

## Reference letter for Itransition

Tilta is a team of experienced fintech founders, engineers, and data scientists. We build a white-label B2B SaaS product which enables B2B Marketplaces and Merchants to offer payment terms to their Buyers, while also removing a burden of risk, collections, and compliance

In April 2022, we were just incorporated and eager to build our first version of the product as quickly as possible. Having a limited engineering capacity, we reached out to several companies and interviewed each member of a potential team ourselves. We were paying attention to the team's skillset, the time required to start working together, the company's reputation, flexibility around team size, structure and pricing options. After thoroughly considering all these factors, we selected Itransition to support Tilta's engineering efforts, help build the MVP sooner, and provide expert consultations regarding fine details of the architecture setup.

Itransition team members joined Tilta to speed up the MVP release. They participated in our day-to-day operations and development, as well as some more strategic events consulting us about software architecture, comparing and choosing external libraries, and building third-party integrations.

Thanks to the efforts of our joint team, we were able to build the product MVP, including compliance measures, payments integration and reporting — in less than 6 months. The biggest advantage was team availability, especially now — in a very competitive German/European talent market. Involving Itransition, also helped us save on team expenses, which is critical in the first year of our company life.

We saw Itransition as a proper extension of our own team — culturally, operationally and professionally. Because of that, we were able to radically speed up engineering without changing our process, and without compromising product quality.

Our whole team is delighted with the results we achieved with Itransition's team help — and we would gladly recommend their services to anyone needing a boost in building an MVP or during the growth phase. The speed, engineering standards, and working discipline were absolutely amazing throughout our cooperation.



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