

FREQUENTLY ASKED QUESTIONS



How old is Leszynski Group?



Stan Leszynski started the company in 1982—a few months before the first IBM Personal Computers became available. The company's first projects revolved around the original MS-BASIC: writing small database applications; customizing the source code of accounting systems; and creating PC utilities.



What types of consulting services do you provide?



We help our client companies in a variety of ways, including: designing long-term technology strategies; architecting technical business systems and workflows; designing and authoring custom software applications and databases; providing project management; delivering customized tools and training, and providing mentorship for our clients' technical and development staffs.



Who are some of the company's clients?



In recent years, we have done work for Microsoft, Toyota North America, Starbucks, AT&T Wireless, Weil Gotshal & Manges, Group Health Cooperative, Kiewit Construction, and T-Mobile Wireless.



What is a typical project for Leszynski Group?



Most of our projects involve a database: writing a data collection or reporting application; building a data mart or query engine coupled to an enterprise database; or creating mobile data collection and distribution systems for the Tablet PC and mobile devices. We also architect and write commercial (retail) software.



What are some examples of client engagements?



For Toyota North America, we designed a five-year strategy and a data model for tracking manufacturing materials and the related waste and environmental risks. We are in our second year of building databases and applications following the designs that we wrote. For T-Mobile Wireless, we created an XML-driven data mart that allows users to query huge datasets across multiple billing transaction databases.



How is your company different from other solution developers?



We are process-driven, professional problem solvers. For example, we have staff with advanced degrees in computer science and/or mathematics. We use skills testing, reference checking, peer reviews, and other screening processes to assure that we provide only the top ten percent of IT talent to our clients.



Do you provide long-term staff augmentation for your clients?



We do provide fee-based strategic and design consultants and project management staff, but for development engagements we are a project-based consultancy, not a 'body shop'. We work in teams, usually at our own offices, from a design specification that we write in partnership with our client.



Do you provide or use offshore development?



Our methodology requires active collaboration between client users and our designers and developers, so we work at our offices and the client site. We do not shop software development overseas.



What is your relationship with Microsoft?



Microsoft is a long-time client of ours—we have done more than 100 consulting projects for them, designing and building internal systems and authoring retail components and applications. For example, we wrote the New Document wizards that ship in Microsoft Word, the Calendar Control shipping in Microsoft Office, and the Snipping Tool and Tablet Pool PowerToys on Microsoft's Tablet PC Web site.



Do you have industries that you focus on?



Over our twenty year history, we have worked with clients from almost every major line of business, so we can translate our experience into almost any problem domain or workflow. Our strongest areas of experience include healthcare, high technology, legal, insurance, construction, and manufacturing.