**Company Information of pliXos GmbH for Journalists**

# General

pliXos GmbH  
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## Links

Twitter: @pliXos\_com

<https://twitter.com/pliXos_com>

Facebook: <https://www.facebook.com/pages/pliXos-GmbH/128762747144623>

LinkedIn: <http://www.linkedin.com/company/plixos-gmbh>

Xing: <https://www.xing.com/companies/plixosgmbh>

Crunchbase: <http://www.crunchbase.com/company/plixos>

Blog: <http://www.plixos.com/en/plixos-blog-2>

Slideshare: <http://de.slideshare.net/plixos/pli-xos-ovw>

Google+: <https://plus.google.com/+Plixos/posts>

Youtube: <http://www.youtube.com/channel/UC-5IVvlBpc_QD3uFU8CQvjw>

## Highlights

* The firm was founded in April 2009 and successfully developed all functionality according plan
* Several contracts with well known corporations and SMEs
* Frame agreement with British “Government Procurement Service” on pliXos SaaS tools and consultancy
* Sales partners in D, CH, UK and US
* Technology partner for SAP projects
* Launch of B2B marketplace in 08/2013.

## Management Team

Stimmer, Jörg, Dr. – Managing Director

Dipl.-Phys., Dr. rer. nat.

* Successfully implemented many large global sourcing projects (award winning).
* Founder and president of the European Outsourcing Association Germany e.V.

Junge, Jörg – Managing Director

* Dipl.-Ing. Process Engineering
* Several years of experience in project and program management.
* Responsible for strategic IT projects with large companies

Eilebrecht, Lars – Director Systems Engineering

* Dipl.-Ing. Technische Informatik
* Experienced in developing complex IT security and Web architectures
* Co-founder and former VP of the Apache Software Foundation

## Short description

pliXos SaaS tools increase productivity and governance in every phase of a distributed application management project. A B2B marketplace offers users transparency and security.

Problem:

* There are often problems within internal or external (outsourced) software development projects with respect to quality assurance and meeting project deadlines, especially in case of distributed teams (offshore/nearshore). Concrete planning (incl. realistic goals) and especially subsequent monitoring of the results are often not achieved.

Solution:

* The *Global Sourcing Platform* (with tools such as *Outsourcing Advisor, Tender Manager and Outsourcing Director*) standardizes and automates SW- and IT-Outsourcing such as software development and thus significantly reduces the project costs and duration with a major improvement in quality.
* The automatic capture of critical parameters of the development process enables a central performance based management of outsourcing projects. The tools support all the phases of a project from planning and implementation till continuous monitoring.
* The extension into a B2B marketplace for SW services is launched in 08/2013.

Business Model:

* The main source of revenue comes from monthly fees for using the platform and is dependent on the number of users and the functions provided.
* The extension into a B2B platform offers further transaction based business models.

Technology/ IP:

* The platform is based on established Open Source components and proprietary development that allows quick implementation, flexibility for future extensions and guaranteed investment protection.
* The market synergies are optimally exploited and a platform based on SaaS reduces entry barriers and operational costs to customers.
* The tools cater to every phase of an outsourcing project: analysis and assessment (Outsourcing Advisor), automation of a tender process (Tender Manager), standardization and automation of the operational implementation (Outsourcing Director), and continuous improvement (Benchmarking).
* Integration of pliXos tools with “leading systems in the market” is achieved by help of a funded research project with leading users as industry partners

Market:

* The target customers are all companies procuring or developing software services, irrespective of industry and location. Significant growth of globally sourced software services and planned extensions will ensure pliXos a high scalability.
* The target market just in Germany is > 300 m and a global expansion is planned.
* The Outsourcing Advisor and the Tender Manager are door opener to customers.
* The integration of a quality management tool for SAP ABAP increases the market as well as the unique selling proposition.

Competition:

* Existing competitors are corporations such as IBM with their product Jazz and Start Ups such as Collab.Net or Atlassian with the product JIRA.
* pliXos optimizes the project governance from the CIOs perspective, whereas competitors focus on individual steps in the development process (e.g. testing) or limit their business model to expensive, closed licenses. The Software-as-a-Service approach minimizes entry barriers and operational costs.
* The competitors are on one hand established in the market and offer great functionality in niche segments and on the other hand focus only on single steps in the development process (e.g. testing) and pursue high-priced licensing models. pliXos optimizes the management services from CIOs’ perspective and offers tools as SaaS.
* Besides the current players, no new competitors are expected.
* The initial competitors are also evolving in a similar direction (e.g. IBM with “Jazz”).

## Products

### Outsourcing Advisor

<http://www.plixos.com/en/products/outsourcing-advisor>

The Outsourcing Advisor is a SaaS tool which offers

* simulation of business cases for offshore SW outsourcing
* analysis of the suitability of applications and projects for an offshore outsourcing approach
* Evaluation of regions, countries and individual providers for a dedicated project

The Outsourcing Advisor offers know-how in form of an easy to use SaaS solution which otherwise would only be available by expensive expert advice.

### Tender Manager

<http://www.plixos.com/en/products/tender-manager>

The Tender Manager is a SaaS tool to automate major parts of typical steps in tender processes (from preparing the tender document, distribution, collection of NDA through to the evaluation of responses) and thus reduces time and costs.

### Outsourcing Director

<http://www.plixos.com/en/products/outsourcing-director>

The Outsourcing Director is a comprehensive SaaS solution to provide control over any application development project for the whole project team – whatever their location.

• Instant set up as Software as a Service out of the private Cloud, global access

• Supports multiple projects and service providers

• Rigorous requirements review and confirmation process support facility

• Continuous project progress monitor, including a full drill down for detailed reports

• Extensive quality management with integration of “best of breed” 3rd party tools

• Source code and release repository

• Secure audit trail monitor to manage customer and service provider interaction

• Highest level of cost efficiency and transparency through automation

• Comprehensive reports for a continuous, neutral and up to date view of project status including past trends and early warning indicators

• Perfect base for Benchmarking between different projects or service providers

### B2B Marketplace

<http://www.plixos.com/market>

An innovative B2B marketplace for outsourcing of software projects for small and medium enterprises. At no costs. Fully integrated with all other pliXos SaaS tools.

### Sourcing Relationship Tracker

A research project to expand the pliXos technology base for sourcing lifecycle management. A key part of this expansion is the new "(Out-)Sourcing Relationship Tracker - ORT" project, which is carried out in close collaboration with the Department of Information Systems and Services at the [University of Bamberg](http://www.uni-bamberg.de/en/isdl). The first steps towards this management tool which supports the ongoing observation and control of the social components of sourcing relationships have already been successfully completed. As part of the (Out-)Sourcing Relationship Tracker, new measurement methods based on social network analysis will be implemented.

### Global Bus System GloBuS

Cooperate with the Department of Software and Systems Engineering at the Technische Universität München within the framework of the "Information and communication technology Bavaria (ICT)" by the Bavarian State Ministry for Economic Affairs, Infrastructure, Transport and Technology (StMWIVT). The aim of the three-year project is to develop an independent project bus, which allows the effective integration of the pliXos product suite known as "Outsourcing Director" with the currently most important and most widely used tools in the market for software development lifecycle (SDLC). This will cover the most important trends in governance of globally distributed (offshore/nearshore) software development projects and will allow all companies, corporations as well as small to medium-sized enterprises to benefit from a global approach in SW development. The project consists of necessary research, specifications, development as well as tests in real live scenarios. Well-known industry partners are supporting the project. Those emphasize the importance of integrating multiple SW tools for the rising MultiSourcing approach – the integrated management of multiple service providers.

### Sourcing Advisory as a Service - SAaaS®

<http://www.plixos.com/en/it-outsourcing-services/saaas-sourcing-advisory-as-a-service>

SAaaS combines the benefits of expert advice with the efficiency of the the Global Sourcing Platform to deliver a unique service.

* Every phase of the Sourcing-Life-Cycle is supported by tools in the Global Sourcing Platform
* Every module in the Global Sourcing Platform is supported by dedicated advisory services
* One single service fee for the pliXos SW tools as well as the expert advisory