GW/SIMPATICO STUDIOS

CAPABILITY OVERVIEW · ENGINEERING CAPACITY

Senior European engineers. Teams I've worked with since 2017. I stay on as the person you call.

I place senior developers from Serbian development companies I've known and worked with for close to a decade. You contract with them directly, and I stay involved for as long as the engagement runs.

SENIOR ENGINEERS ONLY · EU TIME ZONE · LONG-STANDING RELATIONSHIPS

INTRODUCTION — PLACEMENT — FOR AS LONG AS IT RUNS

NO FEE TO YOU

The development company pays my commission out of the rate you've agreed. No retainer, no placement charge, nothing upfront.

SENIOR ONLY · EU TIME ZONE

Excellent English and used to working inside client teams. Engineers who don't need hand-holding.

28 YEARS IN THE ROOM

I manage the introduction, make sure the fit is right, and stay involved. When something goes wrong, you call me.

.NET / REACT / ANGULAR / MOBILE / QA / CUSTOM SOFTWARE

INFO@GAILWEINER.COM

GAILWEINER.COM

A-01 WHY THIS WORKS

Most offshore arrangements fail in the same place: the moment something goes wrong and nobody owns it.

A marketplace sends you CVs and disappears. I've been placing developers with UK and US companies since 2017. When a placement wobbles, a timesheet doesn't add up or a developer isn't the right fit, the client phones me and I sort it out with the dev company. One client's director tells his own team exactly that: just phone Gail.

A-02 WHAT I BRING

DEVELOPMENT

Senior Developers

Experienced full-stack engineers across .NET, React, Angular and mobile who join your existing team and work inside your process, your tools and your sprint rhythm.

TEAMS

Dedicated Teams

When one developer isn't enough. A small senior team from a single dev house that already works together, so you're not assembling strangers.

QUALITY

QA Engineers

Testers who sit alongside your developers and catch problems before your users do.

A-03 WHAT YOU GET

Direct introductions

Development companies I've placed with for years, not a marketplace. A personal introduction from someone who knows how they work.

You contract directly

Your agreement is with the development company. No middle layer on the contract, no lock-in to me.

Senior engineers only

Excellent English, EU time zone, used to working inside client teams. No hand-holding required.

Fit before CVs

I find out how your team actually works before I send anyone. Fewer CVs, better ones.

Clear rules on hours and leave

Leave balances reported to you monthly. Any developer running well over their contracted hours is flagged before month-end, so you decide what happens next.

No fee to you

The development company pays me. No retainer, no placement charge, nothing upfront.

A-04 TRACK RECORD

2017

PLACING SINCE

Serbian developers into UK and US companies

9 yrs

LONGEST CLIENT RELATIONSHIP

And still the person they call

€6,000

SENIOR DEVELOPER, MONTHLY

All-in. Around $7,750 for US clients

Rates are all-in. The development company's fee, management and my commission all sit inside one monthly figure. You won't get a surprise invoice from me.

A-05 FROM THE FIELD

FINTECH STARTUP

Needed a full platform build and got quoted £400k in London. Delivered by a Serbian team for under £150k, live in six months.

SAAS SCALE-UP

Needed to grow the product but couldn't hire fast enough. A senior team embedded within two weeks, shipping production code in four.

CONSULTANCY

Wanted to take on bigger delivery work but had no bench. Now runs a Serbian team as its own extended capacity.

A-06 RIGHT FIT

- A **CTO or VP Engineering** with a project that needs to move
- A **startup** that got a quote and nearly fell off their chair
- A **scaleup with legacy tech** that needs modernising
- A team that's **been burned by offshore before** and wants someone accountable this time
- Anyone who **shelved a product** because the estimate was brutal

Let's talk about what you're building.

Tell me what you need. I'll tell you honestly whether I can help, and if I can, I'll make the right introduction. No procurement process, no RFP. Just a conversation.

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