

HackSoft

Your development partner beyond code.

Company Overview

Founded in **2014**, **HackSoft** is a boutique (**40 people**) software development company based in **Sofia, Bulgaria**.

We handle **end-to-end** software development for our clients, with technology focus in **Python**, **Django**, **TypeScript**, **JavaScript**, **React**, **Next**, **PHP**, **Laravel** and **AWS**.



Technology Focus

Our primary stack includes **Python, Django, Next.js, JavaScript, TypeScript, React, React Native & Node.js, PHP & Laravel.**

Always in the mix - **PostgreSQL, MySQL, Redis, RabbitMQ, Celery.**

When it comes to **DevOps**, we have extensive cloud experience with **AWS, Heroku and Vercel.**

Added value

One of our mission statements is:

***“Be more than just an outsourcing company.
Be a trusted partner for our clients.”***

We incorporate this in our everyday work & engage with our clients on many levels, including **product development**.



Added value

If you work with us, you can expect the following:

1. We aim to understand what brings value to you & your business.
2. We manage ourselves.
3. We are good & proactive communicators.
4. We know the balance between a proof of concept & a quality long-lasting piece of software.

Solutions

What do we provide as a service?

HackSoft provides services in **3 main areas:**

- 1. End-to-end software development solutions, including design (UI / UX) & quality assurance.**
- 2. Strategic team augmentation.**
- 3. Consultancy in our tech area of expertise.**

Solutions

**End-to-end software
development solutions.**

You need a made-to-measure end-to-end software solution for your business?

This is what we excel at.

We can build your software from scratch, handling: **project management, UI & UX, backend & frontend development, quality assurance, devops**, while also talking with you on a **strategic product level**.

Solutions

Strategic team augmentation.

You need to **fill existing gaps** in your team? Or you **lack the proper manpower** to execute on a project?

HackSoft can help you!

And not by just sending “*warm bodies to fill the seats*”, but by **providing a strategic set of top talents**, that can **enable your existing teams**, **accelerate the pace of development** and **get the job done**.

Solutions

Expert consultancy -
Python / Django

You are running a **Django** project
& need someone to look at?

We can do that for you, **as we take pride in being one of the best Django developers in the world.**

We are the creators of the
“Django Styleguide”, used by
many developers all over the
world.

Solutions

**Expert consultancy -
React & TypeScript**

You are running a **React** project
& need someone to look at it?

We can do that for you!

React is our weapon of choice
for all things frontend. We are
constantly keeping up to speed
with the latest and greatest in
the ecosystem.

Solutions

**Expert consultancy -
Next.js & Vercel**

You are running a **Next.js** project & need someone to look at it?

We can do that for you!

Next.js, especially paired with **Vercel**, is an extremely powerful combo, which can be leveraged for building entire applications.

Ever since **Next.js** came out, we are actively building things on top of it, using the power of **headless & serverless**.

Solutions

**Expert consultancy -
PHP & Laravel**

You are running a **PHP & Laravel** project & need someone to look at it?

We can do that for you!

Most of our developers started their careers with **PHP** and we hold that language close to our heart.

And by pairing **PHP** with a modern & robust framework as **Laravel**, one can build modern & scalable applications.

Solutions

**Expert consultancy -
AWS and DevOps**

Need help **deploying** your Django backend or React frontend on AWS?

Or your **cloud infrastructure** is running on AWS and you have questions and needs?

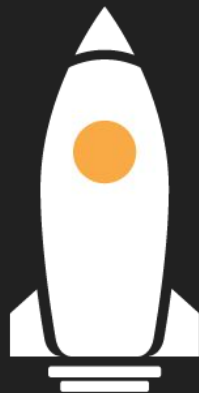
We can help you out! AWS is our go-to cloud provider.

Approach

How we start a project?

Our approach can be expressed in 4 general points:

1. Understand **what's important** for the project & what's the work at hand.
2. Figure out **the appropriate pricing model**.
3. Start working & establish **rhythm**.
4. Iterate & **adapt to change**.



Approach:

Step 1

Understand the important stuff first

We try to figure out the following:

1. What problem are we solving?
2. What are the short term & long term goals?
3. What are the priorities?
4. Are we the right partner for you?

Approach:

Step 2

Figure out the appropriate pricing model.

Our pricing model is as follows:

1. **Fixed price** - we'll give you one final price for the project.
2. **Fixed monthly fee for a team** - we'll compose a team that'll cost the same amount for each month, that the team is working on the project.
3. **Fixed monthly fee for support** - some cases are well-suited for a support agreement.

Approach:

Step 2

Figure out the appropriate pricing model.

In order to pick the best-suited pricing model, we do a lot of **initial discussions & exploration**, as part of “Step 1” - figuring out what’s actually needed.

Well-scoped projects tend to lean towards **fixed pricing**.

Projects with lots of uncertainty & long development horizons tend to lean towards **fixed monthly fee for a team**.

Approach: Step 3

Start working & establish
rhythm.

Once we agree upon the work at hand & the team is formed, we start the actual software development work.

Once the team is up and running, rhythm comes into play.

Team in rhythm is a team that can move fast and ship quality software.

You can read more [on rhythm](#) here.

Approach: Step 4

Iterate & adapt to change.

Things change constantly.

That's why adapt to the change and always keep the priorities in mind.

This is the long game and we love playing it.

Read more about how we
approach projects in our blog.

BLOG

HackSoft's Executive team



Radoslav Georgiev | CEO
radorado@hacksoft.io



Ivaylo Bachvarov | CTO
ivaylo@hacksoft.io



Kamen Kotsev | VPE
kamen@hacksoft.io

We train our own talent.

We had an academy, called **“HackBulgaria”**, where we did programming courses, preparing people for their first job.

Over the years, we’ve done over **10 Python courses**.

Almost everyone working in HackSoft took one of those courses.

We are well
positioned in
the community.

We are actively organizing the [Django Bulgaria](#) and [Python meetups](#), happening every month in Sofia.

On top of that, we are the authors of the [Django Styleguide](#), which is actively used and recognized in the Django community.

Portfolio & Case Studies

Overview

For the last **10 years**, we've worked on **40 different projects**.

We've made strong relationships with clients, **working on a single project for as long as 5 years**.

We've grown **from 3 people in the beginning, to 42 people right now**.

Builders Patch



builders patch

Builders Patch is a software solution that is revolutionizing the housing finance industry by digitizing and automating the financing process.

We are currently working with them, **providing end-to-end software solutions**, building their entire platform.



*Kamen, Ivaylo and their team brought **their immense intellect, and technical know-how to every problem** we presented to them.*

*They are **professionals and team players** and every member of their team that I have interacted with **brings clarity, and energy** to any problem we assign them.*

Kanan Ajmera – Founder & CEO of Builders Patch

Kallanish



Kallanish is a business media organization that produces news, data, events, and market intelligence for professionals who work in commodities.

We are currently working with them, **providing end-to-end software solutions and support**, building their highly integrated & flexible ERP & CRM system.



*Their extensive documentation, **tightly-knit and motivated staff** has helped immensely.*

*Senior management's **understanding of both business and actual coding makes them a good fit** for anyone from start-up to mid-sized business.*

I think I speak on behalf of everyone at Kallanish that we would recommend them to others who need similar help and face similar or diverse challenges to scale up their business through technology.

Kalin Rusev - Director at Kallanish



Rado and the team have taken the time to really understand our business and to work with us in building the systems to allow us to grow.

In the five years since we started working together we have trebled our turnover and created two new companies with several product launches.

This would not have been possible without the whole HackSoft development team coming to London to spend a few days meeting our own team and understanding what end results we needed in order to scale up our activities.

*I am confident that **working in collaboration with HackSoft we will continue this growth trajectory** in the next five years.*

Paul Mullins - Director at Kallanish

Odyssey Energy Solutions



The **Odyssey platform** enables renewable energy companies, financiers and suppliers to deploy more projects, faster.

For the past 5 years, we worked closely with Odyssey, **providing both end-to-end solutions & strategic consulting**, to help them bring their platform to live.

“

Over the past five years, **HackSoft has been an indispensable part of our journey.** Their unwavering commitment has been pivotal in our success.

I wholeheartedly recommend HackSoft for any company seeking **a reliable and forward-thinking development partner, that goes beyond just code.**

Patrick Cousins - Vice President, Remote Monitoring and Control Solutions at Odyssey Energy Solutions



*HackSoft's team doesn't just deliver solutions; **they deliver a competitive edge.***

***Their commitment to quality and efficiency has been a game changer for us,** making them an invaluable partner.*

Any company would be fortunate to work with HackSoft.

**Emily McAteer - Founder & CEO at Odyssey Energy
Solutions**

Tell™



Tell™ is a social media for health platform where people engage with top verified health providers who share their knowledge for the benefit of everyone, everywhere.

We are currently working with them, **providing end-to-end software solutions**, building their backend and maintaining their infrastructure.



***HackSoft has been a trusted and reliable partner** who understands the challenges of building a startup company.*

*They are **responsive, easy to work with, and have outstanding engineering capability.***

Nikola Nestorov – Founder of Tell™

Ammo America



Ammo America is a price aggregator for a very specific niche, where you can compare products from different retailers.

We are currently working with them, **providing end-to-end software solutions**, building their entire platform and maintaining their infrastructure.

“

We are ***incredibly impressed with the performance, speed of development, technical knowledge, critical thinking and solution suggestions*** that HackSoft brought to the table.

John LeBlanc – Founder of Ammo America

The Collective



The Collective are the co-living pioneer, operating in London & NYC.

We worked with them for 4 years, **building their internal tools & management software**, used on daily basis by their operating staff.

The Collective



Our primary work for **The Collective** included **building & maintaining back office software & tools**, using Python, Django & React.

For deployment, we used a mix of Heroku & AWS based infrastructure.



Working with HackSoft has been great for the last 4 years.
Even though we are based in different countries,
communication has always been very good.

*As a remote team, **HackSoft are very easy to work with.** They are very diligent and professional, and have made a great impact on The Collective's internal system development.*

Laima Cekule – Product Manager at The Collective

“

Their software makes our operations much more efficient and makes people's jobs easier.

David Sinclair – Project Manager at The Collective

“

*HackSoft provided **exceptional software development and support**, helping us deliver **innovative and robust business solutions**.*

Chi Ugoala – Commercial Platforms Manager at The Collective

OfficeRnD



OfficeRnD is a coworking and flex spaces management platform trusted by 1000+ spaces around the world.

We worked with them in order to **rewrite their members portal from AngularJS to React.**

[We've described the process in great details in our blog.](#)

“

You guys are **great professionals** and totally changed my mind for working with contractors. I love your sense of humor and I am looking forward to working with you again.

Keep being so responsive and accurate!

Milko Diankov - Lead QA at OfficeRnD

Unissu

Unissu, “The Home of PropTech”, connects buyers and sellers of PropTech and ReTech - globally.

Unissu is a platform, much like **ProductHunt**, that **we've built from scratch**.

Unissu

Technology

The tech stack of **Unissu** involves Python, Django & React, Redux, hosted on a mix of Heroku & AWS solutions.

There's also a lot going on in the background, handled by Celery & RabbitMQ.

[You can read about how we achieved server side rendering for React, in our blog.](#)

“

***HackSoft always works with commercial relevance in mind** and consistently produces a product that is largely **bug free**.*

Eddie Holmes - Co-Founder of Unissu

DotaHaven

DotaHaven is a learning hub for the Dota 2* community, focused on guides, created by established pros.

** Dota 2 is a popular online game with serious e-sports scene behind it.*

DotaHaven

Technology

We built the platform from scratch, leveraging **Django** & **Wagtail** and integrating with **Steam** and **BrainTree**.

There are a lot of data analytics going behind the scene, to provide you with a good overview of your Dota skills.

“

Professional and knowledgeable, HackSoft met all expectations, while their responsiveness and agile approach to development made them a go-to partner.

Kiril Kotashev - CEO of DotaHaven

For more case studies & feedback from our clients, **check our case studies page.**

Find HackSoft online:

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