scalefocus

IT solutions for sustainable growth

"Making people smile

is the ultimate goal of our software solutions.

We do IT for you."

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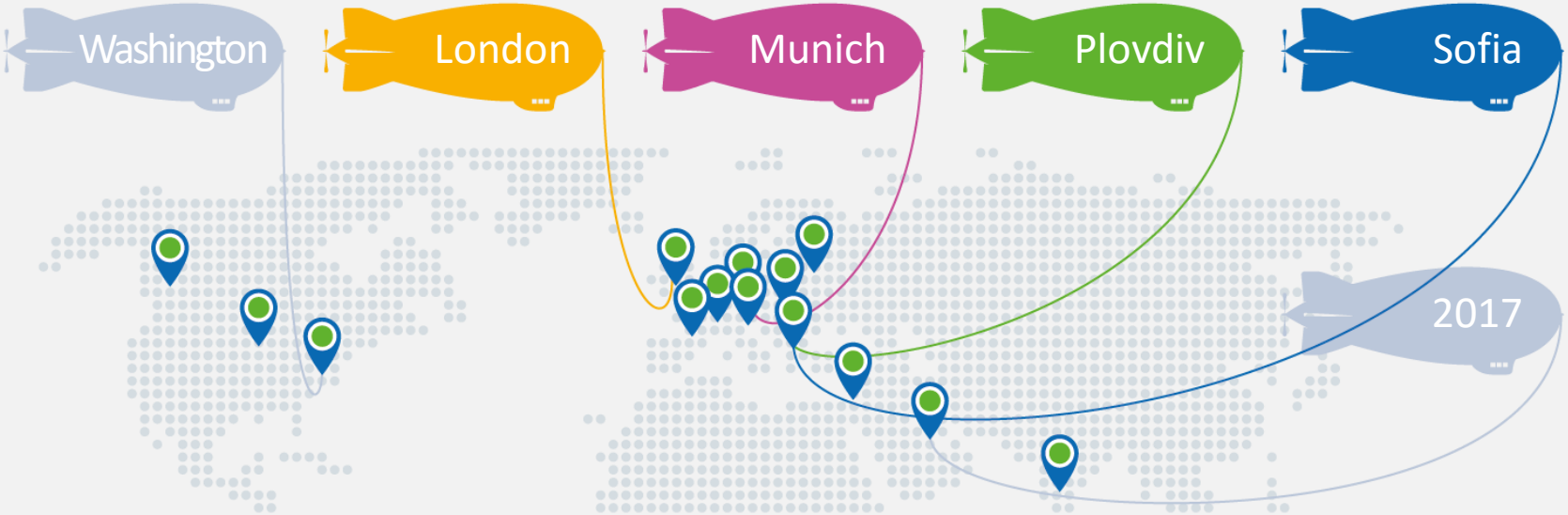
ScaleFocus Today

35+
Awards

330+
Employees

5 Offices
Sofia, Plovdiv, London, Munich, Washington, D.C. and more



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ScaleFocus Today

- Great Team & World Class Expertise
- Encourage Intrapreneneurship & Foster Innovation
- Agile & Lean Approach

- Customer Development before Solution Development
- Business Model adapt around the Value Proposition

- SAP HCP Startup Challenge
- Preis der Deutschen Wirtschaft (AHK)
- Fastest growing in Europe, Computer Services (IBA)
- Outsourcing Service Provider of the Year in UK (NOA)

Technologies

successfactors™
An SAP Company

SAP Partner
TM

SAP hybris

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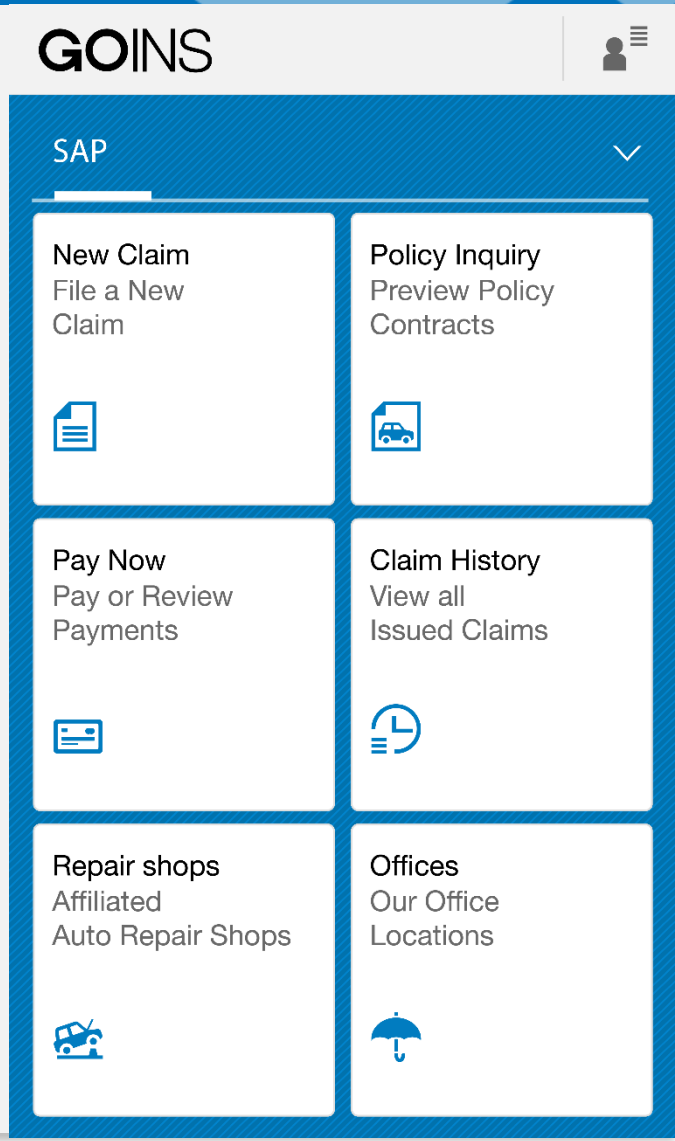
GoIns

Business value proposition

- ✓ Improve customer satisfaction
- ✓ Engage clients and build loyalty
- ✓ Reduce the “human error” factor
- ✓ Speed up and streamline all claim handling processes
- ✓ Optimize expenses
- ✓ Integration with core insurance systems
- ✓ Provide BI on customer behavior
- ✓ Provide new revenue channels
- ✓ Increase value of brand equity
- ✓ Automated data collection
- ✓ Improved risk assessment



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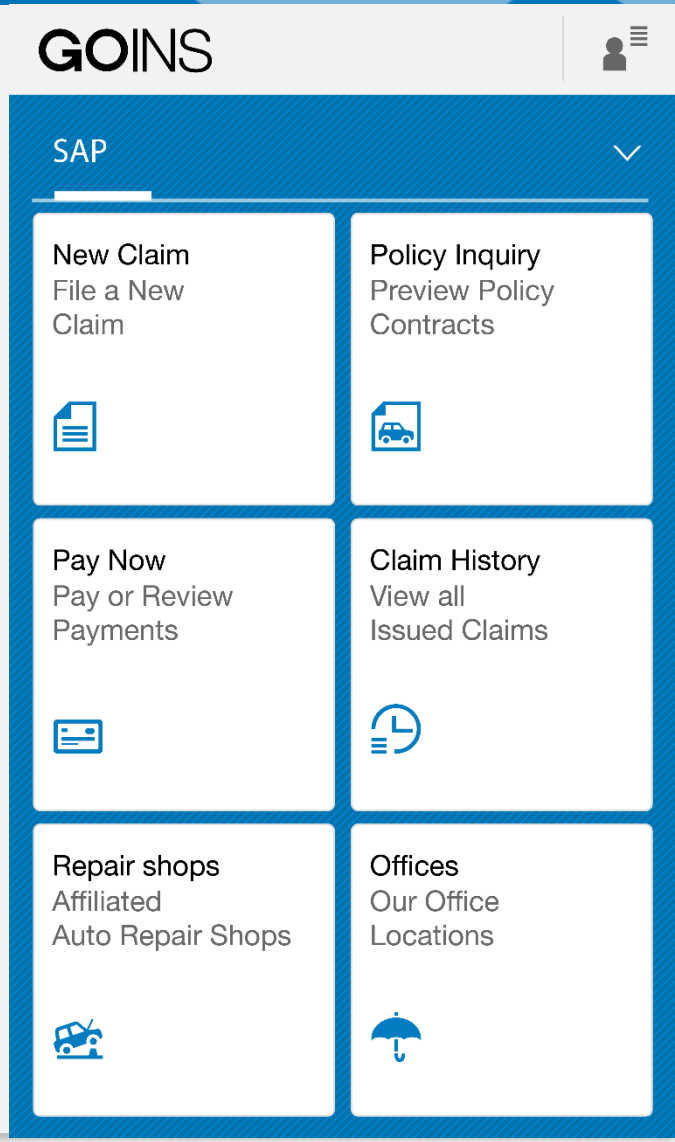
End-user value proposition

- ✓ Availability anytime and anywhere
- ✓ Save time and effort by going mobile
- ✓ File a claim in a few easy steps
- ✓ Feel enabled to choose the right policy
- ✓ Remote policy management and reminders
- ✓ Online payment
- ✓ Monitor the status of all claims
- ✓ Optimize expenses and get personalized coverage
- ✓ Raliability and security of information



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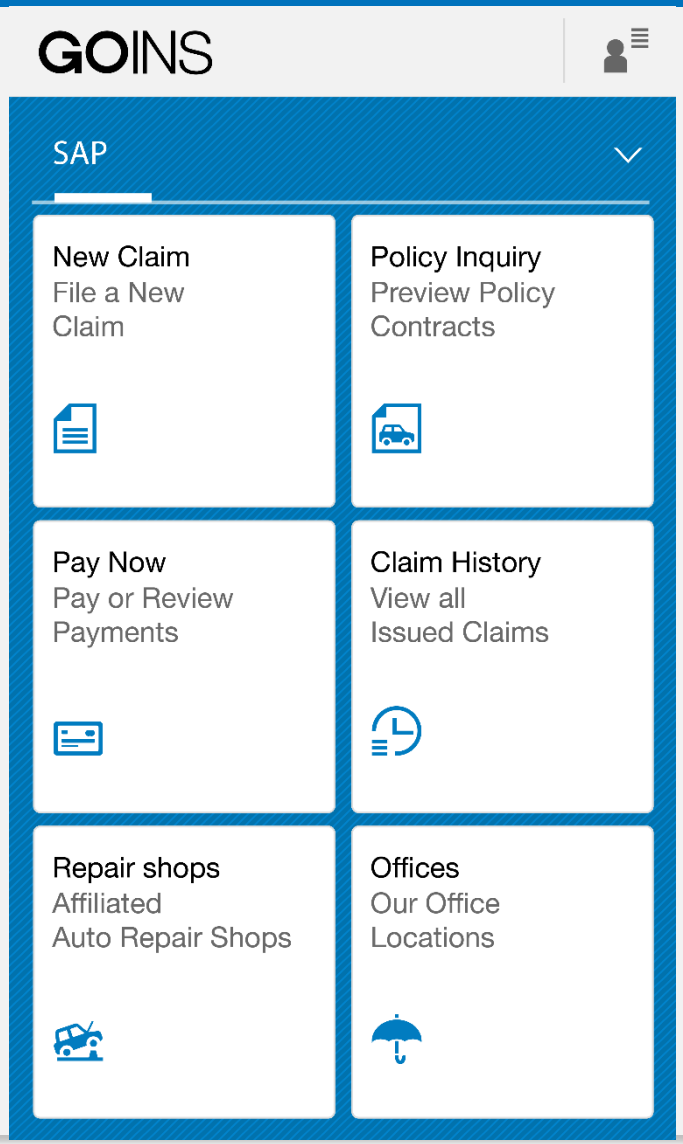
Technologies



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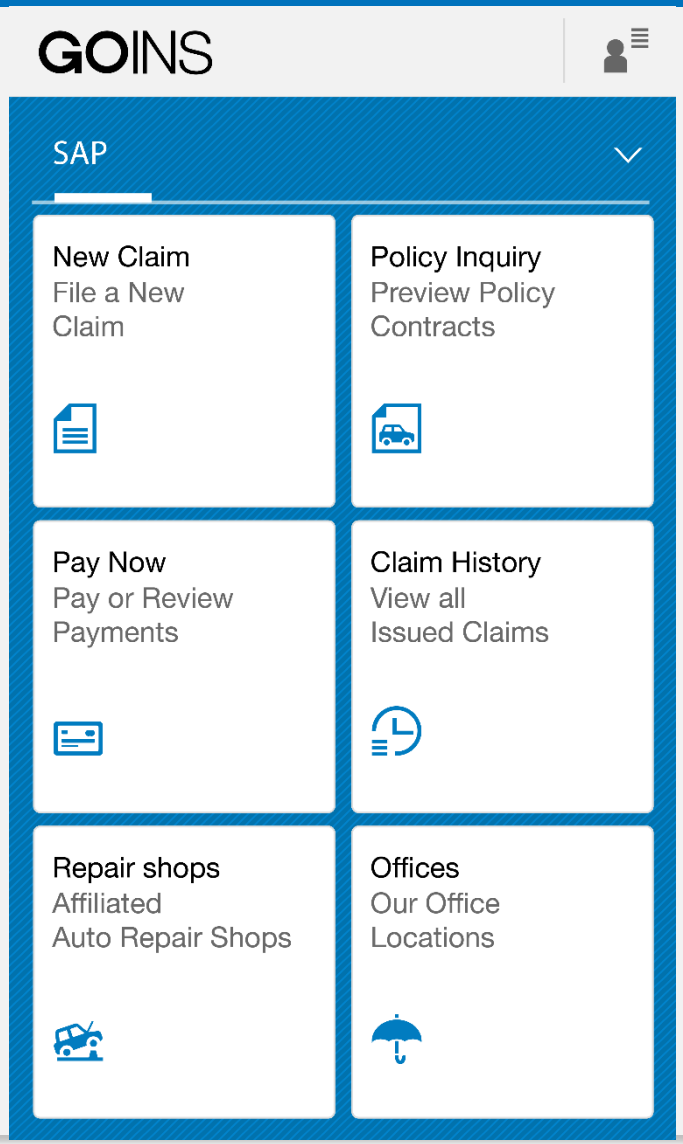

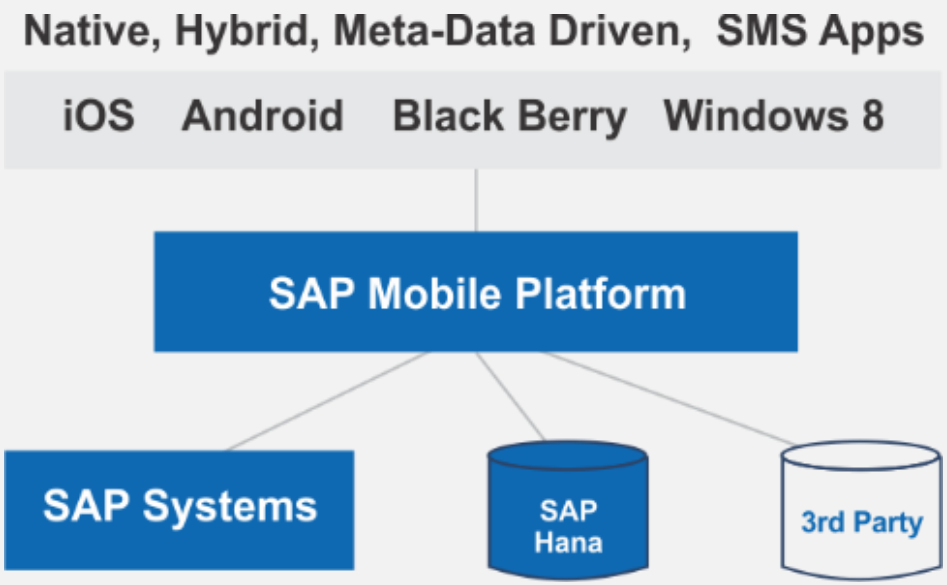

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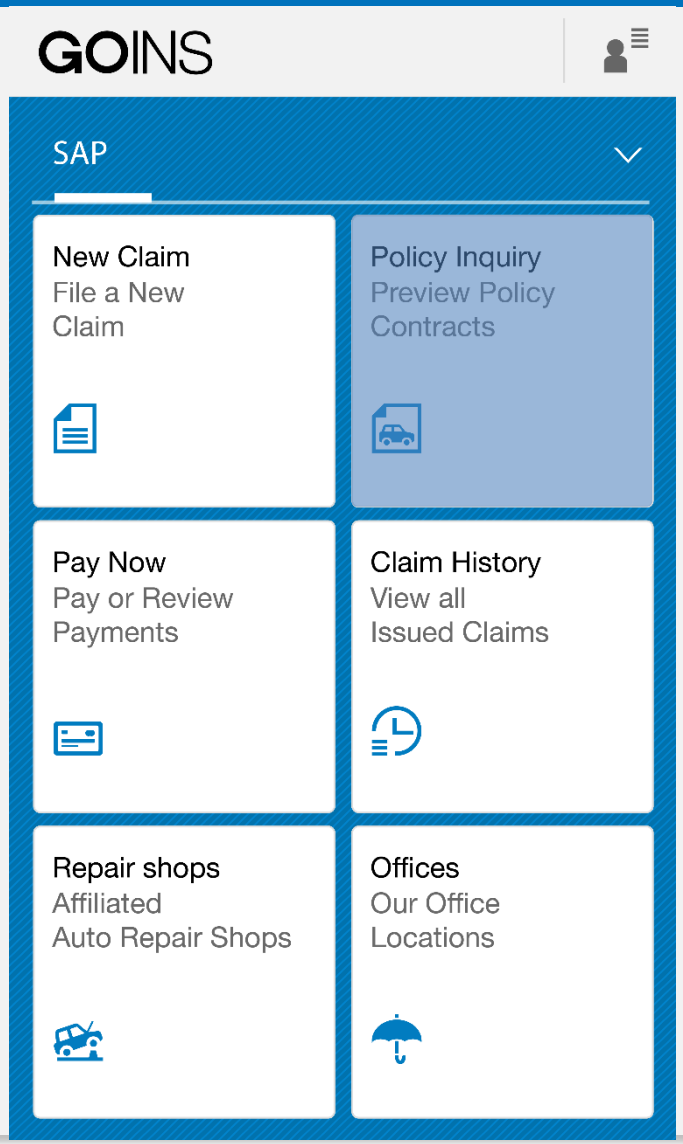

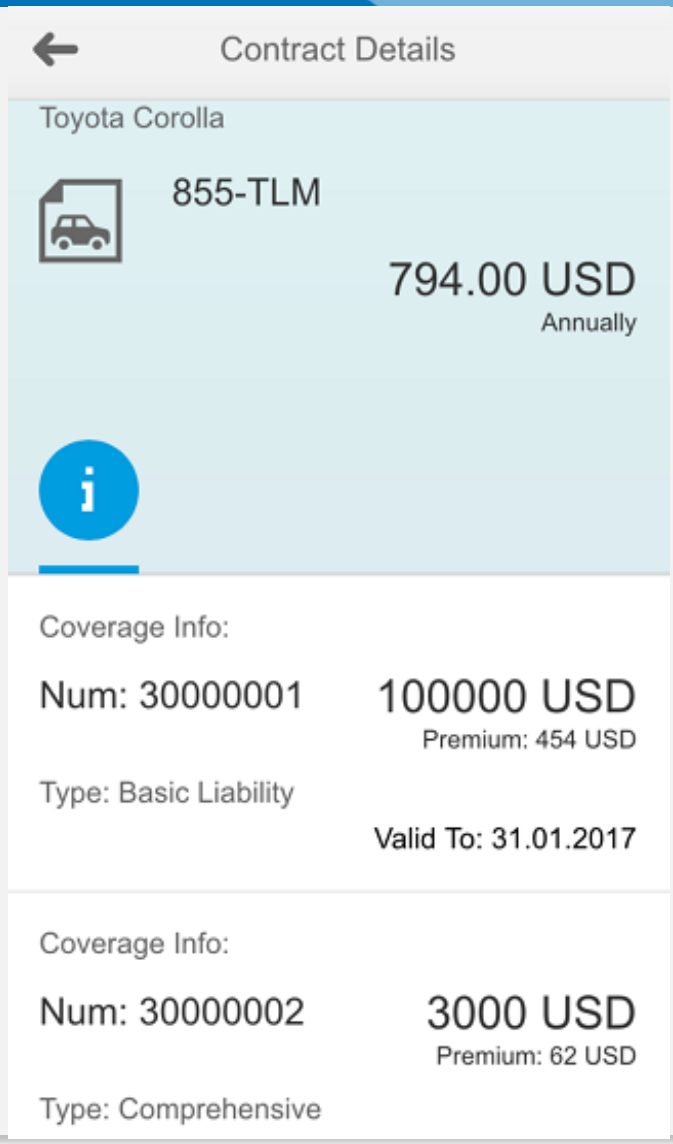

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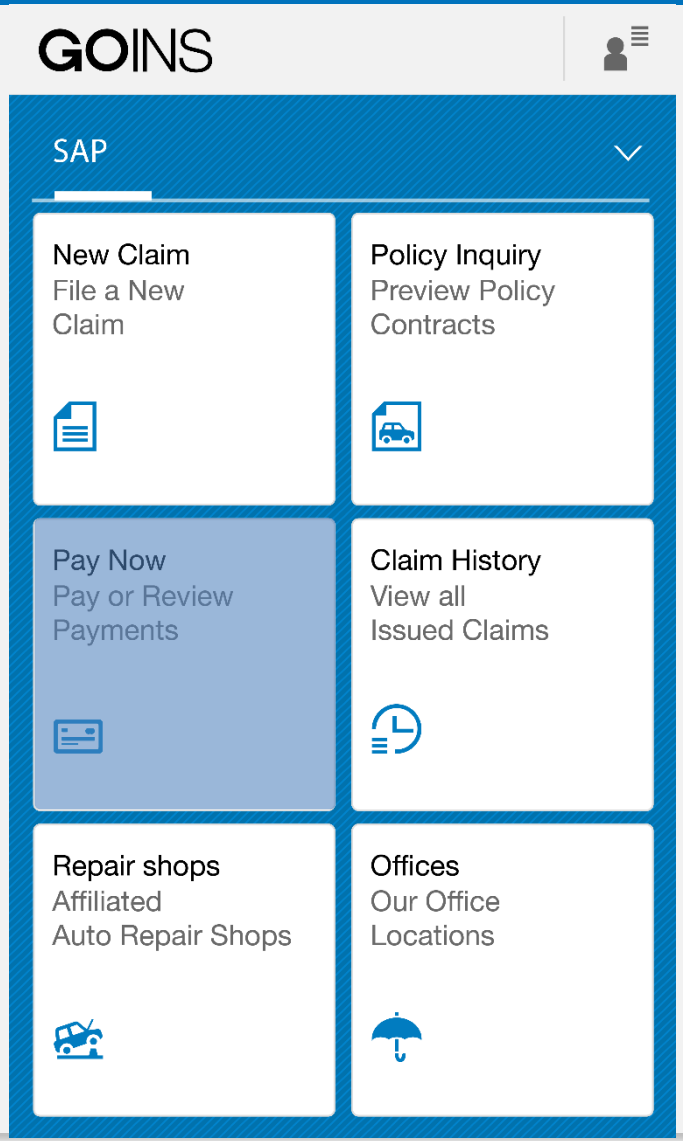

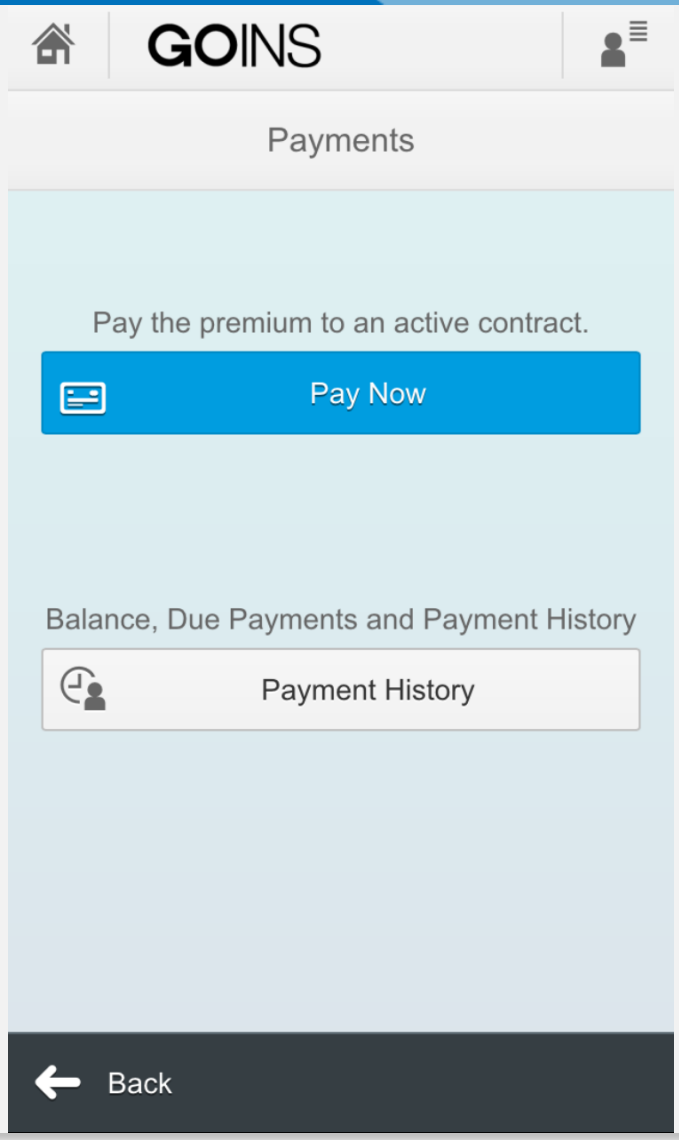

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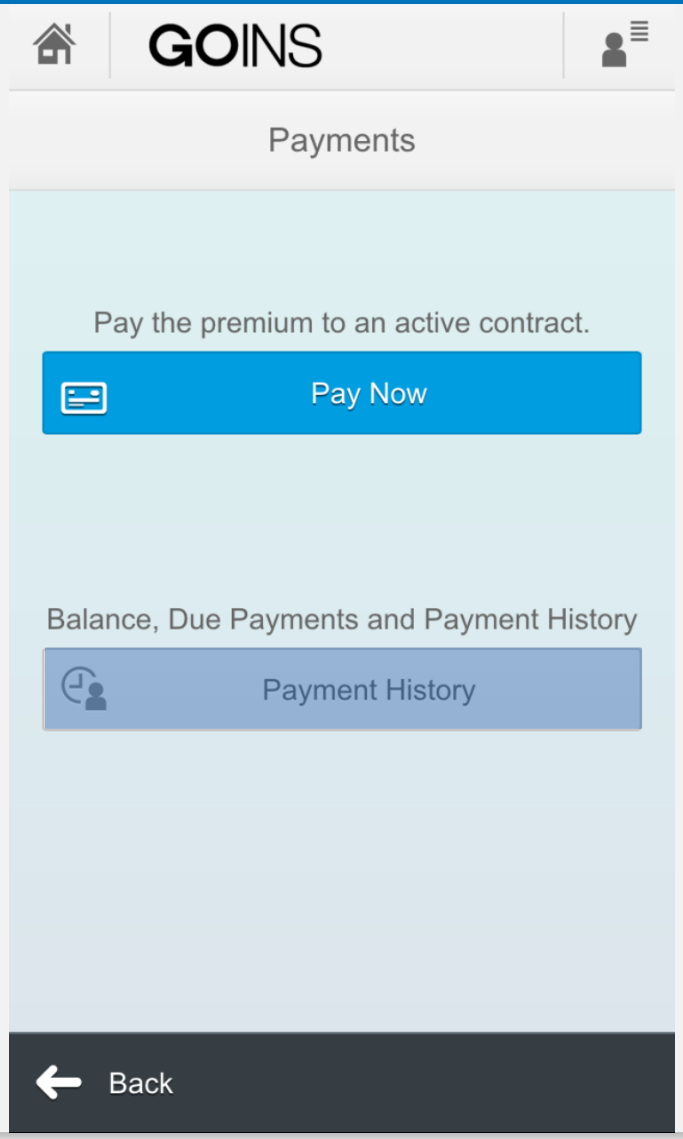

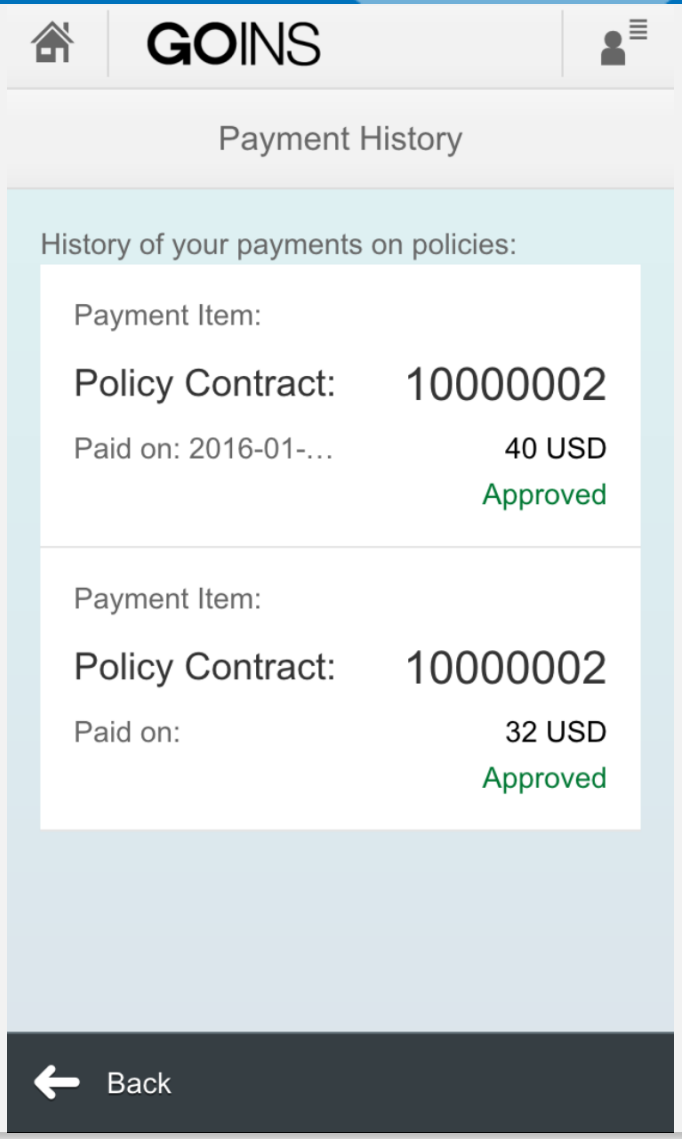

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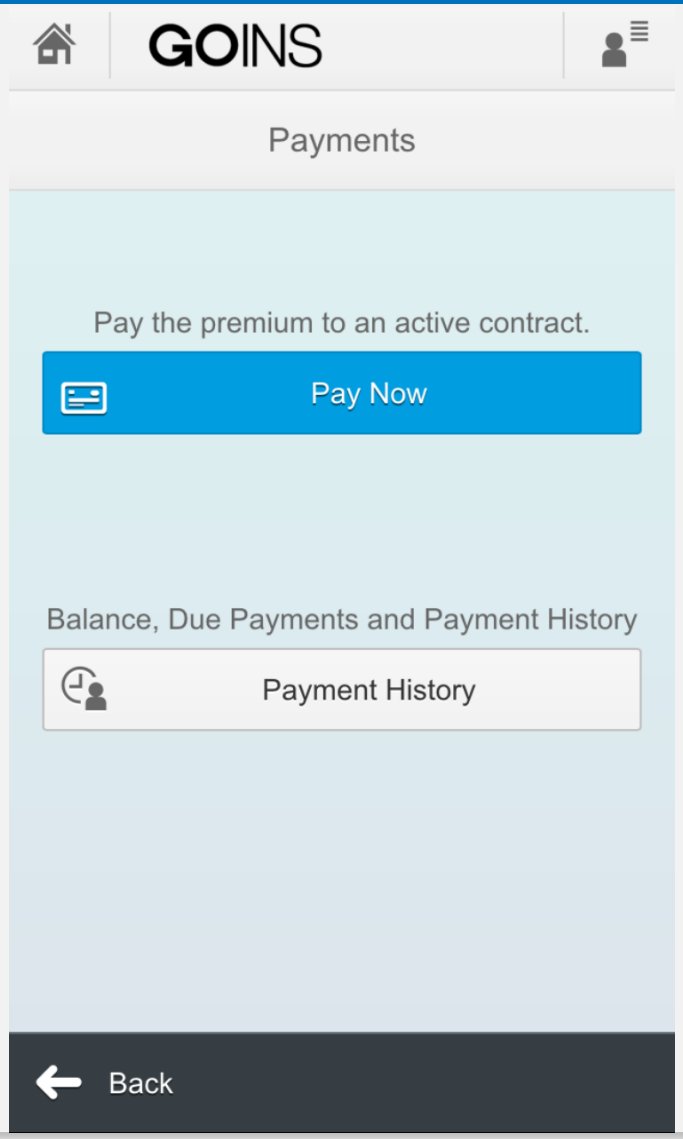

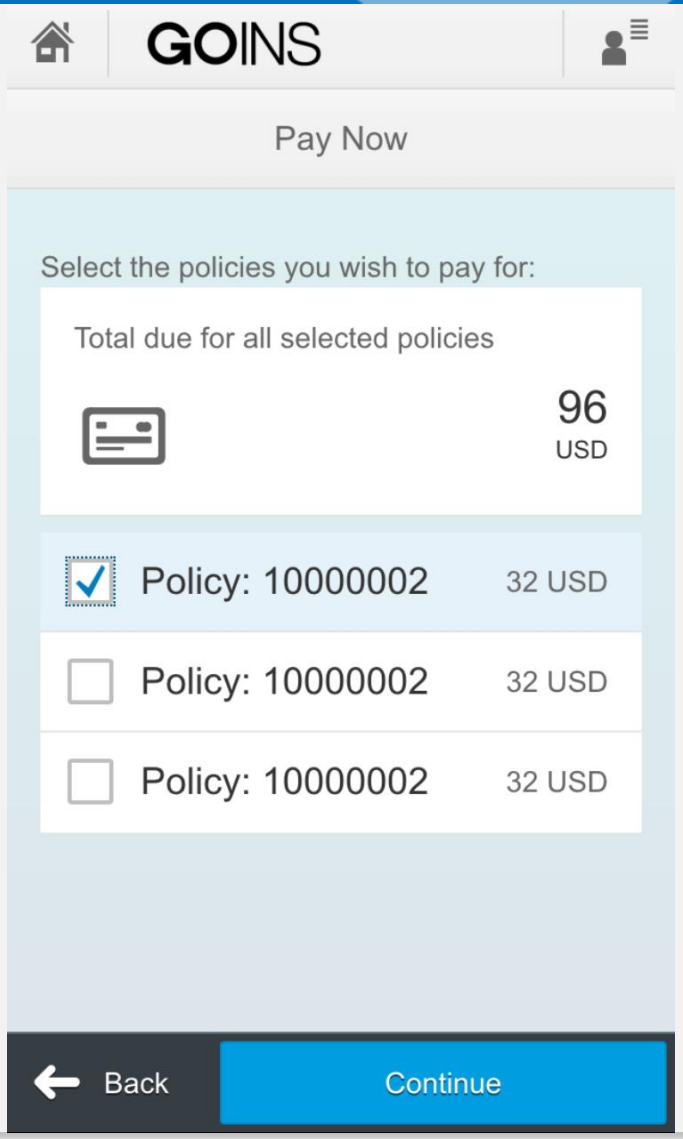

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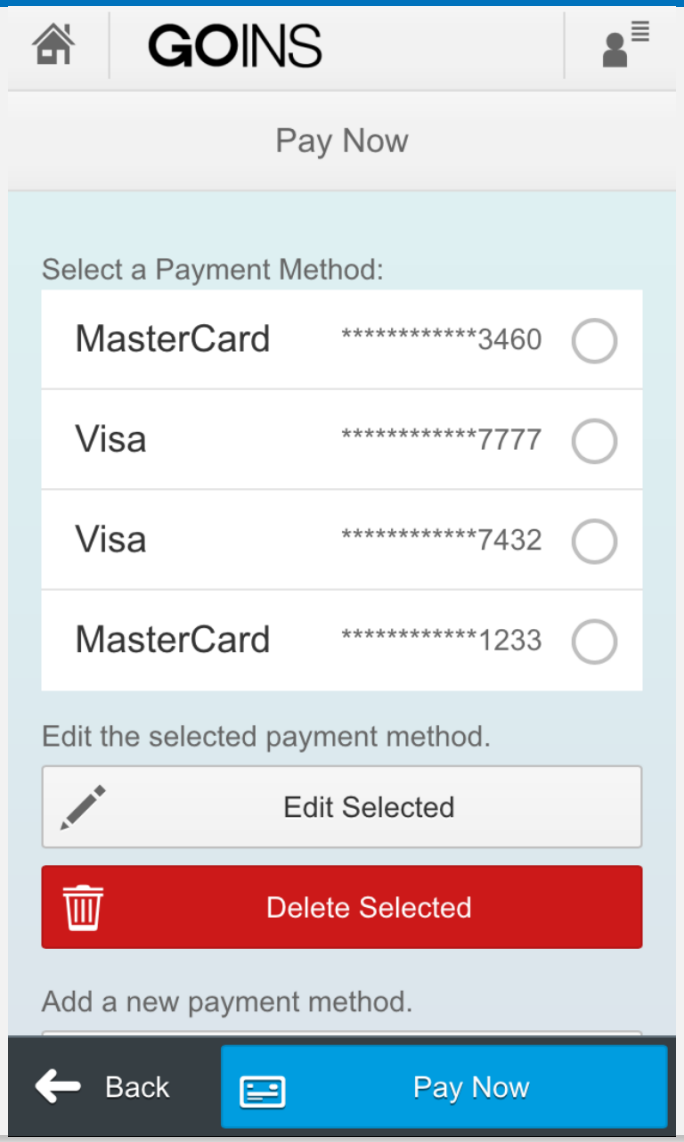

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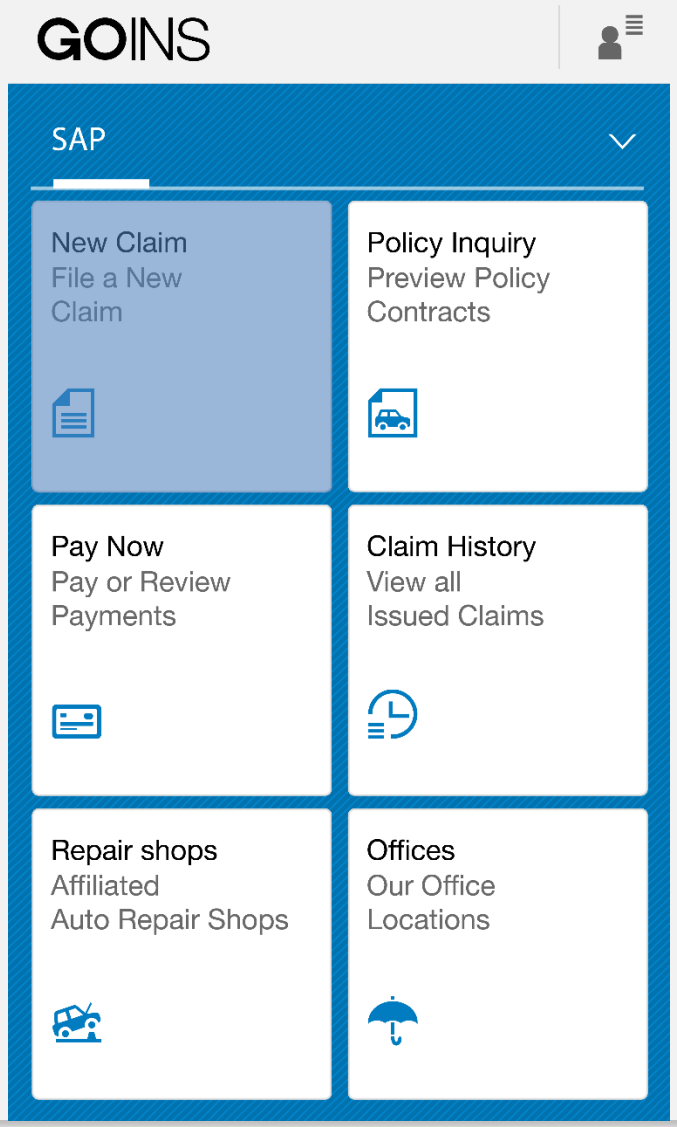

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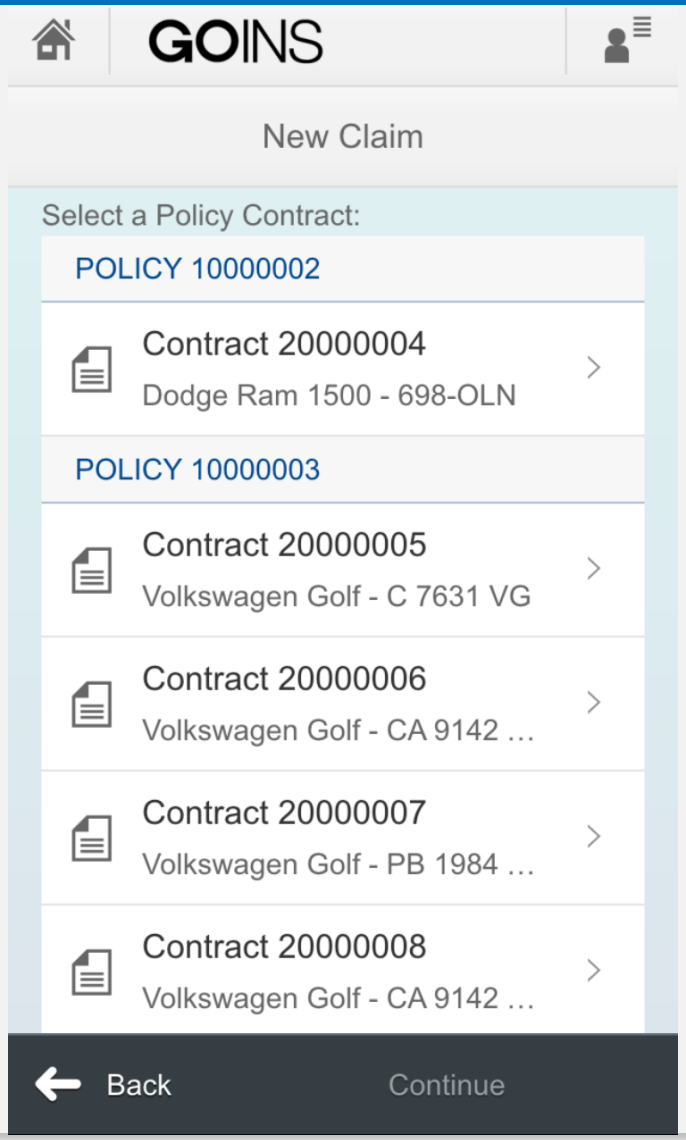

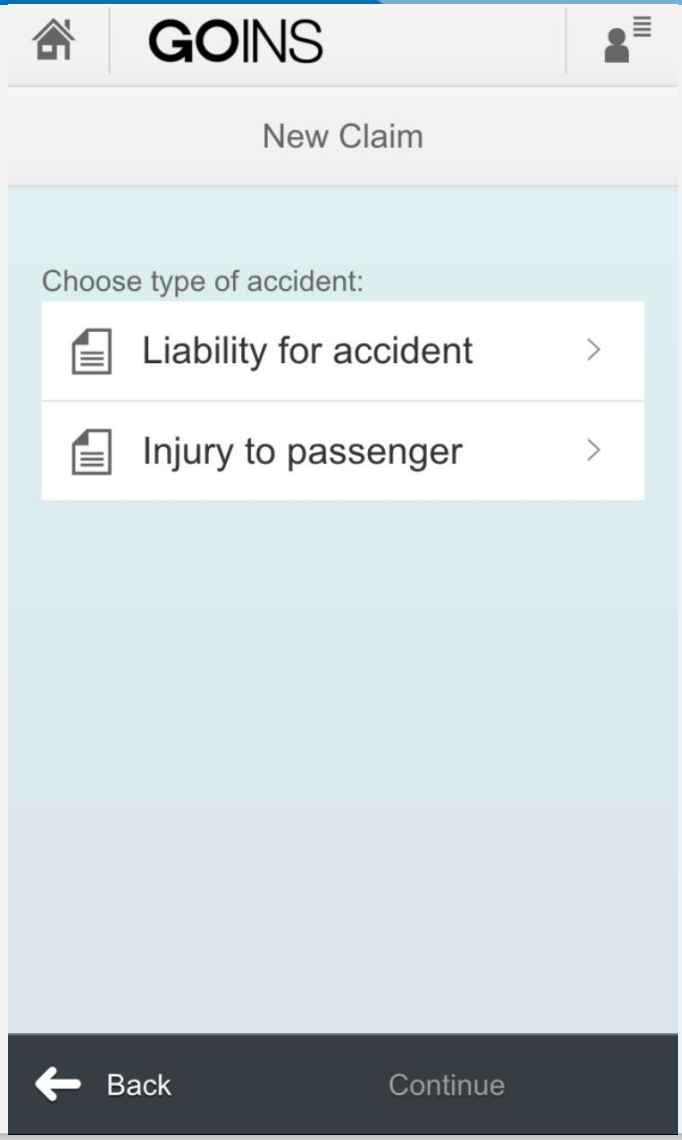

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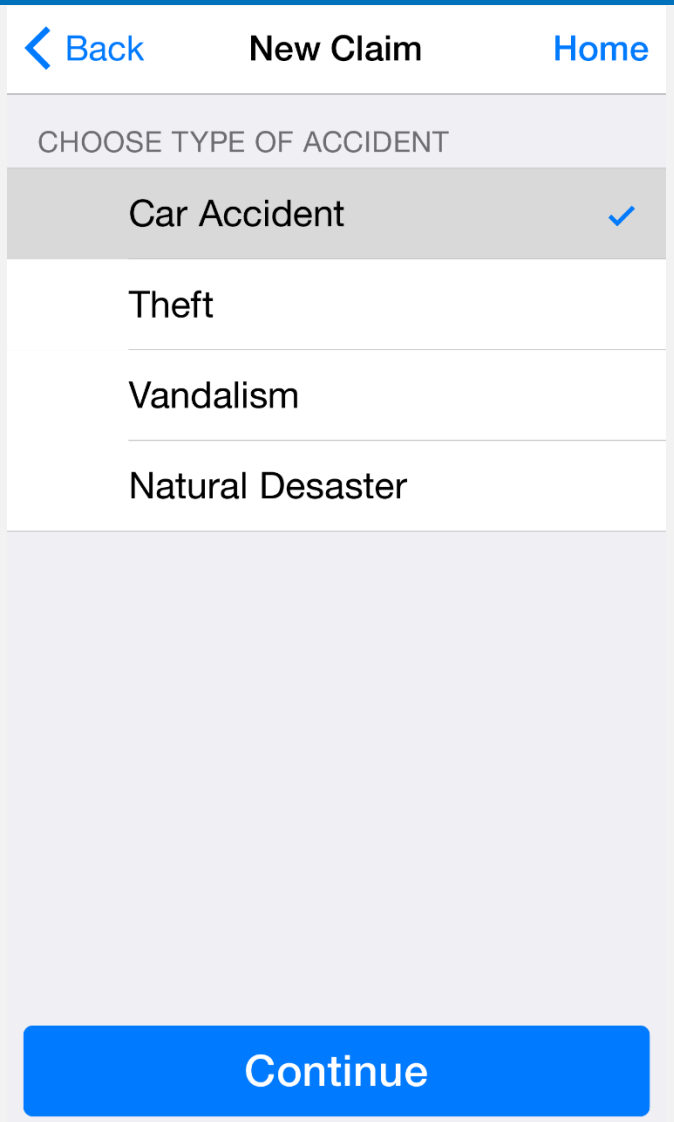

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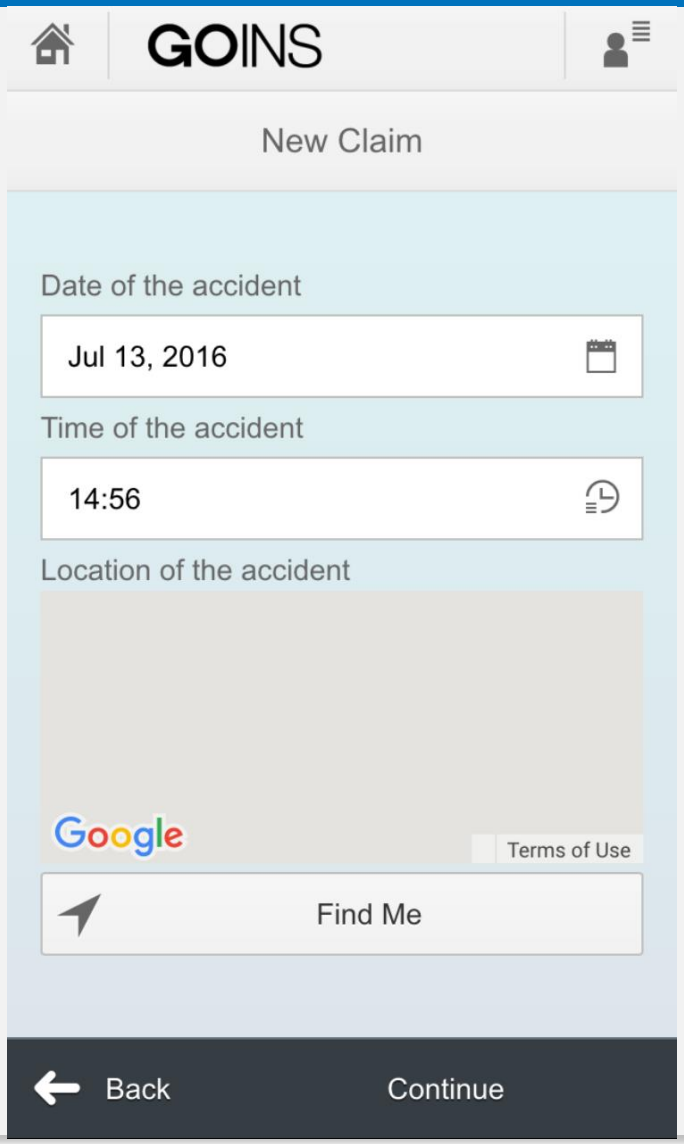

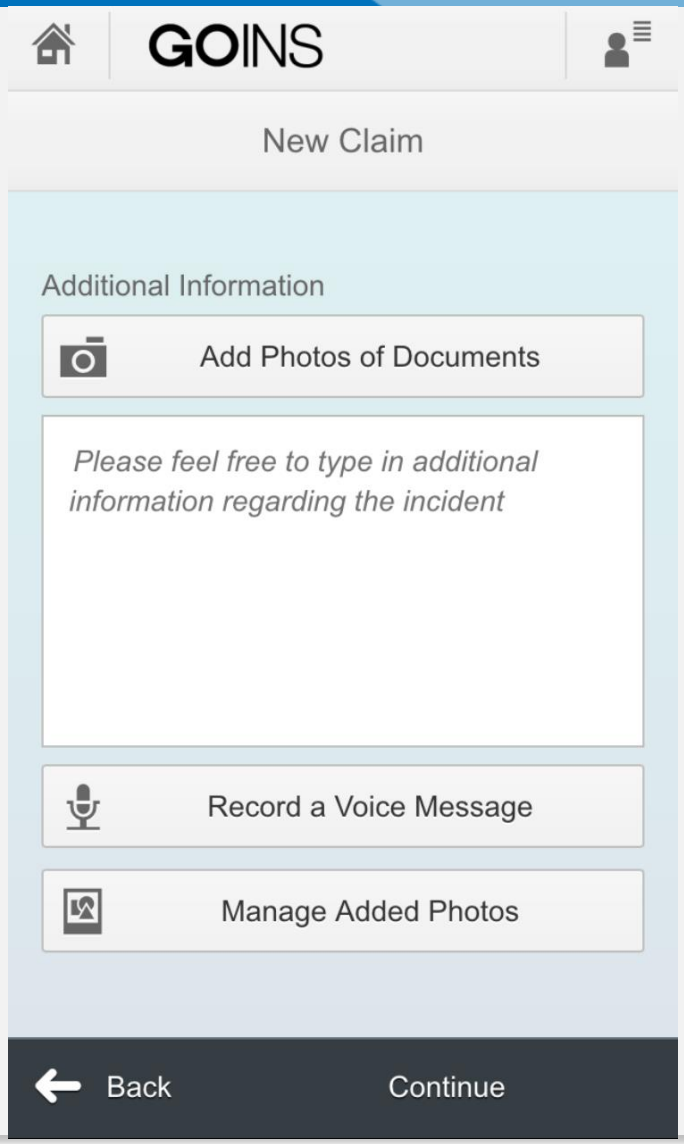

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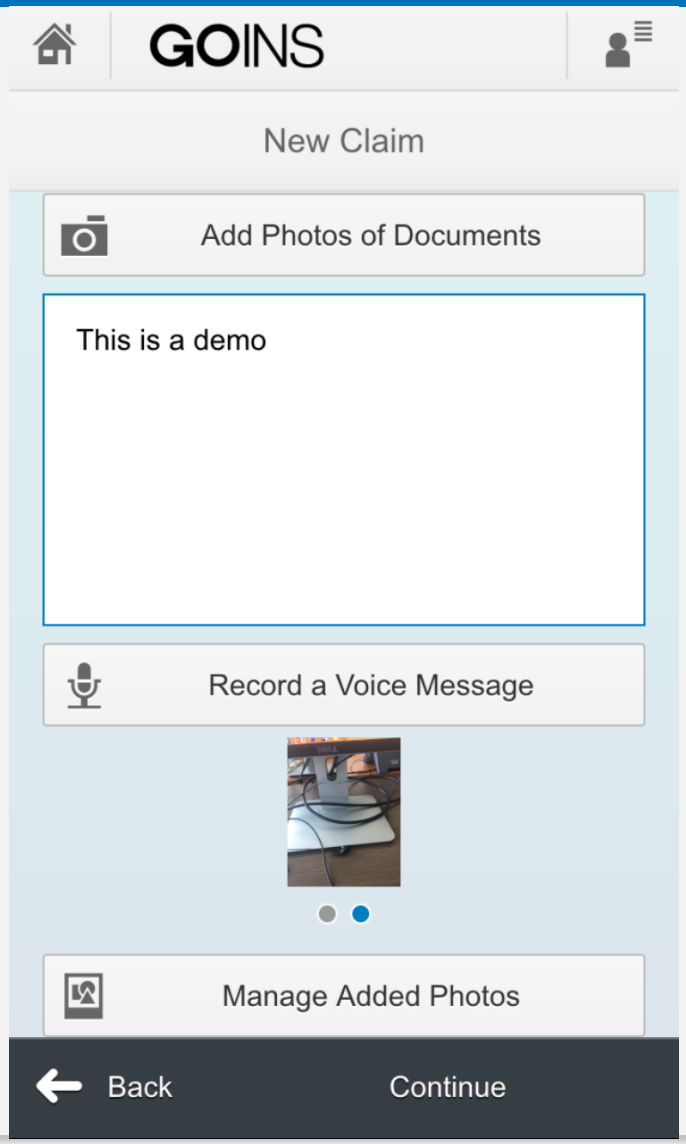

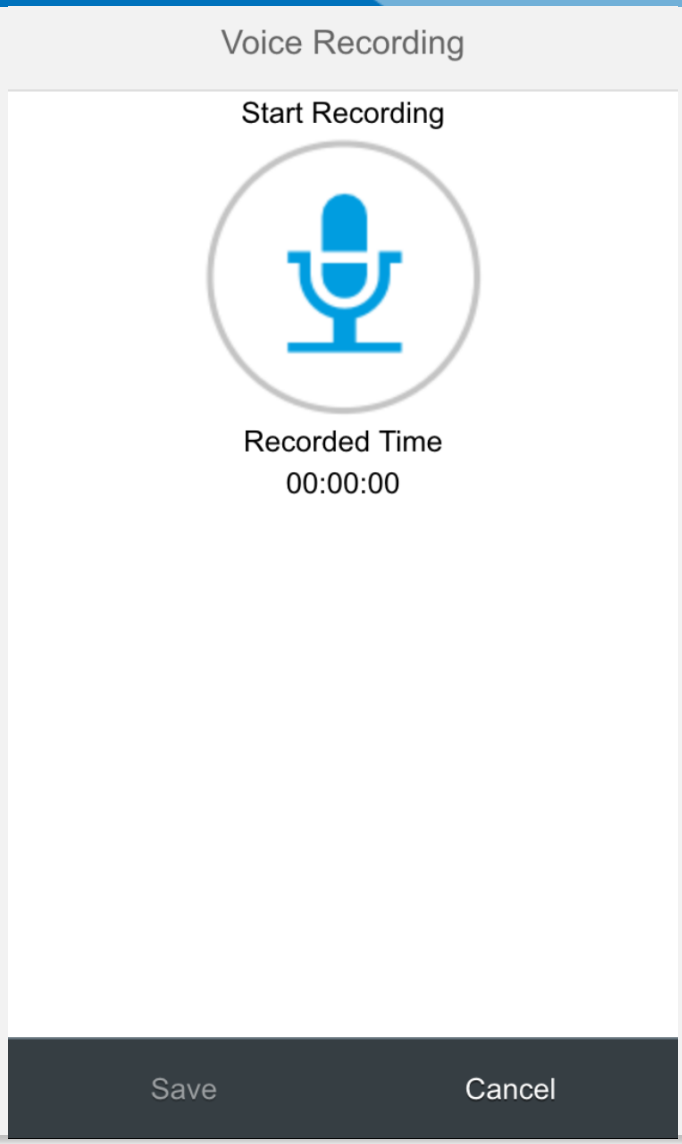

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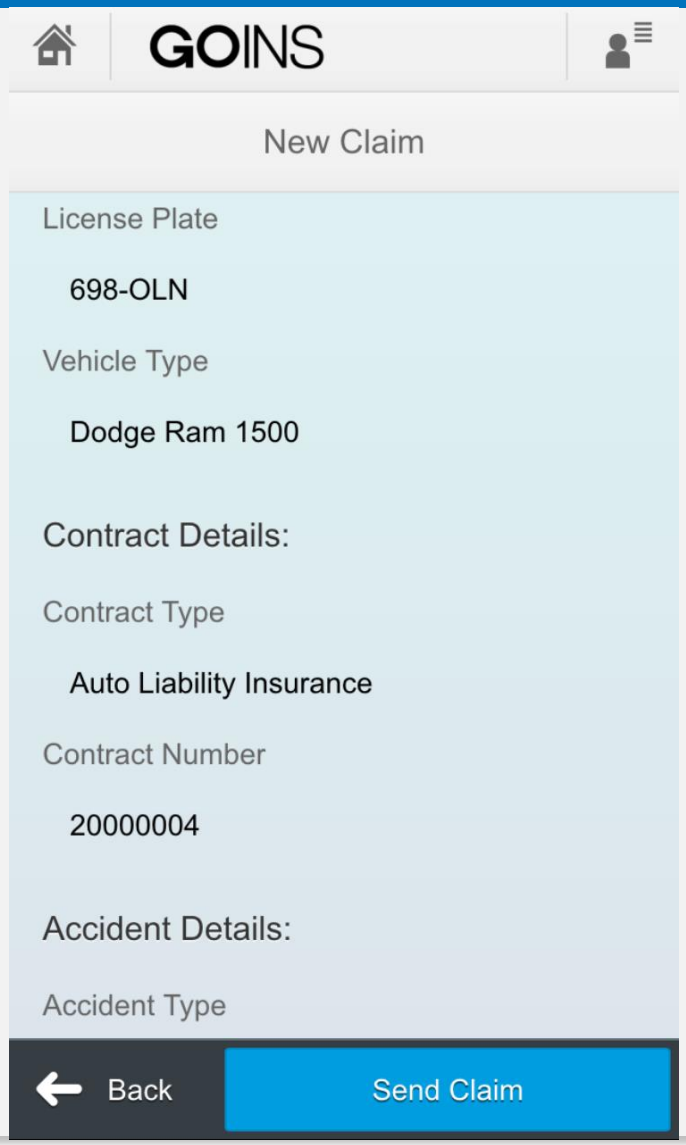

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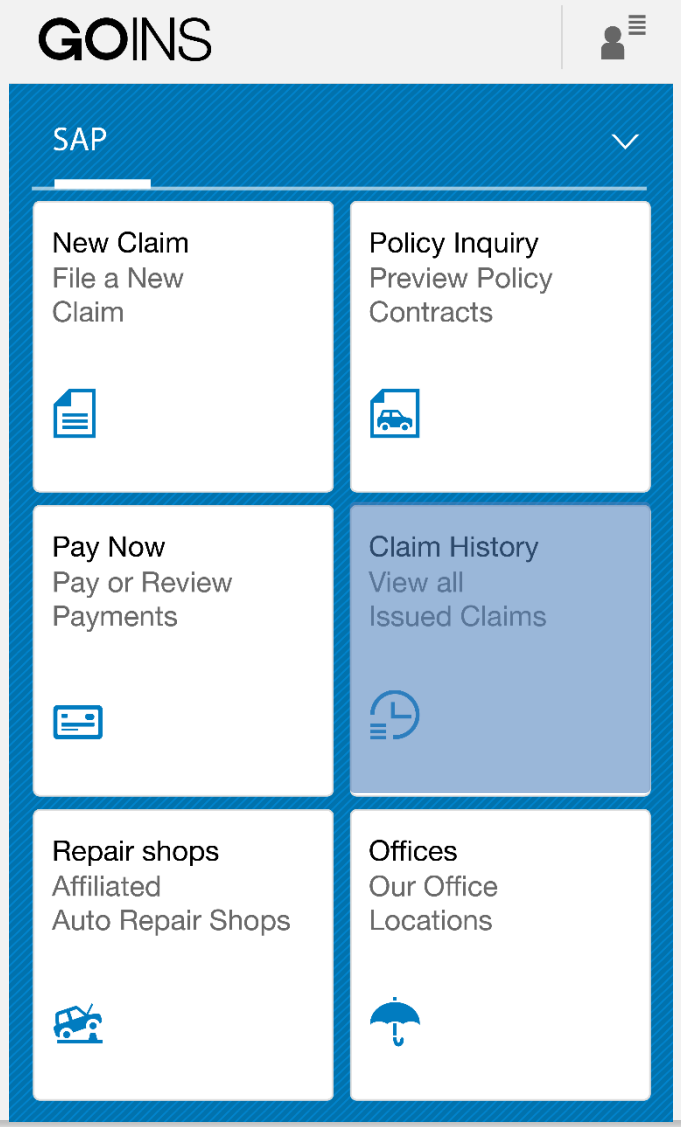

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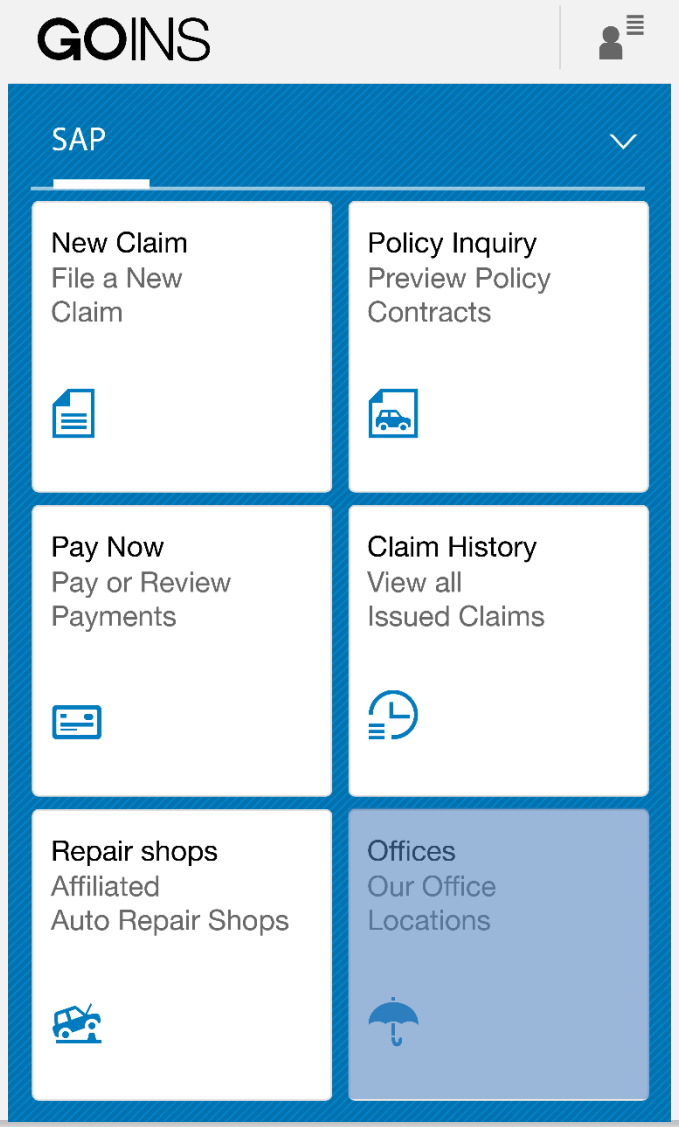

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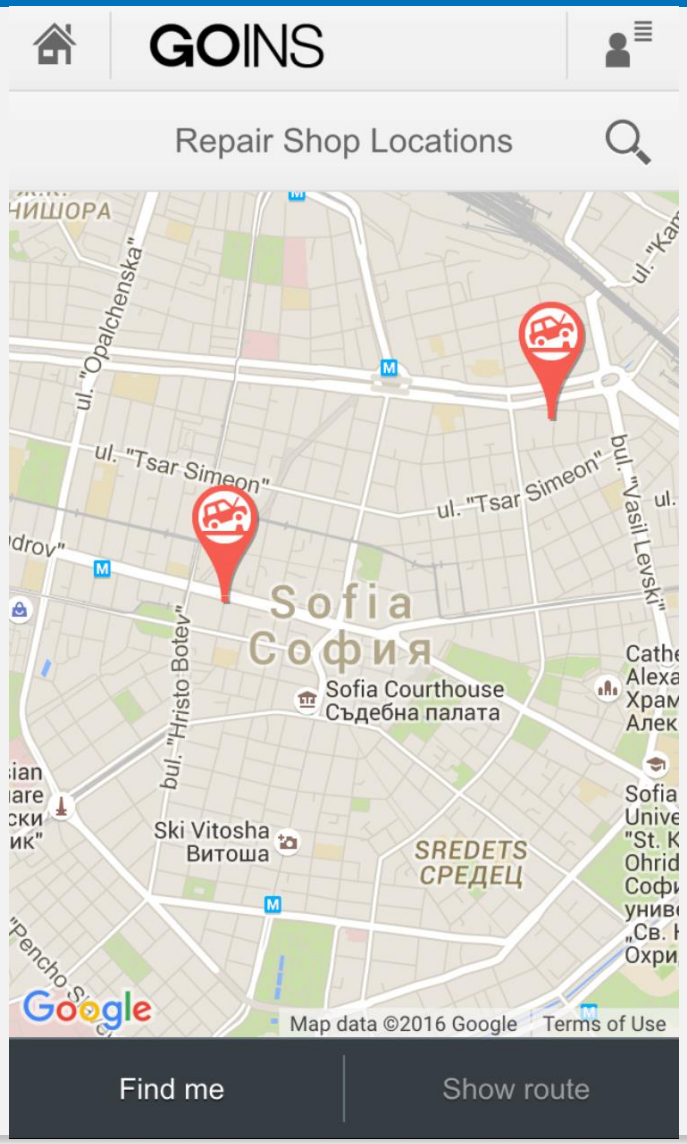

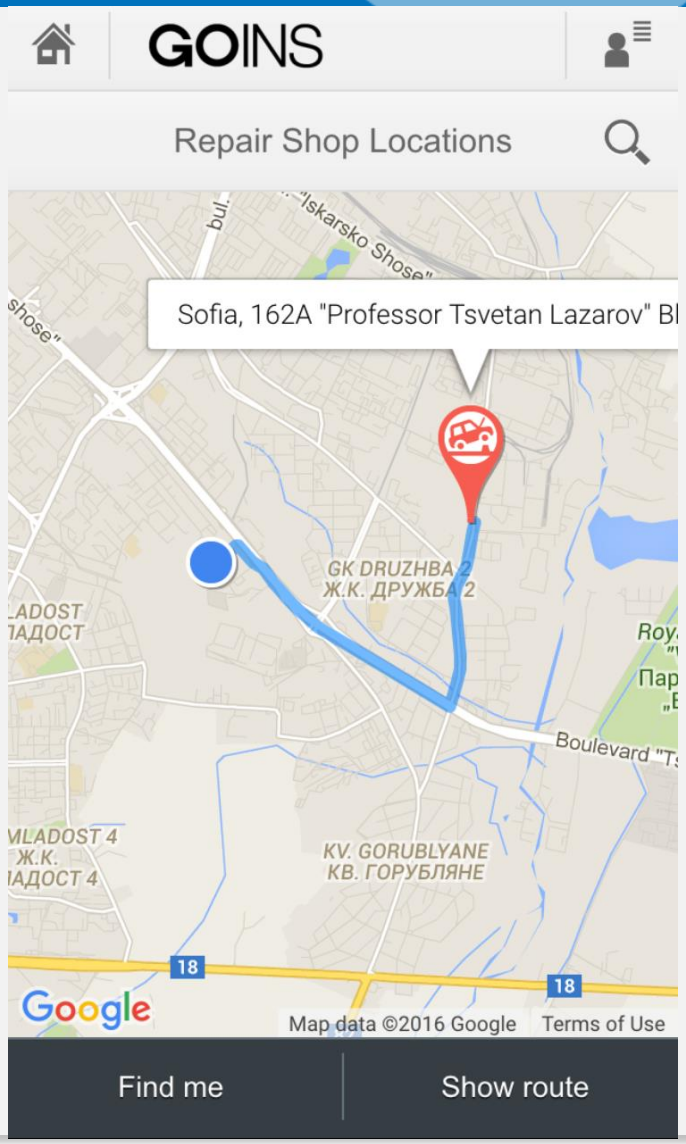

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Progress is impossible without change, and those who cannot change their minds cannot change anything.

George Bernard Shaw

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