



# Software Development, Marketing, and Human Resources



## Overview

The client is a digital business consulting and technology company that provides strategy, consultancy, digital, technology, and operations services that help other businesses transform their vision and strategy into reality. Being able to provide a wide range of services, Direct Sourcing Solutions has assisted DB Results in accomplishing software development projects for their international clients.

## Challenges

DB Results aims to expand their development team to handle the increased workload from clients, as business in the digital space is growing rapidly and there is a high demand for these skills, especially from a more cost effective location such as the Philippines.

**Client Location:** Hong Kong and Australia

**Industry:** Business Management Consultant

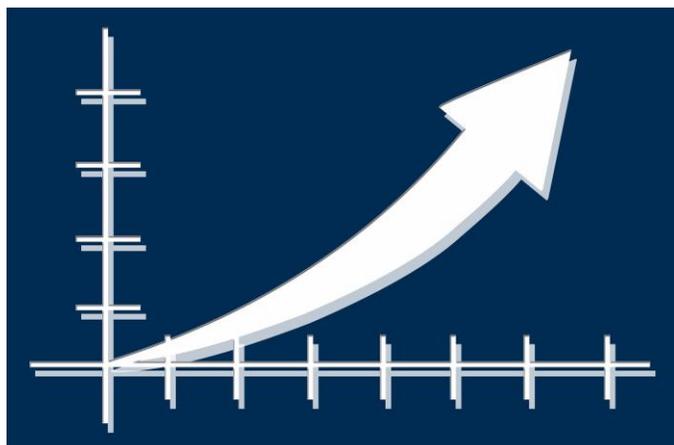
**Services Provided:** Software Development, Marketing, and Human Resources



## How DSS Helped

The main service that DSS provides for DB Results is software development. Currently, we provide a team in excess of 20 developers which help deploy several applications including a billing system, an automation system for healthcare providers and patients using Outsystems and .NET, as well as help maintain an investment system. This continues to be an area of sustained growth and we are currently expanding this team for DB Results as they continue to grow.

Separately, our Market Insights team has also extended assistance in terms of email marketing, calling prospective clients and presenting them for sales conversion, list building, as well as inviting potentially interested individuals for events and calling guest lists to confirm attendance.



## Results and Future Plans

By outsourcing Software Development to DSS, DB Results is able to expand their software development team at a fraction of the regular cost. They are also able to finish more projects and scale to meet client demands.

As for events, with the additional support that has been provided we continue to be a trusted marketing source for DB Results.

The partnership between DSS and DB Results continues to grow positively.