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# QuidNet

## Quidgest

*A network with global ambitions  
that addresses global opportunities*

# 1 Business Description

## 1.1 Company Profile

With more than 18 years of software industry knowledge, Quidgest is a global-oriented company providing high-performance information systems generated by fast and automatic means.

Quidgest main goal is to industrialize software production in order to enhance service quality and contribute to the development of more intelligent and rational productive structures. Therefore, from its early beginnings, Quidgest has dedicated its resources towards software automatic generation, which led to the creation of Genio, a highly productive platform (CASE tool) that has been daily used since 1991 to produce all information systems.

## 1.2 Key Achievements

- Genio platform has been continuously improving since 1991 according to the latest IT market tendencies and has now reached its 194<sup>th</sup> release.
- More than 95% of the code behind Quidgest solutions is automatically generated by Genio.
- Currently with a team of 47 people, Quidgest is able to manage over 150 different information systems.
- Quidgest is a Microsoft Gold Certified Partner since 2005 and joined COTEC Portugal, a network of innovative companies, in 2006.
- In 2006, Quidgest opened offices in Barcelona as part of an ambitious campaign to expand its global network.

## 1.3 Key Partnerships

- **Microsoft** – in 1999, Quidgest became a Certified Solution Provider and a Certified Partner in 2001; the company has been a Gold Certified Partner since 2005, with competencies in Microsoft ISV/Software Solutions (Independent Software Vendor), Microsoft NIS (Networking Infrastructure Solutions) and Information Worker Solutions.
- **IBM** – Quidgest is an IBM Business Partner.
- **COTEC Portugal** – Quidgest integrates the COTEC Network of Innovative SMEs. This network gathers the best innovative practices of 32 Portuguese SMEs and aims to promote the competitiveness of companies located in Portugal, through culture development and diffusion and innovation practice.

## 2 Technology Audit

### 2.1 Genio Analysis

Genio results from Quidgest's R&D evolution process, started in 1991, for automating the generation of software source code. This platform boosts developers' productivity. Instead of the average manual programming time (two characters of code per second), it enables the production of one million characters of code per second,

It is highly user-friendly, being suitable for software programmers, business analysts and consultants that want to rapidly produce software solutions.

Using this technology, Quidgest developed a high capacity of introducing new specification requirements and providing fast software development. This enables organizations to increase their business agility and improve efficiency.

The platform can be used to build, change, and operate enterprise applications that integrate with existing systems. This built-to-change approach ensures that applications are constantly aligned with business needs and reflect user feedback, maximizing adoption.

Genio generates applications that follow an n-tier architecture, separating design, database access and business rules. The platform generates end-applications in standard programming languages like JAVA, C++ and C#, and works with all common relational database management systems.

### 2.2 Business Opportunities

Quidgest has identified several business opportunities to explore with Genio:

- Built-to-change solutions will become the main drivers for enterprise software market in the next few years. The packaged enterprise software market is very mature and has been facing CIO's opposition due to its low adaptability and flexibility. Therefore, in this highly profitable market, there is a huge opportunity for the expansion of built-to-change solutions.
- Software we will be using in the future to support business processes that need to be addressed are collections of functionalities. We are talking about modular, flexible, and integrated software. This is an important shift of perspective. Hardware has been following this track. Many of our systems are built on commodity processor boxes (Intel, AMD) that can be quickly swapped out for upgrade, replacement, or realignment. Why can't pieces of software likewise be quickly swapped out for upgrade, replacement, or realignment?
- For the last decade, there has been a major mentality shift regarding the development process short-cutting through more effective automation. System fluidity for short-term needs is becoming a crucial issue for fast moving companies that reject rock-like solutions.

### 2.3 Product Advantages

Below you can find the most common problems solved by Genio:

- Companies that have large projects running at the same time and lose productivity because of their team size;

- Companies with good opportunities to widen product portfolio but without technical and human resources skills to do it;
- Companies doing offshore outsourcing projects that want to be more competitive by doing more in less time and still maintaining a low price;
- Companies that waste too much development time when a client needs a new module or functionality;
- Companies working in countries that lack highly skilled software engineers;
- Companies that are facing an exponential growth of projects and want to maintain manpower costs by having more people doing more projects.

These problems are addressed by the following Genio key features:

- **Development speed** – Genio’s capacity to rapidly develop large and complex information systems allows companies to have unique solutions for a broad number of businesses. Using Genio, Quidgest has developed over 200 different systems for several industries.
- **Time-to-Market** – Projects are typically delivered in short time-boxes. User feedback can be included throughout the creation phase, ensuring final adoption of the solutions, resulting in high project success rates.
- **Continuous evolution** – The quick turnaround on changes reduces maintenance costs, and helps ensure that applications are constantly aligned with business needs. New modules and functionalities can be added whenever it is necessary to adapt to the latest legislation, modified processes, and other recent requirements.
- **Learning Curve and Knowledge Transfer** – A friendly environment is provided to rapidly compose, change, and deploy applications, without resorting to programming. The visual interface shortens the learning curve and also eases the knowledge transfer between project members.
- **Hot Deployment and Roll-out** – Deployment into production is done with one click and with virtually no downtime. This eliminates the need to schedule time slots for deployments, avoiding downtimes and consequent business disruption. Roll-out is performed automatically, without resort to system administrators for software maintenance and upgrade.
- **High ROI (Return on Investment)** – The Genio platform ROI can be calculated using two complementary methodologies:
  - Cost reduction: with the acceleration of development times, the biggest share of project costs is reduced. Consequently, manpower costs through the application lifecycle, covering development, deployment, maintenance, and operations, are lower.
  - Increased business revenues: generated by rapidly deployed solutions and smaller development teams per project.

## 3 QuidNet Description

### 3.1 Introduction to QuidNet

Corporate software produced on a global level is intrinsically of low quality, composed by packages with a limited configuration level. Based on a “one size fits all” approach, this software is difficult to use and does not represent a source of competitive advantage for each company.

QuidNet’s project implements a disruptive strategy. It revolutionizes the software development industry by changing business rules and models. Our goal is to increase value for clients at a significantly lower price.

This project defies, in particular, the current enterprise software industry leaders. Current ERP packages have strong restrictions, small evolution capacities and low flexibility to generate user-friendly environments.

The market is starting to look at a different direction – that is where QuidNet is.

### 3.2 Main concepts

The key for the success of this project is Genio, the innovative methodology of automatic software generation developed by Quidgest. The project is more than a reselling strategy. Basically, we are creating an international network of partners that share Genio.

By sharing Genio, partners will have autonomy to develop their own solutions in a much more competitive way (less time, less effort, less people), have access to a common “library” of software solutions, modules and functionalities, and also contribute to the improvement of the platform.

QuidNet will work as a team of people where each member contributes to the improvement of the platform and also benefits from the business contacts, know-how and innovation generated by network members.

The sharing of Genio implies common access to the modules and functionalities developed. It’s like a worldwide library where network members can exchange solutions or parts of solutions for much lower prices. Therefore, if a partner has a new project and needs to add new features to the existing solution, it is much easier and cheaper to access QuidNet solutions library than doing the entire development from scratch.

There is also an exchange of business opportunities. There are many international projects that, for financial or distance reasons, may not be interesting to one company in Poland, but that can be an excellent opportunity to a partner from Spain.

