



Expanding Your Services Internationally?

Let our expertise help you succeed in finding the customers in need.

ISV SEARCH AND RECRUITMENT FOR SYSTEMS INTEGRATORS

Independent Software Vendors (ISVs) have traditionally hired and retained their own teams of developers. However, that can be an inefficient model when rapid technology upgrades or migrations are required. Increasingly, ISVs recognize that the inability to hire and train a large numbers of developers and deployment professionals during a time of high demand can put them at a competitive disadvantage. This represents an outstanding opportunity for independent Systems Integrators (SIs) to provide the expertise necessary that can be cost effectively turned-on and turned-off. AIM services for SIs can help Systems Integrators to find and partner with the ISVs in need of the specialized services your organization can deliver.

SI SERVICES IN DEMAND BY ISVs:

- Proof of concept development
- Application porting and migration
- Installed base migration
- New customer installations
- Training and support

AIM recognizes that ISVs have different services needs from end user customers and our services for SIs are tailored to ensure that the compelling business value an SI can bring to an ISV in their individual circumstances is clear to both organizations.

AIM SERVICES FOR SIs:

- ISV partner search and recruitment
- ISV-SI technical expertise matching
- ISV-SI industry expertise matching
- Business value definition
- Return On Investment (ROI) estimation

If you need help to find ISVs in need of your technical skills and your organization has proven development and deployment expertise on the Microsoft technology stack that is supported by customer references, then contact us.

ABOUT AIM

Based in Seattle, Washington, AIM provides ISVs and SIs with the essential services to realize their business growth potential by utilizing the market knowledge and insights of 25 years experience gained in business development at Microsoft, HP, Intel, Compaq and DEC. AIM services are available throughout North America and Asia.