

# Innovation is a team sport.

Newfire is a partner in software development and company building.

We empower your teams to launch products so your most innovative ideas can take flight.



## LEADERSHIP

Our leadership includes seasoned operators with long records of transforming ideas into market-bound products. From de-risking the software development process to increasing product-development velocity, they'll advise your organization on how it's done.

[LEARN MORE >](#)

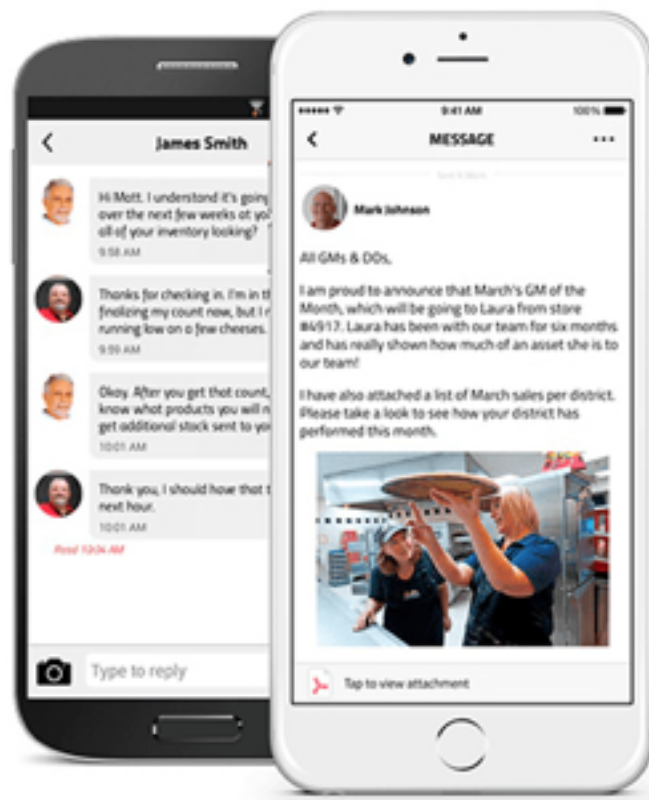


## DEVELOPMENT TEAM

Our Lviv-based software development team comprises some of the best and brightest talent in Eastern Europe. Each member has been rigorously vetted and relishes working on challenging projects with clients that are breaking new ground.

[LEARN MORE >](#)

red e app



*“Newfire has been very successful in getting us up and rocking.”*

— Jonathan Erwin, CEO of Red e App

[View Case Study](#)

## Services

We have three distinct offerings designed to meet your organization's particular needs and goals.

### Newfire Collective

Staffing

You know what it will take to build the software you have in mind, but you don't have the personnel. We'll assemble a dedicated team of highly skilled developers with just the right mix of capabilities.

### Newfire Partners

Staffing + Advisory Services

You need both developers and custom advisory services. We'll assign an on-site acting CTO who will mobilize and oversee a development team — and teach you how to build an in-house development practice.

### Newfire Ventures

Staffing + Advisory Services + Funding

You're with a private equity firm, VC firm or corporate VC arm and want to de-risk the software development piece of a new venture. We'll give you access to our talent and invest in the deal alongside you.

How can we help your organization succeed?

[Get in Touch](#)



# A smarter approach.

Choose from three offerings based on your needs and objectives.

You can't meet the challenge of bringing innovation to market through brute force. Simply throwing warm bodies at the problem won't cut it.

What you need is a dedicated software development team that's built specifically with your goals in mind. One whose work is guided by thoughtful engineering management processes and whose progress is captured through meaningful reporting to stakeholders to minimize surprises.

You'll get all of the above with any of our offerings below.



## NEWFIRE COLLECTIVE

### Staffing

You have a clear vision for the software you want to build. You know what kind of personnel it will take and the technology you want to use. What you lack is the right development team to get the job done.

That's where Newfire Collective comes in. We have a roster of highly skilled, intensely vetted developers — they're the best of the best. We can draw from this talented pool to assemble a team with the ideal mix of capabilities for your organization and project. Count on us to get started quickly so you can go to market faster. Plus, we'll support you for as long as you need us.



## NEWFIRE PARTNERS

### Staffing + Advisory Services

You have a great idea for a software product. But you need assistance building and managing a development team and identifying the appropriate technology for the task at hand.

Sounds like a job for Newfire Partners. We'll put together a custom-crafted advisory solution with an acting CTO at the center of it all. The CTO will have an on-site presence, mobilize and oversee a development team, and teach you how to cultivate a robust, in-house development practice. Depending on your preferences, the CTO can remain on indefinitely or help you recruit and transition to a permanent CTO.



## NEWFIRE VENTURES

### Staffing + Advisory Services + Funding

Are you with a private equity firm, venture capital firm or corporate venture-capital arm? If you want to de-risk the software development piece of a new venture, Newfire Ventures might be the perfect solution.

This offering is just like Newfire Partners, but with one key twist: We not only give you access to our talent, but also invest in the deal alongside you. With this model, our long-term interests are aligned with yours. We'll advise you on all facets of software development, provide complete transparency into the process and help bring your idea to life.

## Our Engineering Expertise

- **MODERN TECHNOLOGY STACKS**  
Java, Django, Ruby, .NET, and others
- **DATA SCIENCE AND ANALYTICS**  
Aggregation, cleansing, visualization
- **CLOUD-BASED INFRASTRUCTURE**  
Developer Operations (DevOps) and Data Center Operations
- **MOBILE APPLICATIONS**  
iOS, Android, responsive web
- **HEALTHCARE APPLICATIONS**  
Provider, consumer, payor, and biotech
- **CYBERSECURITY AND RISK MANAGEMENT**  
Prevention, detection, and response

How can we help your organization succeed?

[Let's Talk](#)



# Not all developers were created equal.

## Only the best and brightest meet the Newfire standard.

At Newfire Partners, we've heard the stereotypes about software development outsourcing companies. But we do things differently here.

It starts with a healthy respect for our talent. They come from countries where math and computer science are highly esteemed and many young people aspire to a career in software development. They're true craftspeople who take pride in their work. And we reward them by providing opportunities to work on intellectually stimulating projects with interesting clients.

Before he or she can join Newfire, each candidate goes through a rigorous vetting process. Elite technical skills and the ability to speak English are a must. So, too, is a willingness to identify, communicate and solve problems proactively.

Only the best and brightest developers meet the Newfire standard. Once they start here, they tend to stick around for a while. That's why we're well-equipped to assemble a dedicated team of professionals committed to your business for the long haul.

## The difference is our people.

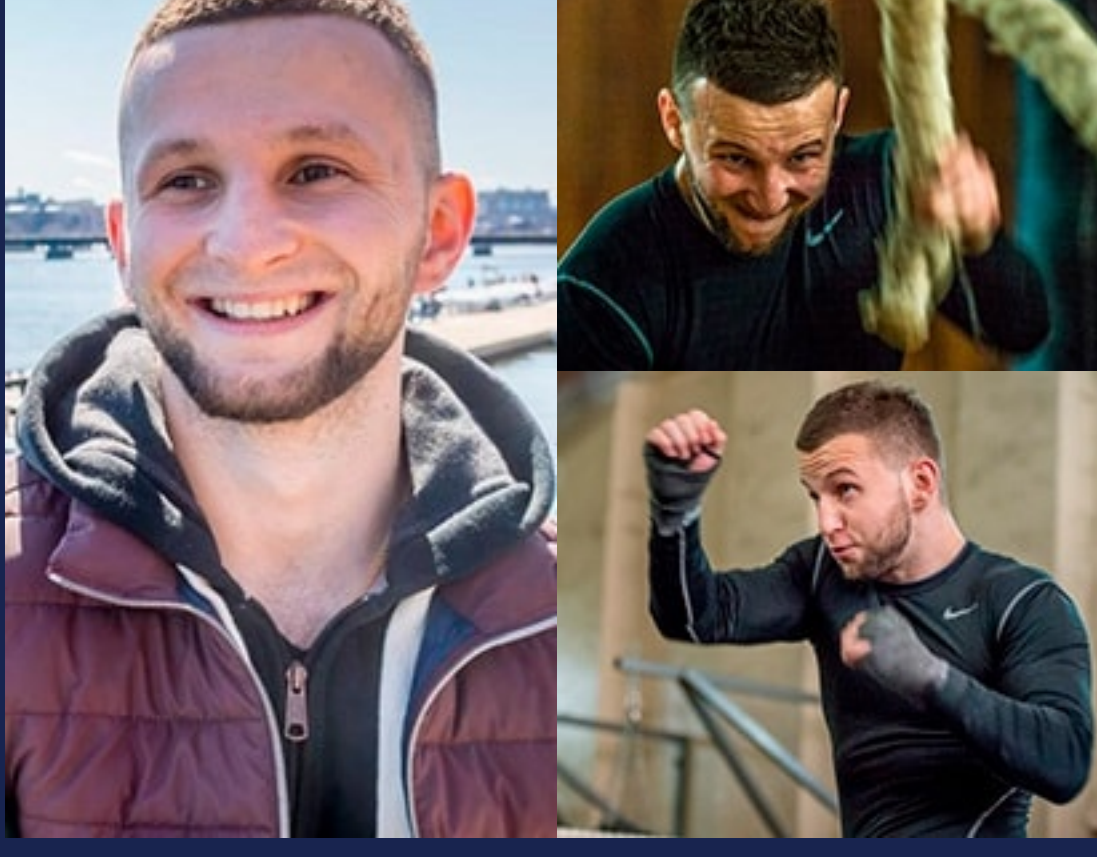
Newfire developers don't just live to code. They have diverse interests and do cool things outside of work. Cases in point: Andrew and Igor, who are part of our Lviv (Ukraine) team.



**Andrew** admits to coding in his free time when he was younger. He credits his girlfriend for getting him out of the house more, and they enjoy activities like camping, cycling, snowboarding and going to music festivals.

A man with many creative outlets, Andrew has completed a screenplay for a movie that he hopes to shoot one day with friends. He's also a multi-instrumentalist who plays drums in a Lviv-based metal band. "Whether it's movies or music, I find creating something to be empowering," he says. "Music in particular is an endless source of energy for me. It's a battery that never needs to be recharged."

Andrew received his master's degree in computer systems networking and telecommunications from Lviv Polytechnic National University.



**Igor** is a competitive kickboxer who brings the same level of tenacity to his role at Newfire. The son of two accomplished athletes, he started judo at age 6, participated in competitions nationally and internationally, and eventually earned his black belt. In 2007, he received Ukraine's prestigious Master of Sports honor.

Since 2016, Igor has focused on a different pursuit: kickboxing. "The sport isn't just about hurting someone," he says. "It's much more technical than that. You try to predict when and where you're about to get hit, and then try to strike first. You have to be smarter and faster than the other guy." Igor holds a master's degree in computer science and information technology from Lviv Polytechnic National University.

## Team Facts

**100%**

WITH TECH BACKGROUNDS

**86%**

WITH ADVANCED DEGREES

**7.8YRS**

AVERAGE CODING EXPERIENCE



How can we help your organization succeed?

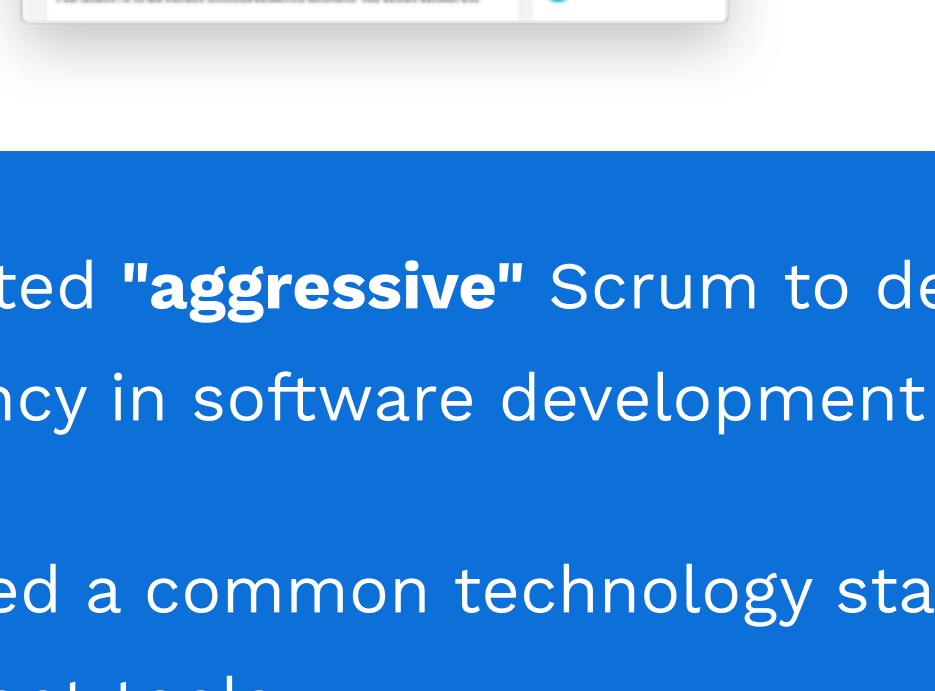
[Let's Talk](#)





## Supporting an inspiring drive to make a difference.

T1D Exchange is focused on overcoming obstacles associated with traditional research to accelerate new therapies and improve the quality of care for people with type 1 diabetes.

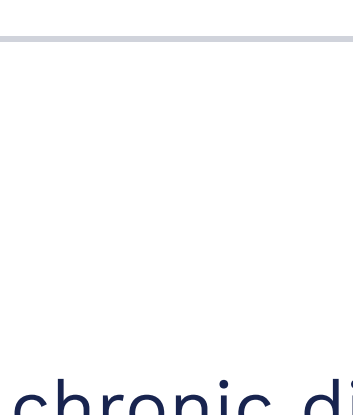


🚀 Implemented **"aggressive"** Scrum to deliver transparency in software development

🚀 Rationalized a common technology stack and development tools

🚀 Unified data repositories into a single analytics platform

*"It's just about impossible to find people with the right skills, experience, attitude and belief system — at the right price — around here. The same goes for any other major city or tech region of the country today."*



— **Dana Ball**, CEO of T1D Exchange

## THE CHALLENGE

Type 1 diabetes is a chronic disease that affects nearly 3,000,000 Americans. While in the past couple of decades, many advances have been made in the treatment of type 1 diabetes, progress remains slow and there is no known cure. Most patients struggle to meet recommended outcomes, and the only effective treatment is still insulin, which was first used in 1922. The disease continues to place a major quality of life and financial burden on patients and their loved ones. T1D Exchange is striving to tangibly improve outcomes for patients as fast as humanly possible.

Founded in 2010, T1D Exchange brings together patients, caregivers and researchers to expedite breakthroughs in type 1 diabetes care. The organization has built a patient-centered, data-driven model with three key components:

- A patient community and social network that provides resources for patients and caregivers, and promotes connections among community members and engages the community in research
- A biobank of biological specimens and related clinical data leveraged by academic and industry research teams to better understand the disease and support developing therapies
- A clinical network and registry that allows clinics to contribute patient health information on tens of thousands of patients, collaborate on publishing and develop novel studies

"Discovering, developing, translating and delivering a new therapy typically takes 15 years or more," notes T1D Exchange executive director and co-founder Dana Ball. "We're aiming to shorten those timelines by offering researchers, clinicians, companies and foundations access to a robust patient-centered research model with a dynamic central repository with these data and resources."

To achieve its ambitious goal, T1D Exchange knew it needed an integrated platform that could aggregate, collect and store type 1 diabetes data -- one that would be accessible worldwide and unite those dedicated to improving outcomes as fast as possible for this challenging chronic disease.

But building a platform like this requires talented engineers. And in Boston, where T1D Exchange is headquartered, they're not easy to land.

"As a nonprofit company, it's just about impossible to find people with the right skills, experience, attitude and belief system — at the right price — around here. Strong technical talent and teams are in high demand, and it's getting more difficult to move projects forward in this highly competitive environment. The same goes for any other major city or tech region of the country today," says Ball.

## THE NEWFIRE DIFFERENCE

In early 2017, T1D Exchange began considering its options. The Newfire Partners model appealed on multiple levels. Unlike many other outsourcing firms, Newfire is headquartered in the United States. Ball and his CTO knew that would help with speedy resolution of normative issues that arise when building software-based systems.

The development team in Eastern Europe, meanwhile, was a great fit not only in terms of expertise and cost, but also culture and methodology. "I liked the can-do attitude and the agile development, minimally viable product [MVP] approach," says Ball. "Ultimately, the decision to go with Newfire was about value. That is, making our dollars go longer so we can develop more product and invest more in the tools and resources we need to drive better outcomes for the people we serve."

Newfire is responsible for interfacing with T1D Exchange's product owners to understand the features to be built. The team then works together to map out and build the features, validate that the features are developed on spec, and ensure the features are deployed to other secure, HIPAA-compliant environments without violating internal policies.

The speed and efficiency with which Newfire got up and running impressed Ball and his CTO. And the team hasn't slowed down since. "Other development teams I've worked with would spend 90+ days just to deliver the first minimally viable chunk of work product," says Ball. "The engineering velocity we've seen with Newfire is so much better. We're moving much faster and hitting all our MVP goals."

"I also appreciate their commitment to openness and full transparency," he adds. "Some development teams like to work in a black box. Newfire makes it clear what's going on inside, and that's refreshing."

For its part, Newfire finds it refreshing to work with an organization fighting for the millions of people worldwide with type 1 diabetes. [A quick look at Newfire's process.](#)

How can we help your organization succeed?

[Get in Touch](#)