



Why did Planon choose coMakeIT ?

Scalability

Low Staff
Turnover

Optimum Price

Full Management
Control

Creating complex
software offshore

Planon lays the foundations for continued growth with coMakeIT

Knowledge-intensive offshoring

Creating software products is a knowledge-intensive process. Standard software represents the bundling of knowledge and skills in one product. This is complex enough in itself, but it becomes even more intriguing when you consider producing it offshore. But Planon and coMakeIT have together shown that it can be done. In coMakeIT's managed facility several Planon software development teams work seamlessly with their Dutch counterparts. The results are outstanding, not least because the principles that have led to success in the Netherlands have been maintained in the offshore situation. A casebook example of just how successful offshoring can be.

Scalability through
access to the Indian
labour market

Software companies know exactly how to create software. The problem is often one of scalability – significant extensions of capacity. As Maarten Smeets, Vice President of Software Development at Planon, confirms: “If we'd kept our focus solely on the Dutch labour market, our company would have foregone all its growth potential, so we began to explore the possibility of offshore outsourcing. We knew from the start that our way of working, team-based and using the Scrum model, could introduce significant complications. We didn't want to compromise on this flexible development method, however, as this is what has made Planon so successful.”

Largely self-managed
solution

This view is endorsed by Pierre Guelen, Planon's founder and Managing Director: "Software development is our core business. Many outsourcers can be thought of as sub-contractors, but that model isn't an option for us – we need to retain the ultimate responsibility at all times. Our selection process led us to coMakeIT, which offered an abundant supply of qualified staff, even at short notice. That was over two years ago, and our team has since grown to around 40 members; and as coMakeIT's staff turnover is so low the first cohort is still with us."

Keeping control over
recruitment and
selection

Smeets expands on the collaboration: "coMakeIT understands just what kind of people we need. They invariably manage to produce an impressive list of suitable candidates, from which we can make the final selection. We chose to split up the Dutch teams one by one and supplement them with coMakeIT staff, starting with our best team. Our specific aim was to 'clone' the old team within six months, so that the two teams together could achieve an output of at least 150%. As it turned out we were able to achieve this in just three months, and the level of productivity has since risen so much that there is no longer any difference between our Dutch and mixed teams."

Low staff turnover

This unique style of collaboration has brought the longstanding problem of high staff turnover completely under control. The team members feel genuine bonds with both their colleagues and the products they are developing.

Exploiting growth
potential

Pierre Guelen concludes: "Now the market for workplace management has matured, the new challenge is to continue growing. The capacity is certainly there, which the unique strength of our offshoring partnership with coMakeIT has helped us to create. We fully intend to continue building on that success."