



HFS Hot Vendor: Intetics

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Introduction

The HFS Hot Vendors are an exclusive group of emerging players, each with a differentiated value proposition for the HFS OneOffice or HFS OneEcosystem. HFS analysts speak with numerous exciting startups and emerging players.

We designate a select group as HFS Hot Vendors based on their offerings' distinctiveness, ecosystem robustness, client impact, financial position, and the impact in our OneOffice and/or OneEcosystem Frameworks. The HFS Hot Vendors may not (at the time of writing) have the scale and size to be featured in our Top 10 reports, but they have the vision and strategy to impact and disrupt the market.

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Leveraging software and business applications has become the core battleground of competitive differentiation for modern enterprises. As even enterprises with a century-long heritage look to reinvent themselves as technology businesses, and digital-natives strive to evolve capability to keep their edge. To this end, Application services, and technology services more broadly, are increasingly in high demand. Catering to this market is Intetics, a firm with a long and interesting history in the space, coupled with ambitious plans for growth.

Intetics Inc. is established in 1995 in Minsk. The name Intetics is an amalgam of the words "Internet, Technology and Ethics". Within two years, the firm moved its headquarters to Prague, Czech Republic. Intetics began as one of the first professional web development companies in Eastern Europe and by 2000 the company picked up multiple web awards for advanced web design and development.

During 2003 the company grew organically to 80 people, moved to the USA and expanded into broader IT Services. Intetics pioneered the model of the "Offshore Dedicated Team®". The firm is now headquartered in Naples, Florida. And after opening its latest delivery center in Lviv, Ukraine has scaled up to over 700 people.

Intetics continues to invest in talent and bringing in fresh capability – including building centres of excellence around emerging technologies such as AI, RPA, IoT and Blockchain. To support this expansion, the firm is also working to build out partnerships with key vendors and associations. Candidly, clients advised it is this commitment to innovation and tackling business challenges they value the most. This has enabled Intetics to build collaborative partnerships with its clients by becoming their tech partner of choice.

HFS' take

The IT Services market is competitive to say the least, even more so in the application development and management space. In the past, success in the market has been about sheer scale – the ability to staff a bench of talent capable of fulfilling the full spectrum of business needs. But as the technology market has become more complex, and enterprises look outside of the usual suspects for innovation, smaller, agile and more nimble firms are reaping the rewards. Intetics is one such firm, with a strong track-record of delivery over decades, the firm has proved its commitment to investing in core capabilities that clients crave. The firms

centers in Eastern Europe leverage one of the most highly prized regions for technical talent – helping the firm bring in the brains and brawn to satisfy insatiable appetites for innovative solutions.

Intetics offers an expansive range of services, including TETRA, a framework designed to iteratively drive down technical debt. According to clients, the firm is always looking to develop and evolve services to meet the changing needs of the enterprise technology market. A commitment which has fostered long-term partnerships with many major enterprises.

Vendor factsheet

- The company is privately owned; it was founded in 1995 by Boris Kontsevoi
- Intetics served over 400 clients across a broad range of industries – key clients include T-Mobile, Ladbrokes, Dice, and Ikea
- The firm's headquarters are in Naples, Florida.
- The firm has a large portfolio of services and solutions including; Predictive Software Engineering, Business Application Development, Application Migration and Legacy Modernization, Remote In-Sourcing®, Software Testing & QA, and TETRA: Technical Debt Reduction

Solution portfolio

Intetics has a broad solution portfolio including; Predictive Software Engineering, Business Application Development, Mobile App Development, Full-Stack Web Development, Big Data & Business Intelligence Development, Application Migration and Legacy Modernization Services, Cloud and DevOps, Software Testing & QA, Remote In-Sourcing®, Offshore Dedicated Teams®, Centers of Excellence, TETRA: Technical Debt Reduction, Intelligent Automation, Geospatial Solutions

Industry coverage

Key verticals Intetics caters to include, Healthcare, Retail, E-learning & Education, IoT, RPA, FSI, Manufacturing, Telecom, Automotive & Logistics.

Partnerships

Intetics has a broad partnership network partners including; IAOP, Global Sourcing Association, Amazon Web Services, Microsoft, UiPath.

Locations including headquarters and delivery hubs

Headquarters – Naples, FL (United States); Representative Offices – Chicago, Dallas (United States), London (UK); Branch Office – Dusseldorf (Germany); Development Centers – Minsk (Belarus), Kyiv, Kharkiv, Lviv (Ukraine), Krakow (Poland).



About HFS

Insight. Inspiration. Impact.

HFS is a unique analyst organization that combines deep visionary expertise with rapid demand side analysis of the Global 2000. Its outlook for the future is admired across the global technology and business operations industries.

Its analysts are respected for their no-nonsense insights based on demand side data and engagements with industry practitioners.

HFS Research introduced the world to terms such as “RPA” (Robotic Process Automation) in 2012 and more recently, the HFS OneOffice™. The HFS mission is to provide visionary insight into the major innovations impacting business operations such as Automation, Artificial Intelligence, Blockchain, Internet of Things, Digital Business Models and Smart Analytics.

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