



Working with a

GORILLA

You've done the research, vetted the choices and met with all the stakeholders. But before you sign with a contractor, you need to know exactly what happens next. Find out how Gorilla Logic efficiently onboards new projects and gets you from contract to code faster.



What's the **RIGHT
MIX OF ONSHORE
AND NEARSHORE**
team members for
my project?

I met Gorilla Logic's
CEO in the sales
process- **WILL I
EVER SEE THAT
GUY AGAIN?**

Every project is different, and our expert account managers work with you to define the right onshore/nearshore mix for your needs. Have a limited project definition? We assign US-based project managers and designers to complete a discovery phase. After defining a comprehensive project architecture, we get our talented engineers in Costa Rica on the job. Have a complete set of product requirements in hand? Our onshore team works with your internal team to ensure we understand the ultimate project goals. Then we line up an experienced nearshore team to tackle the project immediately.

Yes! Our executive leaders are also primary account managers. That means they are highly involved in partner relationships, from helping define solutions to troubleshooting any issues that may arise before launch. Unlike other companies in which account staff are "relationship experts" rather than technologists, every member of our leadership and project management team has a deep background in technology and software development. They are also deeply committed to maintaining a high level of talent at Gorilla Logic.



STU STERN CO-FOUNDER, CEO

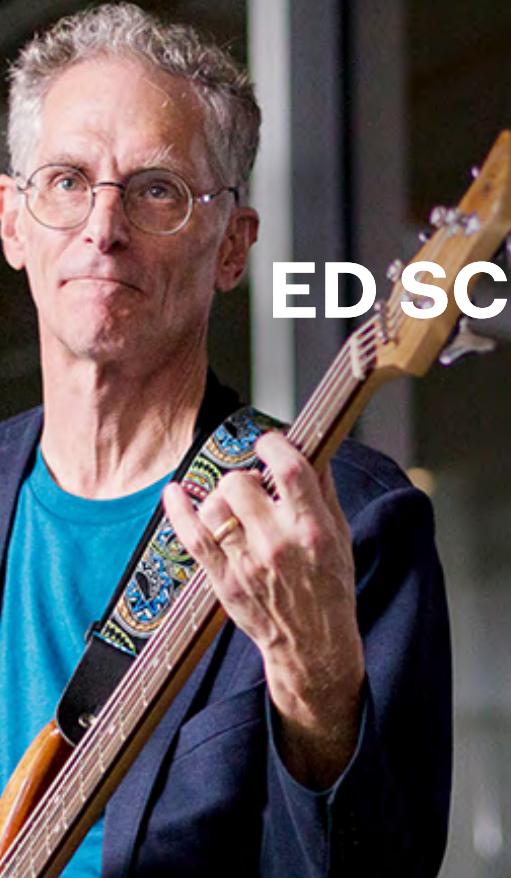
With more than 30 years of programming experience, Stu co-founded Gorilla Logic in 2002 to deliver world-class consulting services around internet and enterprise applications. Prior to Gorilla Logic, Stu was founding VP of the Sun Java Center, Sun Microsystems' global Java professional services organization. Stu was also the VP of Equity Trading Systems Technology at PaineWebber (now UBS), and a member of the original Financial Information eXchange (FIX) protocol steering committee.



Who will I actually be working with **DAY-TO-DAY?**

Here's a novel concept: you'll be connecting directly with the engineers working on your project. Many of our partners have been burned by offshoring contracts that prop up a single English-fluent project manager as the "team lead," and don't allow access to the actual developers.

Our Agile teams typically include a stakeholder from your organization, a project lead on our side and talented developers who speak fluent English. Our nearshore developers are available to call in to your Scrum every morning or join update meetings whenever you need. This allows for the kind of effective communication required for fast and efficient development.



ED SCHWARZ CO-FOUNDER, VP ENGINEERING

Ed has been delivering software systems for an undisclosed number of years. Before co-founding Gorilla Logic, he was Director of eBusiness Consulting at Sun Microsystems, and back in the day he was on Wall Street exec'ing and tech'ing at Lehman Brothers and Moody's Investors Services.

How exactly will
my team
**COMMUNICATE
WITH
NEARSHORE
TEAMS?**



Slack, Skype, Google Hangout, HipChat, GoToMeeting or good old-fashioned email. In short, however you like. You can talk to everyone on your project every day if you choose. We make the transition from internal to remote communications as seamless as possible. Many of our partners have said they don't even realize their developers are in Costa Rica after a couple weeks of smooth communication.

What happens if
**MY PROJECT
HITS A SNAG?**



We have a very simple but effective system for escalating issues. Our developers are highly communicative and ready to troubleshoot or discuss options at any time. If you are having a team-level issue, you can talk to an Area Engineering Manager or Practice Lead. If the situation calls for a member of our leadership team to step in, we have the technical knowledge and account experience to get the project back on track.



JAY WALLINGFORD cto

A hands-on technology executive with more than 25 years of software development, architecture and technical leadership experience, Jay has run development in a number of startups in Boulder, CO, including Chief Technology Officer at Leopard, VP of Engineering at Simplified, VP of Engineering at TapInfluence and Director of Development at Crosswalk. Before that, Jay ran and worked in technology services companies including Aarondak and Bolder Heuristics, both in Boulder.

How quickly can
we **START**
SEEING CODE?



Most partners come to us because they need to get their products to market faster. We understand the need for speed and we can have a developer working on a straightforward project in a week. However, the typical timeframe is anywhere from two weeks to two months, depending on project complexity, the level of project definition required and the contract process. As an Agile-native company we are excited to show our partners working code in live demonstrations as soon as we have our first iteration.

Agile. Unstoppable.

Scale with Gorilla Logic's nearshore teams and launch more critical projects, faster.

[START MY PROJECT](#) ←