



# markovski SOLUTIONS

Tried and tested IT solutions -  
the key to safety and speed!

## Schober Group: A customer with high expectations

Schober is Europe's leading marketing service provider for over 60 years. The company helps customers in over 40 countries with data, data solutions and technologies in the market development - both nationally and internationally. Basis of the services offered are the decades of experience in the address and data management as well as fundamental methodological knowledge in the fields of analytics, aCRM and database marketing.

With the latest technologies and the great expertise of its specialists Schober have created intelligent multi-channel solutions that enable companies to create and maintain profitable customer relationships.



### Initial situation

Due to its successful Data Solutions packages Schober Group has grown steadily. As part of a multi-year major project for an international automotive manufacturer they therefore needed in the short term external project management and development experts who can contribute with proven skills in an international customer relationship management project with global project parties to maintain the excellent level of performance of Schober, thereby ensuring maximum customer satisfaction.

### Objectives

Schober needed for this the suitable partner to provide on one hand agile project management, design and development know-how, and on the other hand to edit multiple parallel sub-projects in short time. Markovski Solutions impressed with their expertise and was therefore commissioned by Schober for two subprojects.

## SUCCESS STORY



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## Solution

Markovski Solutions provided in short term two available development teams who fully and fast integrated with the Schober teams and had sole responsibility over the development of the two sub-projects. Thereby Schober benefited from the experience of Markovski Solutions in terms of methodology and agile project management.

## Executive Summary

Markovski Solutions completed successfully their part of the commissioned projects in terms of requirements and independently and transitioned with high sovereignty and thus convinced the project manager of Schober.

The project leaders of the other parties were also very pleased with the performance and response times of the Markovski Solutions teams. Schober was at the same time assisted to further expand its position as a professional big data and multi-channel communication service provider.

The highly customized solutions for the Schober end customers went into production in time. Here Markovski Solutions could help also to ensure that the project objectives were even exceeded.

*"In addition to the positive test result the services of Markovski Solutions convinced us with structured and agile project management, attention to all details in question, high customer focus and the best price-performance ratio of all other project participants,"* says Traude Hochmann, the head of the technical project management of Schober.



### Our Services:

- Software architecture & design
- Database design
- Project management
- Co-ordination
- Development
- Component and integration testing
- Documentation
- Maintenance



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## Benefits

- Security and trust for the client - the timely completion of the projects was secured at all times and comprehensible.
- Due to the sovereign and autonomous actions of Markovski Solutions, the Schober management could concentrate on their core tasks.
- The software products and documentation met the highest own criteria and ISO/IEC25010/25012/25030 standards.
- Maximum customer satisfaction and loyalty
- Attractive price-performance ratio



## Technology Used:

- Java 6.0
- Tomcat 6.0
- Oracle 11g
- Hibernate
- Axis 2/SOAP
- Jersey/REST
- JSP/JSF, Servlet
- JUnit, Hudson
- Slf4j

Stefan Trabert,  
Schober CEO:

*„The sovereign project management and the two competent development teams from Markovski Solutions have contributed significantly to the timely completion of the projects for our customers. Schober could rely through the entire duration of the project entirely on Markovski Solutions. So we feel as a client taken best care of.“*

## Customer service:

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