



Tech Teams

CONSULTING SERVICE INTRODUCTION

| Dedicated, turn-key, augmented and managed agile development services



VentureStep

PART OF  THE CONEXUS GROUP



Specialist **Consulting and M&A Advisory** focused on the Global **Fintech** Market



Consulting

VentureStep is results-led.
Our services result in corporate value.
Helping you scale & transform while minimising risk.

M&A Advisory

We identify opportunities and create value,
through a specialist practice focused on Fintech.



The Problem

Having an agile or flexible modern delivery capability is paramount. The world is quickening and mastering digital technology and transformation is key, regardless of corporate status.

Our teams and leaders have many years of experience in successful development and implementation. We completely understand the importance of delivery flexibility and speed of project implementation.

We deliver timely bespoke solutions with modern, repeatable development lifecycle(s). This enables our customers to deliver and then sustain competitive advantage.

Software development services dedicated to the needs of Fintech

Technical team agility and delivery capability can be what differentiates a Fintech company.

We understand what's needed to provide industry-leading software services as we have the technical and the domain expertise needed.

New generations of financial services require customer-focus & domain expertise

We can help you understand this fast changing landscape. We provide deep industry expertise to reach your business objectives.

Our teams have a successful track-record in supporting Fintechs of all sizes in gaining and maintaining competitive edge

An Agile mindset forms the basis of success in Fintech

Agile development is not just a buzzword. It is in our mindset and culture. It forms the backbone of our digital delivery capability.

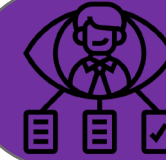
We use modern methodology and drive real business change. We help Fintech organizations to both implement and optimize agile capability.

How we can help



We help provide augmented, turn-key and dedicated teams to help accelerate your digital transition and supply of services. Ranging from developing new systems, securing existing applications, extending data interfaces or modernising legacy code- we ensure agile scalability.

We provide solutions for your Technology Team and specialise in building world-class Fintech systems.



VentureStep operate with multiple technical centres and have delivered large scale projects directly and through our partner network with global teams.



We are well connected. VentureStep is part of Conexus who have over 50 employees solely engaged in hiring and employing staff globally for the worlds biggest fintechs.

What We Do?



Software Consulting



Software Architecture



Mobile Development



UI / UX



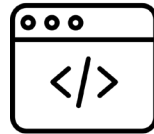
QA



DevOps



Cloud Application Services



Web Development



BI & Data Analytics



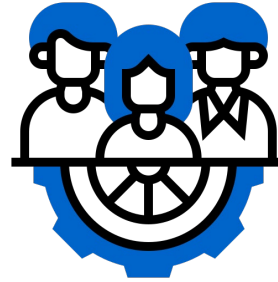
AI, RPA, ML & Data Science

How We Work / What We Deliver

DEDICATED TEAMS

The team is 100% dedicated to you, working from our regional offices and available to travel to your premises when required. They will work full time for you and will be managed by you and your staff just like any other remote employee.

These teams can be remote software development teams or teams that work on-site at clients. The pricing is a simple monthly cost, based on the size and composition of the team as seen fit.



TURN KEY TEAMS

Our turn-key project teams work with you to define a technical solution to your business problem.

This can be an existing discrete problem or at any stage from technical analysis, solution architecture, high level requirements definition and onto MVP (Minimum Viable Product) roadmap.

Our turn-key project teams turn your business opportunity into software. We also provide software maintenance and support if required. Turn-key project teams generally work remotely from home or from our offices.

STAFF AUGMENTATION AND MANAGED SERVICES

We augment your software development capacity through the select provision of members from our skilled team.

From software architects, software engineers, analysts, scrum masters, project managers, data scientists, UX/UI designers, to DevOps engineers and testers.

These staff can work either from your premises, our offices or home

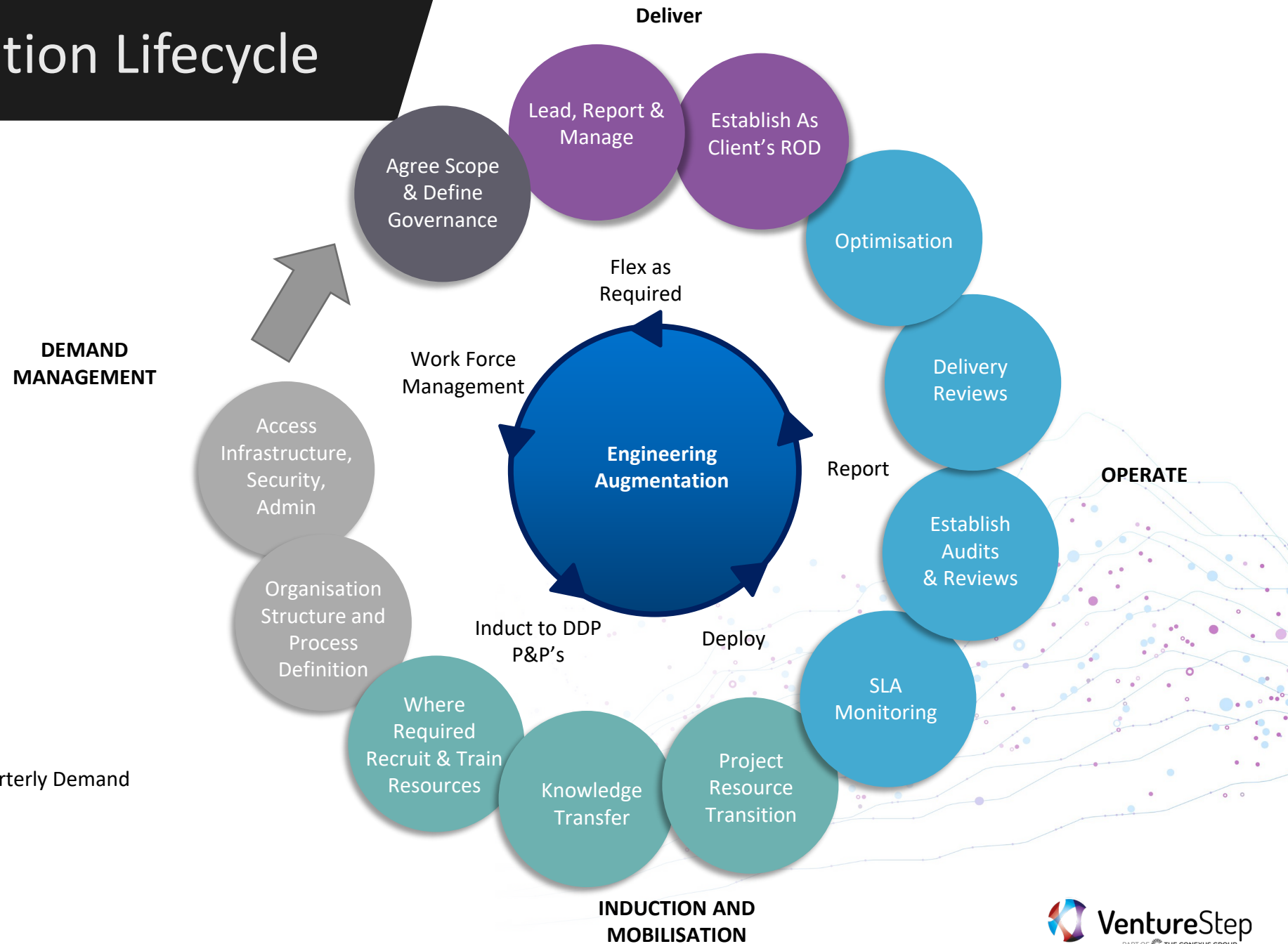
Engagement Models

SERVICES

RESPONSIBILITIES

	Team Augmentation	Product Team	Managed Services
Development	✓	✓	✓
Quality Assurance	✓	✓	✓
UI/UX	✓	✓	✓
Project Manager		✓	✓
Project Owner		✓	✓
Software Architect		✓	✓
DevOps		✓	✓
Business Analyst			✓
Ongoing Support & Maintenance		✓	✓
Release Management			✓
Production Environment Administration			✓
Production Deployments			✓

Example Augmentation Lifecycle



Typical Service Levels

- Establish & Maintain Resource Bench - Quarterly Demand
- Mobilisation Period - 2 weeks
- Minimum Engagement - 2 weeks
- Notice Period - 2 weeks

Example Project Methodology

CONCEPT

Based on needs and analysis, we provide an overview of the project, including high-level estimate, project phases, potential staffing indicative budget and pricing.

Deliverables:

- Defining project phases
- Structure of the project team
- Indicative pricing
- Indicative timeline for the project delivery

PRODUCT WORKSHOP

We form a team of software architects, designers, developers and project managers. They work with you to structure requirements, work out the complete project structure, choose best approach and document the project solution to meet your development and business goals.

Deliverables:

- Product screen mockups
- Project business specification
- Project technical specification
- Technology stack recommendation
- Product Architecture

REQUIREMENTS

The teams sit with client and look at ideas, suggestions, key market drivers and discuss potential requirements and t-shirt impacts.

Deliverables:

- User Stories
- Non Functional Requirements

PLANNING

Project is estimated in detail and staffed based on the project needs. We carefully & jointly plan the milestones both internally and externally.

Deliverables:

- Project estimate
- Project staffing
- High level plan
- Timeframe of development

WIREFRAMES & DESIGN

Our UX designers create wireframes based on the project requirements and in-depth industry analysis.

Stories and UX are tested & user feedback is gathered in order to improve the UX experience.

Designers create the designs and validate UI. Prototypes are created and user tested.

Deliverables:

- User Stories
- UX Design
- UI Design
- Development

DEVELOPMENT / MVP

We assemble a dedicated team of designers, developers and project managers to develop the Minimum Viable Product (MVP) which will be tested on a larger group of users.

Deliverables:

- UX Design
- UI Design
- Development
- Infrastructure
- Quality Assurance

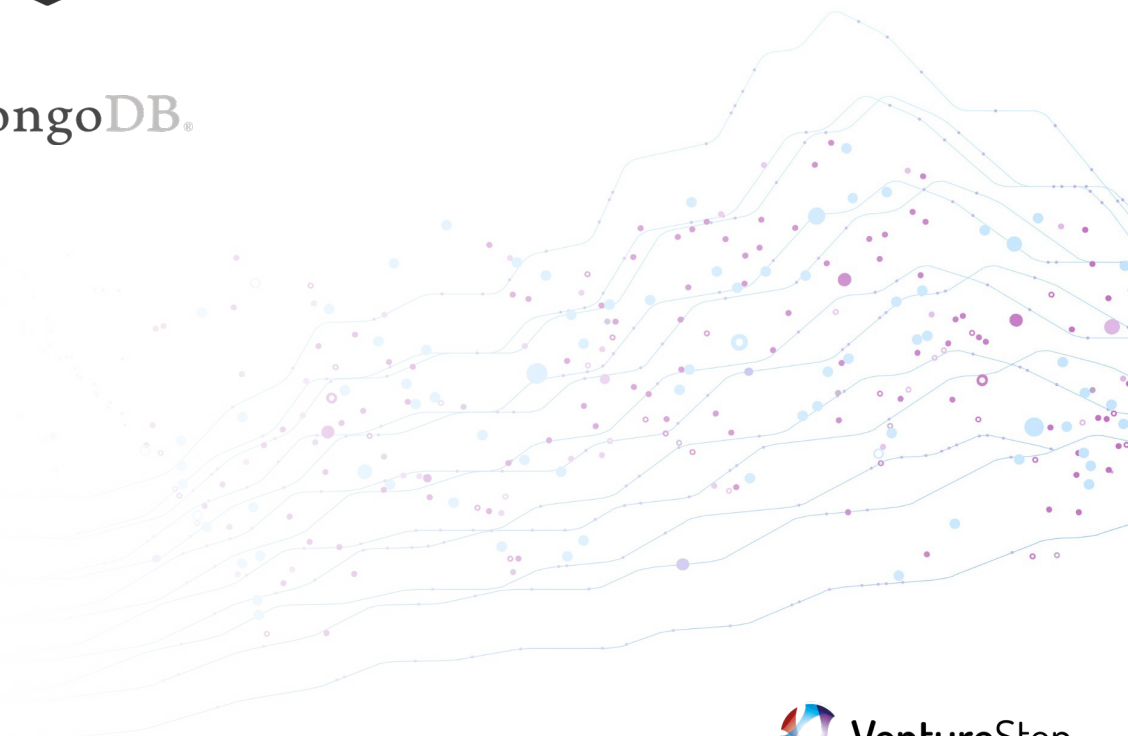
ITERATE & ACCELERATE

While the MVP is being tested, project's dedicated development team is working on the final product. Agile approach enables us to quickly respond to user's feedback, alter the team and skills and refine the results on the final product.

Deliverables:

- UX Design
- UI Design
- Development
- Infrastructure
- Quality Assurance

Our Expertise



Our People



Richard Beaton
Founding Managing Partner

Richard has 20+ years of innovation and consulting experience, achieving results spanning technical delivery, product innovation, company growth and strategic leadership.



Neill Butcher
CCO, The Conexus Group

Neill is Chief Commercial Officer of The Conexus Group and founder of Headcount, a leading global fintech recruitment firm. He possesses over 25 years' dedicated fintech and payments experience.



Rob Dowling
CEO, The Conexus Group

Rob is CEO of The Conexus Group, which offers an integrated suite of services for businesses in fintech and iGaming including recruitment, training, consulting, M&A advisory and executive search.



Associate Partner Asher Glynn is a tech leader with over 25 years' experience in the IT industry, including positions held with GSMAi, BBC and Betfair. He has led startups in the gaming, payments and technology spaces and consulted broadly in these spaces. A hands-on technologist, Asher happily moves from detailed code to architect to strategy.



Associate Partner Matthijs Koorn is an experienced all-round executive with an international background covering payments, e-commerce, market research and business development. Assignments completed for clients including WorldPay, ING, Ingram Micro, MasterCard and 2Checkout.



Associate Partner Barnabe Robinson has over 20 years' experience in the financial services sector specialising in risk, compliance and financial crime. He has held senior international positions with the like of American Express, General Motors Finance and BNP Paribas OVF, consulted with Lloyds Banking Group and niche GRC solution providers and continues to work in an advisory capacity with Open Banking Fintechs.



Associate Partner Nigel Goldophin has earned a reputation for delivering payment-based solutions from startup through to large global corporations, both buy-side and sell-side. His experience spans 40 years' working for major global banks, card schemes, acquirers, FX houses, processors, regulators, law firms, mobile network operators, and fintech companies.



THANK YOU

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