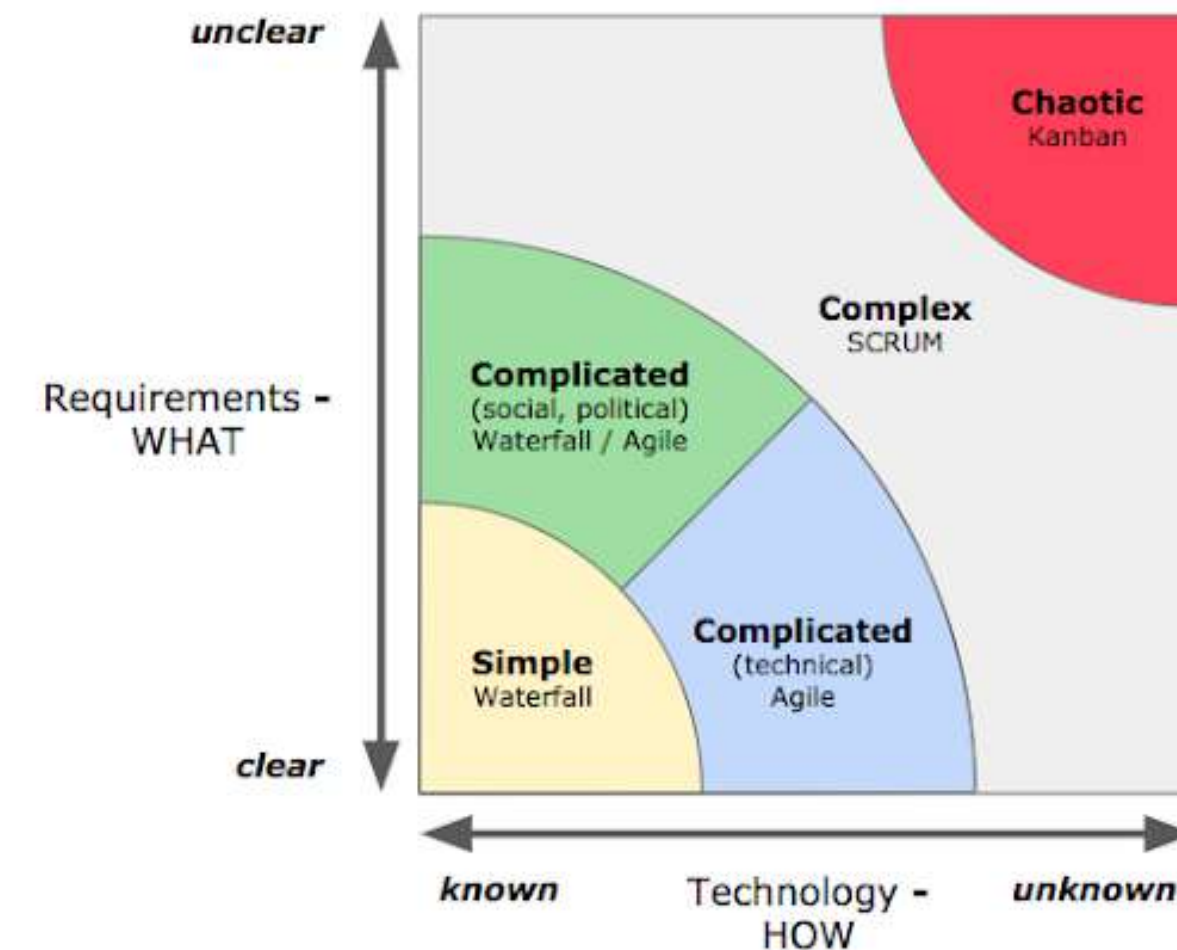
Technology stacks

Functions	Tools/ Languages
Programming languages	
Frameworks	
Database & server	
Tools/ Platform	

Methodology

We endeavor to apply a fundamental yet personalized approach to every client and their projects.

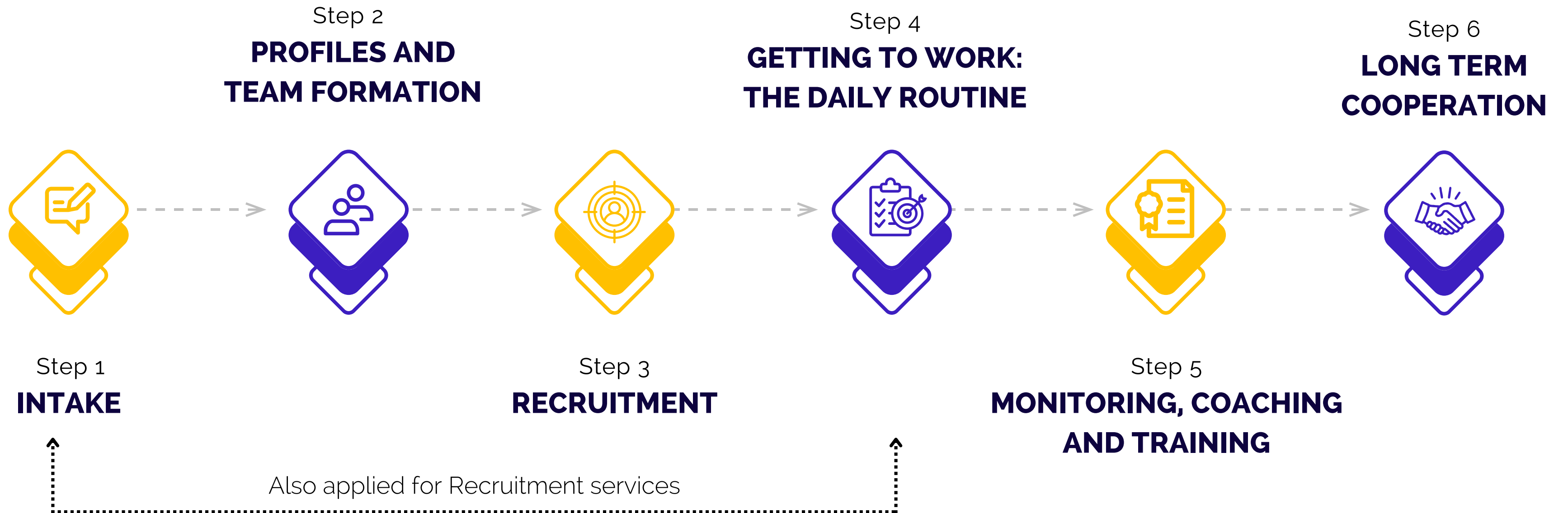
Methodology	Pro	Cons
Waterfall	<ul style="list-style-type: none"> • Suitable for projects with well-defined requirements • Perform verification and validation • Extremely scalable 	<ul style="list-style-type: none"> • Testing is only available in the last 3 development phases • Documentation takes time • Changes or new insights are more costly and needs a lot of admin • Estimations contain more risk
Agile	<ul style="list-style-type: none"> • High productivity • Transparency • Rapid and continuous delivery 	<ul style="list-style-type: none"> • Dynamic costs • Lack of documentation
Agile - Scrum	<ul style="list-style-type: none"> • Quick and efficient delivery • Large projects are divided into sprints 	<ul style="list-style-type: none"> • Need scrum master or require experienced staffs • Deadline is not considered
Agile - Kanban	<ul style="list-style-type: none"> • Increased visibility of the flow • Improved delivery speed • Alignment between goals and execution • Improved predictability • Improved dependencies management 	<ul style="list-style-type: none"> • Not a good fit for fixed-budget projects • Demo's and progress updates to stakeholders are not at the core • Achievements and milestones need more attention



How we start

Applied for:

- Dedicated teams
- Team as a Service





At Sunbytes. We prove.

Why Sunbytes?



sunbytes

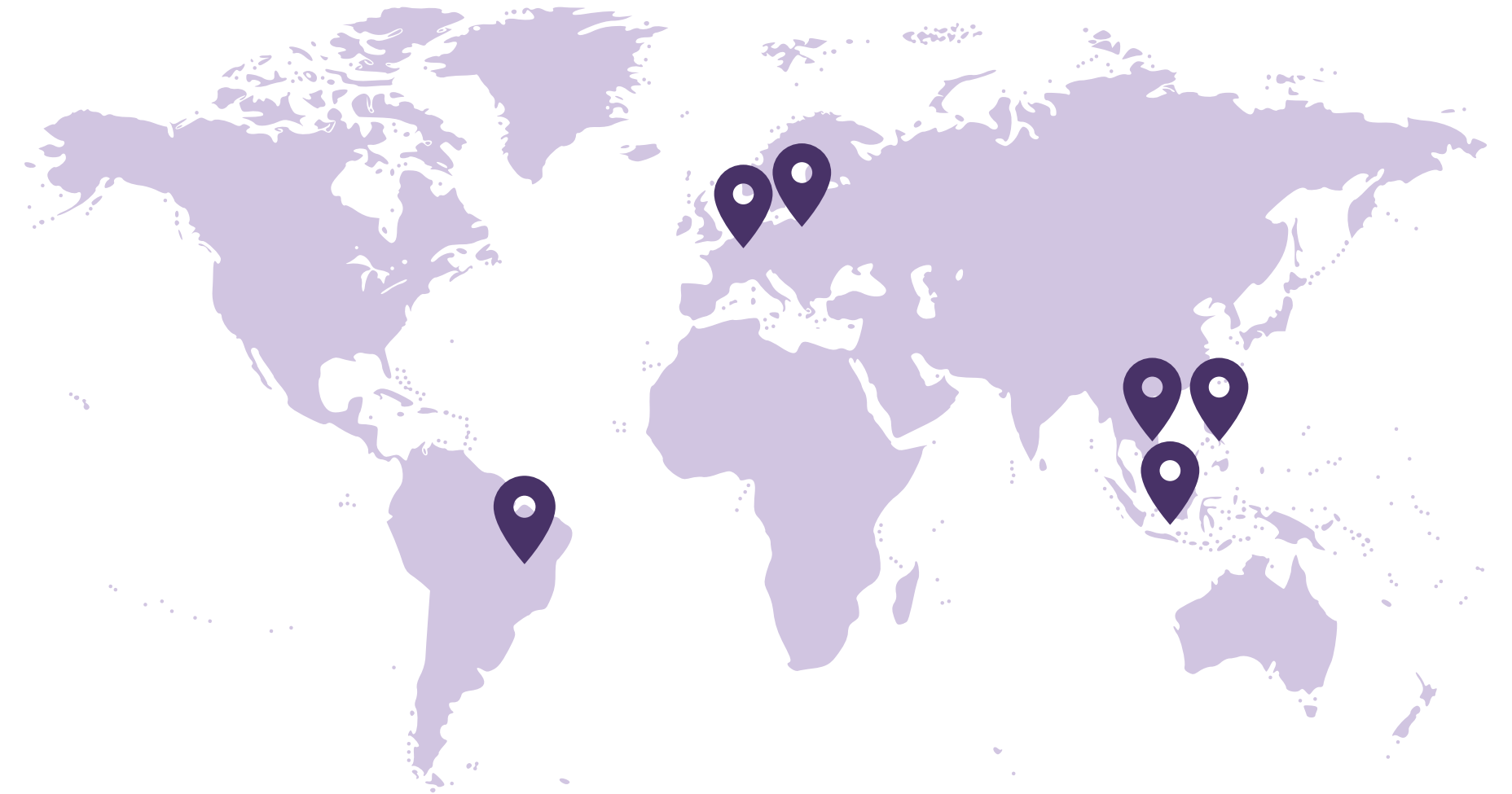
About us

Since our modest beginnings as a close-knit trio in 2011, Sunbytes has grown into a dependable **IT resource** and **solution partner**. What truly distinguishes us is our unwavering commitment to delivering exceptional customer experiences, driven by our intensive industry and technical expertise.

We have teams in West and East Europe, South East Asia, and South America.

We offer committed and tailored solutions to our clients, with an aim to propel their businesses' technological abilities to the next level:

- Dedicated resource services
- Recruitment services
- Software development projects



2011

Year established

2 (+4)

locations

45+

employees

200+

projects completed

12+

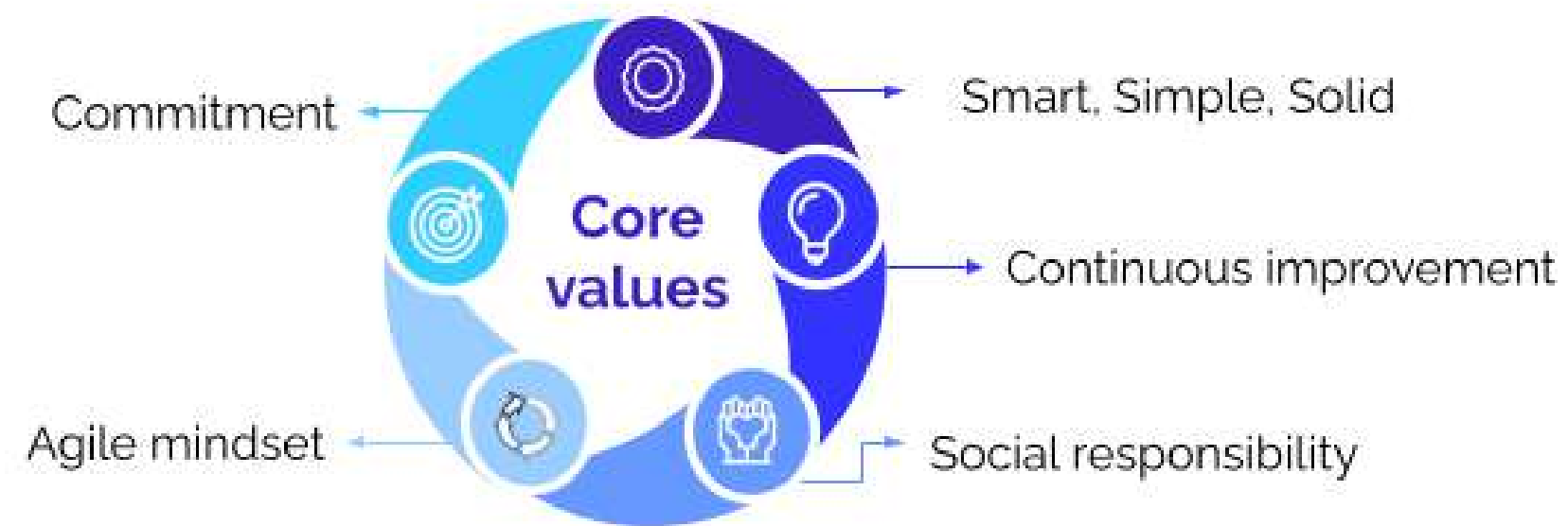
years of experience

sunbytes

Our mission and approach

To offer tailored expertise and resource solutions in IT to companies that create measurable positive impact.

We believe in



Our founders



AMANUEL FLOBBE

CEO & Co-founder



JORAM DEES

Co-founder



KOEN KLASING

CTO & Co-founder

Tailored team structure

Each team is defined based on the requirements of your projects. All of our developers are required to participate in weekly training sessions by our CTO.



Average 7+ years of experience

Our expertly curated teams consist of seasoned professionals in roles such as **Product Manager, Engineering Manager, Software Architect, Software Developer, UX/UI Designer, QA Engineer, Business Analyst, Tester, and Team Lead or Technical Lead** all boasting an average of 7+ years of industry experience.

Bilingual IT experts

Our IT experts are fluent in **English, French, Dutch, Portuguese, Polish, Indonesian, Filipino, and Vietnamese**, enabling seamless communication with clients worldwide.

Certified professionals

Our professionals are **certified by internationally recognized organizations**, ensuring the highest level of expertise and competence in their respective fields.

Starting from 1 Full-time equivalent

A single Full-time Equivalent can be allocated across **various disciplines** to align with your specific requirements.

Why choose us



Tailored team solutions

From 1 FTE, can be split over several disciplines (if available)



Technical consultancy

Sunbytes puts the sustainable growth of our client's business at first



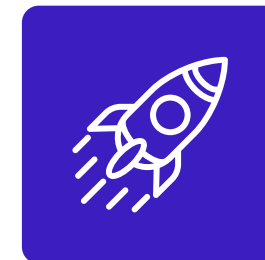
Security & NDA

All of the Sunbytes staff are required to sign an NDA before starting to work



Technical experience

Our team brings a wealth of technical experience to tackle your most challenging projects



Quick scalability

24 hours to 8 weeks onboarding time to get top-notch developers from Vietnam, the Netherlands, the Philippines, Brazil



24/7 Support

Our round-the-clock support thrives alongside our versatile, globe-spanning hybrid team



At Sunbytes. We thrive.

**How we brought
success to our clients**

sunbytes

Our clients



Rijksoverheid



Eduardo Bernal

Vice President Digital Delivery
TeamViewer

"Sunbytes' in-depth knowledge and resources helped us several times to make the right decisions for the next stages of the projects"



Wouter Bruijning

Digital Project Manager
Kwadraad

We have a team where FUN is one of the things that comes to mind. Also, we have very short lines; When we contact each other, it usually takes less than five minutes to respond and react.



Justin DeMaris

CTO
Organic

"Sunbytes has been a critical part of development for Organic as we have grown from managing a single site to a wide portfolio of them."

Case study | SandGrain

SandGrain is a Holland-based technology company, specializing in Device Authentication and Industry 4.0.

They make an immutable "electronic barcode" for IoT end nodes, supported by a central cloud platform for globally unique identities.

THE CHALLENGES

- **Product development:** to develop a highly secured cloud platform
- **Recruitment & management:** To hire qualified talents and manage the team

THE SOLUTIONS

- **Service:** Team as a Service
- **Solutions:** Full-cycle software development

THE OUTCOME

- Already after 3 sprints functional prototype of the platform and service, which is extended with every sprint
- Functionality is proven to be correct in verification tests with prototype hardware

THE PROJECT

- **Timeline:** 2023 - ongoing
- **Team size:** 6-10
- **Task:**
 - Sunbytes does integral development of the Azure cloud platform, based on our high-level architecture and functional requirements.
 - This includes the full development flow, from architecture, security reviews, back-end development, DevOps, quality testing, and documentation.
- **Methodology:** Scrum
- **Technology stacks:** NestJS, NextJS, TypeScript, ReactJS, Azure, Github

THE TESTIMONIAL



Pieter Hooijmans

Co-founder and CTO - SandGrain BV

"The commitment and engagement are impressive. Purely based on mutual trust Sunbytes started to assemble the team at their own risk even before we had our seed investment signed."

Case study | 3Rs Centre Utrecht

The 3Rs Centre Utrecht (3RCU) is part of the Utrecht Animal Welfare Body (Instantie voor Dierenwelzijn Utrecht), a body of Utrecht University and the University Medical Center Utrecht, which monitors the welfare of laboratory animals and the quality of animal experiments in research and education. 3RCU stimulates the development, application and acceptance of animal-free methods.

THE BRIEF

- Database revamp
- Data migration challenges
- Data UX upgrade

THE SOLUTIONS

- **Service:** Dedicated team

THE OUTCOME

- Reprogram a database
- Migrate all information from old database to new database
- Upgrade the user experience of the database

THE PROJECT

- **Timeline:** Aug. - Dec. 2023
- **Team size:** 2-5 members
- **Task:**
 - Reprogramming of a web-based database from an unconventional CMS to WordPress followed by the migration of the database content. Lastly, the database user experience was ameliorated.
 - Enhancing the UX/UI design of the client's database.
- **Technology stacks:** WordPress

THE TESTIMONIAL



Jeffrey Bajramovic

Director - 3Rs Centre Utrecht

“Excellent. Frequent feedback sessions, realistic planning and on time finalization.”



Contact us

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