All Problems Solved

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We are all about people whether it be professionals, customers, or entrepreneurs. We believe that if we take care of the people, they will take care of the products and the services. To be able to take care of the people one must focus on two things. The first one is methods and the second one is the ecosystems. Using appropriate methods skillfully we terraform business ecosystems and change the nature of people who may inhabit them. When firms become safe havens for brilliant careers with a sense of community, they thrive on self-evaluation and evolution. We are our relationships and the way we work must reflect that. That's why **we bring products, services, and people together to create the communities of the future***.*

Method over Tool

Project over Process

People over All

Ideas come from everywhere, but there are only two ways to go about them. You either seek a solution or cultural change. And, that's exactly how we designed our services and products. If you seek a solution, you may be interested in fixing a problem or you may want to seize an opportunity. If you seek cultural change, you may be interested in your team's, company's or community's capabilities.

If you choose the solution path,

- *You can test your business ideas in the trenches by* **Quick & Dirty Prototypes**
    - o *Test ideas with potential users and establish a feedback loop that guides you to product-market fit*
    - o *Test ideas with upper management and find your project's place in the big picture*
    - o *Test capabilities of development teams and help them gain new abilities*
- *Once you find the product – market fit, manage your growing firm by* **Your Company Your Rules**
    - o *Create the organization of your dreams beyond the corporate culture*
    - o *Create or terminate teams upon will*
    - o *Expand or shrink teams upon will*
    - o *Create pilot teams and later inject them into the company to propagate change*

If you choose the cultural change path,

- **Start Smart***: stars with a "wild idea" and ends with a "viable business".*
- **Be Smart***: starts with "managerial problems" and ends with "business model, requirement, change, project, risk and product life cycle management capabilities".*
- **Scrum Smart***: starts with "any corporate culture" and ends with an "agile and adaptable culture".*
- **Smart Real-Time Mentoring***: starts right after training and continues as long as desired.*

Regardless of what path you choose, you can bring operational teams and change agents together focusing on product and service quality. You can easily create collaborative environments where businesses and careers thrive together as one.

- *Create, share and exchange experiences with the click of a button with* **MikiMoka**
- *Use light weight tools relevant to your circumstances, enhance your workflow by* **WoW**
- *When it's time to move beyond the borders of your firm and become a movement,*
    - o *Export your culture by* **ALIVE***,*
    - o *Maintain a communal life by* **School's Out***,*
    - o *Monitor your culture with* **Internal Affairs***,*
    - o *Take care of people with* **Second Chances***.*

Why Choose Us?

We believe there is no distinction between "project teams, products, firms or people". We consider "software projects as relationships". Like any other relationship, they require care and concern, above all, a shared vision of the world. We are a quality focused management consultancy firm. We define quality as "viability of businesses, desirability of products & services and capability of teams".

Enjoy the Simplicity of One

Have Complete Control on Execution

Let Your Business Model Create Itself

We learned from experience that the best way to help our customers is to help ourselves. So, whatever training, consultancy or product we may be suggesting to you has already been tested in the trenches and convinced us that it was generic enough so that customers with different backgrounds and issues may benefit from them.

A company which is promoting itself as a training, consultancy or development company, can do neither of these things unless it is doing all. Without cutting edge development experiences you cannot test ideas, revise your thinking and formulate your experiences. That's why we are devoted to do it all. That's why we spend 2/3 of every year on development projects and dedicate 1/3 of our time to retrospection. Formulating experiences, sharing them as training or consultancy services and gathering different views is the best way to see into the future, to understand what we have been through. We don't think spending five minutes every morning or talking about trivialities after each release while choking on cake and coffee is up to the task. We learn through stories, teach with stories, live creating stories.

1) We start by listening to you. We don't force past experiences as silver bullets. You have to be you.
2) We develop alternate strategies with you built on top of best practices gathered in similar circumstances.
3) Now that you have reliable data and clearly plotted alternate paths to success in your hand, you make the decisions. We don't.
4) We don't work with amateurs. We're not interested in technology partners who need training. This way we can provide quality applications to our software development customers in a timely and cost-efficient manner. We also give our customers 7/24 access to closely monitored agile working environments. If you can see the kitchen, you'll also easily see what you'll be getting.
    If you prefer to have your own teams, we take care of them as our own. Each member goes through a yearlong intensive training and coaching program. We know a happy employee means a happy customer.
    We use industry standards including but not limited to **CMMI, Goal Directed Process, Unified Process, UML, SysML, Kanban & TOGAF**. We specialize in **desktop, web and mobile application development** in various platforms including but not limited to, .**NET, C#, Xamarin, Azure, SQL Server, Ionic, Angular, JavaScript, TypeScript, Node.js, MongoDB, Google Cloud, AWS**. Building smart solutions is an integral part of our research activities. We can provide **Smart Building, Smart Farm, Smart Village, Smart District and Smart City** solutions.
5) We're all about execution. Create teams upon will. Expand or shrink them as necessary… as easily as dealing with cloud computing. Terminate unnecessary teams without dire consequences.
    If you need more time to think, ask for a working prototype and run a simulation of your business model in the trenches before you commit to any serious project. Save your time and money.
6) You can get your app, a continuous stream of updates and even turn it into an application ecosystem that attacks your whole business ecosystem.
    On the other end of the spectrum, you can go beyond the app. You can get the team itself, turn the app into an internal project. You can still expand, shrink or terminate teams if necessary. You can still create additional teams. You can easily leave some projects in our hands and keep others in yours.
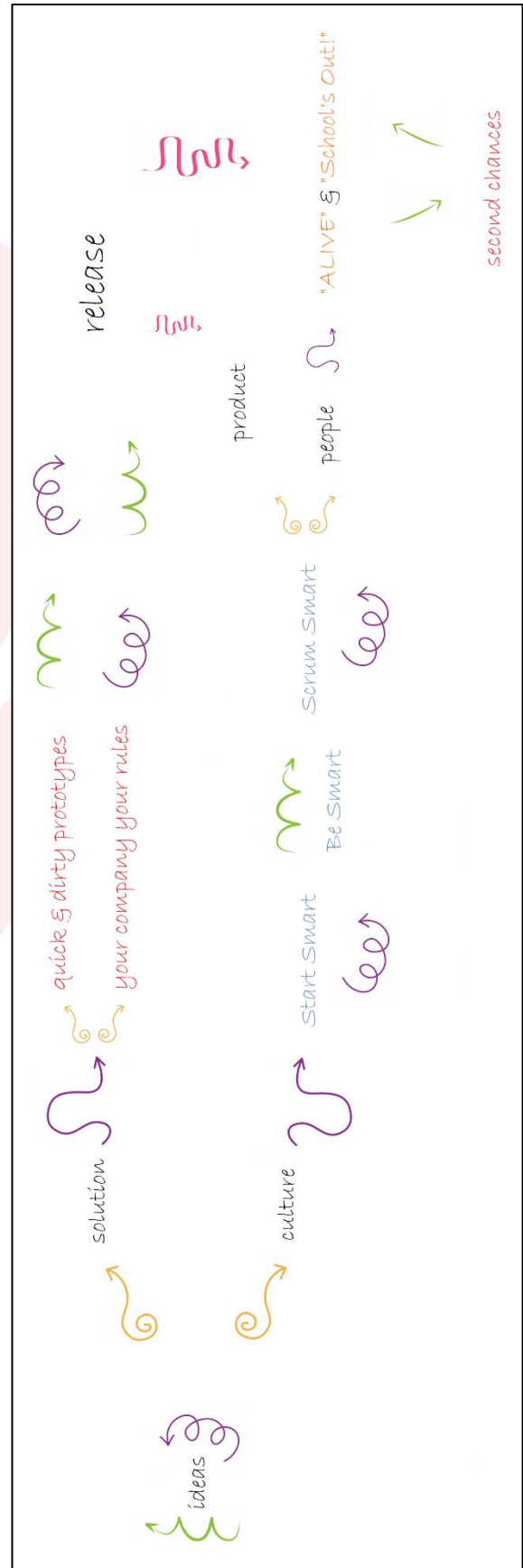
Our Formula for Success

The **Miki formula** brings "quick release-oriented activities" and "process improvement & cultural transformation activities" together with unique tools and innovative methodologies.

Upper arc is all about quick responses to opportunities and threats. You can also use it for human resource management needs. You can test candidates out in the field facing real challenges where their deeds are evaluated with real people who have real problems. **Lower arc** is about transforming your corporate culture step by step. You can go as fast or as slow as you want to go. You can pause and resume anytime. You can change course and follow an alternate path because of unexpected events. You are the master of your faith.

ALIVE introduces a process model where methods come before tools, projects come before processes and people come before all.

School's Out! introduces a school alternative which can be regarded as a new type of incubator or a new type of firm or perhaps, a new type of community.

release

product

people

"ALIVE" & "School's Out!"

second chances

Scrum Smart

quick & dirty prototypes

your company your rules

Be Smart

Start Smart

solution

culture

ideas

How Do You Define WIN-WIN?

We believe that a company cannot reach its full potential if it acts alone. We think, stakeholders create a virtual community even if they are not aware of it. And, if one or more of the groups within the community cannot balance their work with their private lives, all hell breaks loose. The community cannot go forward when some of the people are playing catch-up all the time. So, we have developed several loop structures that handle private and business issues together, so that people can live their lives to their fullest.

A Developer's Life Cycle

If you are an experienced freelance developer with impressive references, apply here.

1) *We understand you do not like the 9 to 5 thing.*
2) *We understand you do not live to work. It is the other way around.*
3) *We understand you want to choose what you want to work on.*
4) *We understand you want to choose where you want to work and when you want to work.*
5) *We understand you need to relax and have fun sometimes.*
6) *We understand when you have rested long enough, you need challenging work, not more of the boring stuff.*

A Software House's Life Cycle

If you own a small specialized software house with good track record, apply here.

1) *Let us handle analysis, prototyping, testing, project management and marketing.*
2) *You do what you do best. Focus on architecture and implementation.*
   Grow your business without marketing and project management costs.

A Reseller's Life Cycle

If you are a seasoned entrepreneur with a valuable network and want to create a new business or expand an old one, apply here.

1) *Get the products and the services.*
2) *Get the training.*
3) *Get the mentoring you need during your first sales.*
4) *Build a business with us.*

A Subscriber's Life Cycle

If you are a software startup with an innovative product or an established firm that wants to expand its horizon, apply here.

1) *Recruit according to the performance in the trenches.*
2) *Train and test with real challenges.*
3) *Align careers and strategic business goals.*
4) *Cultivate positive employee experiences. Increase motivation, collaboration, and productivity.*

The Unifying Theory of Software Engineering

Small Software Houses

ALIVE

WoW

The Perfect Ten

Startups

Big Businesses

MikiMoka   **Possible Futures**

Mikideas

Resellers

Customers

School's Out!

Internal Affairs

Second Chances

"Ask for what you really want"

Wrap Up

*Of course, one can go around naming everything after himself, but we know better. While our first project's mascot Miki remains dear to our hearts and his memory guides us towards where we should go next, we love to find other mascots that represent the essence of every project that grabs our attention. When something has a name and a visual representation, it's quite hard to lose your way. **MikiMoka** was named after a very smart dog. We humans could learn a lot about etiquette from him. **Mikideas** is represented by a squirrel, because it is the most agile animal you can think of. Our software development services (**The Perfect Ten**) are represented by an elephant, because of the animal's long-term memory. We all know how all short-sighted projects ended now, don't we? Our minor project (**Possible Futures**), a modification of Lily Cole's now cancelled project Impossible People, is represented by a monkey, because they are social animals that thrive together.*

Because of our experience with all kinds of software engineering methodologies, we have our own ways of doing things, sometimes similar or complementary to global standards, other times questioning and rejecting them. Since every thought about the how of things has occurred to us after a surprising event, all methodology variants are represented by a surprised homo sapiens. We also believe that the time of the traditional firms, schools and product-customer relationships are over. So, we came up with our own incubator scheme which is poised to replace the startup culture soon.

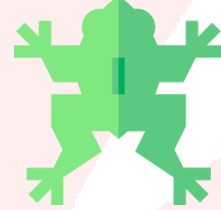| MikiMoka
"tools" | Mikideas
"training" | The Perfect Ten
"development" | Possible Futures
"tools" |

| ALIVE
"process" | Internal Affairs
"process" | Second Chances
"process" | School's Out!
"incubator" |

Contact Information

We don't consider you a customer. We don't act according to a possible future purchasing decision. We always make our decisions thinking we're in this together. We help you and you help us in return. Don't be shy. If there is something bothering you, let us know. Perhaps, we can help you with it.

- **Website** *mikimoka.com*
- **Email** *allproblemssolved@mikimoka.com*
- **Address** *Istanbul, Turkey & Tallinn, Estonia*
- **Phone** *+90 505 884 9483*