



Galil Software Ltd. is a software service company based in Nazareth. Since starting operations in April 2008, Galil Software has won accounts with leading Israeli high tech companies including ECI, Voltaire, JumpTap, Mobixell, and GE Healthcare. We are proud that all our customers have agreed to provide references that attest to the high quality and cost effectiveness of the services we deliver.

Galil Software is the largest high tech company operating in the Israeli Arab sector. By recruiting from the large pool of skilled engineers available in the Galilee, Galil Software is uniquely positioned to offer high quality services at the most competitive prices. In addition, Galil Software's proximity to major Israeli high tech centers ensures that customers have direct and continuous access to our R&D teams, significantly reducing the risk, cost and management attention required to support outsourcing activities.

As a result of the lower costs of operating in the Galilee and of having won a major government tender which provides substantial subsidies for the engineers we employ, Galil Software is able to offer its customers the most competitive prices.

Galil Software is led by a highly experienced Management Team. Inas Said, our CEO, has more than 15 years of development experience with leading European, US and Israeli companies such as Nokia, Ericsson, Stratus, and ECI. Other key members of our management team include Bassel Khoury who over the past ten years has held key positions with companies such as IBM and Intel. Furthermore, we are fortunate to be supported by an active Board of Directors and shareholders that include Zeev Bregman (Chairman), Itsik Danziger, Oren Zeev, Shay Reshef, Adam Parnes, Gad Hitron, Lior Berger, Elias Tannous, Adi Pundak-Mintz, Eyal Goldwenger, Ailon Michaely, The Arledan Group, and Jimmy Levy (Founder).

Galil Software is financially sound. We recently successfully closed a second round of investment, achieving our target for the round.

Our mission is to meet and surpass our customers' expectations. Our value proposition is based on several key factors:

**Qualified Development Teams** – All Galil Software engineers are graduates of academic engineering programs.

Galil Software has a large data bank of more than 1,200 engineers which we are continuously screening. We have established comprehensive procedures for recruiting technical and professional capability.

Our strength is in our people! We make every effort to hire the most qualified and dedicated staff, and we invest in their training and development to ensure that they will perform at the highest level. Galil Software is an equal opportunity employer, recruiting staff from all the communities in the Galilee.

**Relevant & Experienced Leadership** – We believe that a key success factor for every development team is to have experienced leadership. We establish development teams only once we are able to recruit experienced team leaders and developers. Of course, our development teams also receive direct and continuous support from Galil Software's Management.

**Rapid Ramp Up** – Because we are continuously screening potential candidates, Galil Software can rapidly ramp up and scale development teams. We are typically able to ramp up teams of 10 to 20 developers within 6 to 8 weeks of reaching agreement with our customers.

**Training** – By recruiting from a well educated workforce, Galil Software can significantly shorten deployment schedules by focusing primarily on task-related training. Furthermore, to maximize efficiency, Galil Software partners with leading training companies in Israel that can provide tailored training programs.

**Comprehensive solution** – Galil Software can manage complex projects through the entire development cycle, from problem definition and system design, to detailed engineering, software development, integration and testing, and post delivery support. Galil Software customers include both companies that require turnkey projects, and companies wanting to outsource and significantly reduce R&D costs.

**Broad Range of Expertise** – Galil Software has expertise and is currently providing customers with services in a number of domains, including wireless and fixed networks, real time and embedded systems, and quality assurance (QA).

**Proximity Means Less Risk and Overhead for Our Customers** - Unlike off-shore development centers, our proximity to our Israeli customers ensures that our customers have continuous access to Galil Software employees. Our customers can directly monitor and manage their dedicated development teams, thereby increasing the predictability of timetables and costs, and significantly reducing the risks and overhead cost of outsourced activities.

**High Standard Facilities** - Galil Software's facilities are built to high-tech standards and comply with all required licenses, insurance, security, safety, IT infrastructure and other requirements.

**Competitive Prices** – As a result of the lower cost of operating in the Galilee, and having won a government tender which provides substantial subsidies for the engineers we employ, Galil Software is able to offer services at the most competitive prices.

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We look forward to meeting with you!

*Galil Software Ltd. Confidential*