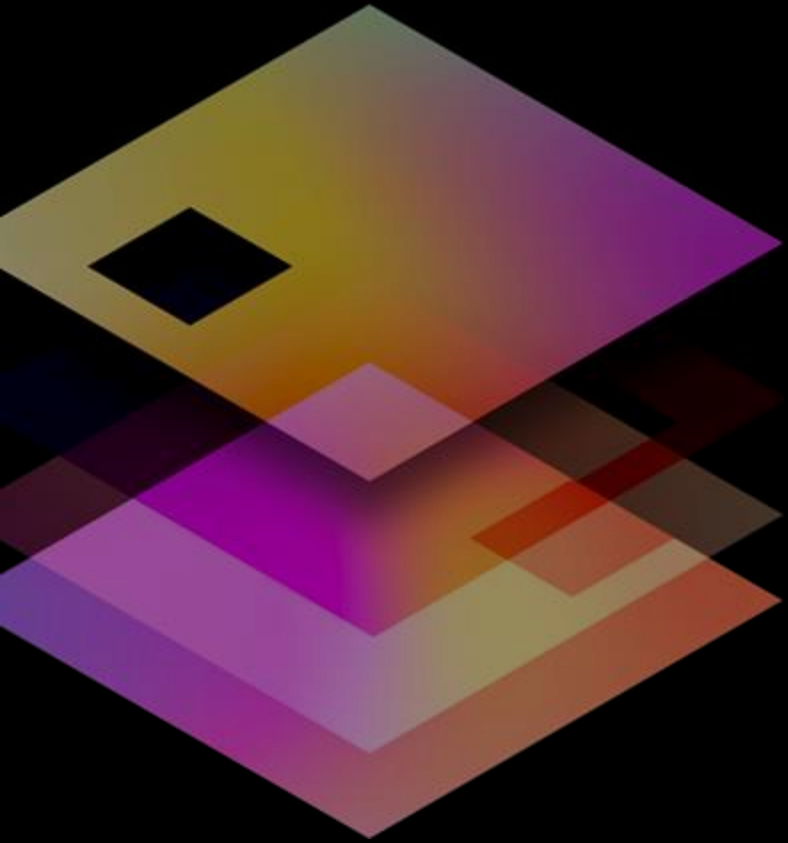




instil

Secure Software Development Training

Service Definition Document
G-Cloud 14

INNOVATE. IMPLEMENT. PROTECT. EDUCATE.
INSTIL.CO

120+
PEOPLE

BELFAST
HEADQUARTERS

19 YEARS
IN OPERATION

10,000+
TECHNOLOGISTS TRAINED

ABOUT US

Established in 2005, Instil excels in developing exceptional customer experiences for renowned global brands. Our experienced cloud engineers and designers drive innovation through cutting-edge technology and a commitment to continuous learning.

We are a diverse, multi-disciplinary team of engineers, designers, educators and strategists focussed on positive impact and change for good.



WHAT OUR CUSTOMERS SAY



Alan Hughes

CTO, Trafalgar Entertainment

Their team is extremely talented and knows exactly what they're doing



Colin Stanford

CEO, Pinnacle Response

They seamlessly adapted to our style.



Kevyn Ford

Sr Engineering Manager, New Relic

Instil's sheer breadth of knowledge makes their software services very desirable.



John Doe

Architect, Comms Company

"with utmost quality. Instil Software showcased their knowledge, professionalism, and excellent project management skills"



OUR SERVICES

Innovate

Product Development

Accelerator

Experience Design

Strategy

Implement

Cloud Engineering

Cloud Native Architecture

Application Modernisation

Advisory

Protect

Cyber Security

Penetration Testing

Consultancy

Awareness

Educate

Bespoke Training

Early Career

Growth

Excellence



FEATURES & BENEFITS

Instil provides intense short courses (2-5 days) in Cybersecurity for Software Engineers. Our courses are delivered by experienced instructors who are also software developers and security experts.

FEATURES

- Courses and workshops in Threat Modelling, Security by Design, Cloud Security
- Learn how to defend applications from hackers
- Discover how to find vulnerabilities and mitigate risks
- Virtual and In-Person short (2-5 day) courses
- Bespoke customisation of material to suit customer needs
- Live training with an expert security instructor

Benefits

- Expert in the room provides real-time support and guidance
- Live training can be adjusted to suit attendees needs
- All material including notes, sample code, exercises and solutions are made available
- Practical focus means knowledge is firmly embedded



Innovate

Product Development

Accelerator

Experience Design

Strategy

Our Product Development services encompass the entire product lifecycle from concept, to creation and beyond.

ACCELERATOR

Through our methodologies and technology expertise we help customers to take their concept to MVP at pace.

EXPERIENCE DESIGN

Our designers work with customers to build exceptional experiences for their end user.

STRATEGY

Our teams help to define product roadmaps, identify opportunities and build solutions for the long haul.



Implement

Cloud Engineering

Cloud Native Architecture

Application Modernisation

Advisory

We design and build secure, scalable cloud solutions.

CLOUD NATIVE ARCHITECTURE

We architect modern cloud native solutions that leverage the correct technology to ensure you receive a resilient, secure and scalable solution.

APPLICATION MODERNISATION

Transforming legacy systems into modern, cloud-optimized solutions.

ADVISORY

Building Scalable, Secure, Sustainable and Cost-effective cloud solutions is tough. Our team can advise on best practice to ensure you are best placed to succeed.



Implement

Cloud Engineering

Cloud Native Architecture

Application Modernisation

Advisory

We recognise that organisations will increasingly require multi-cloud approaches to meet their redundancy and recovery requirements and so we are delighted to partner with AWS and Google on their respective cloud solutions. These partnerships allow us to better serve our customers through access to new technologies, expert support and cost savings.

aws partner
network

Select
Technology
Partner


Google Cloud
Partner



Protect

Cyber Security

Penetration Testing

Consultancy

Awareness

We offer bespoke digital security solutions, to help your business prepare, protect and persist.

SECURITY & PENETRATION TESTING

We are committed to delivering a human-based approach to penetration testing.

CONSULTANCY

Security Consultation in Cyber Essentials, ISO27001 and more.

AWARENESS

Train your staff with our straightforward and human focused approach.



Educate

Bespoke Training

Early Career

Growth

Excellence

Expert instructor-led training that helps development teams stay ahead of the latest technology trends.

EARLY CAREER

Give new software engineers a great start in their career with a custom designed programme covering your key technology stack.

GROWTH

Upgrade your teams with targeted technology-focused training delivered at the point of need.

EXCELLENCE

Level up your teams with our best practices courses including TDD, Modern Testing and Engineering.



THE INSTIL WAY



Discovery & Ideation

Our process begins with a thorough discovery phase where we collaborate closely with our clients to understand their needs, challenges, and goals.



Design & Development

With a team of highly skilled designers and engineers, we bring concepts to life through meticulous development processes, leveraging cutting-edge technologies and agile methodologies.



Scale & Maintain

Once deployed, our focus extends beyond delivery as we help our clients scale their solutions effectively, whether it's accommodating growth, enhancing functionalities, or optimizing performance.



Aftercare & Support

Our commitment to our clients extends far beyond the development phase. We offer comprehensive support services to ensure seamless operation and address any issues or concerns that may arise.



Your Trusted Delivery Partner

AMERICAN
EXPRESS

eso



▲ ATlassian

BOSE



Deloitte.

McAfee

vypri



workday





Case Studies

Established in 2005, Instil excels in developing mission-critical software for renowned global brands, demystifying complex technologies and empowering engineering teams with comprehensive training.



DIGITAL INSURANCE PLATFORM

Stroll

Creating a fully serverless, digital car insurance platform in just 12-months on AWS.

Since 2021, Instil have been the digital partner of Prestige Holdings, one of Ireland's largest insurance providers.

As a traditional 'bricks and mortar' company, they needed to develop a new digital brand, Stroll Insurance – an online car insurance platform for the 21st century.

Technology

Xamarin, C#, IOS, Android



“The vision for Stroll was to create a digitally led broking business, combining innovative technology with industry-leading expertise to deliver exceptional customer experiences”

SITUATION

Accelerate Digital Transformation

Stroll Insurance sought a partner to accelerate their digital transformation. Their objectives included creating an exceptional digital experience for customers - from initial quote to policy renewal - streamlining back-end processes and designing an innovative cross platform user interface for customers.

SOLUTION

Modern Cloud Native Architecture

Instil leveraged serverless technology to streamline and focus on release of business value. We developed a responsive web portal for seamless quote processing and created a mobile application to manage policies and handle claims. The modern architecture integrated with the legacy quote engine API to reduce risk and ensure efficiency.

RESULT

Seamless Digital Experience

Stroll Insurance successfully rolled out a fully functional platform to the market in just 12 months. This solution encompasses an intuitive web portal that guides users through the quote process, Android and iOS mobile applications for efficient policy management and claims handling, and a backend that integrates with legacy quote engine technology. The result? A seamless digital experience.



Sam McElroy

Lead Product Manager, Stroll

"Instil has consistently helped us achieve business goals by paying attention to our needs and requirements, offering thorough advice and recommendations to create intuitive user experiences by developing technical solutions, and more"

Business Benefits

Stroll has been operational for 2 years and the platform has continued to evolve and mature, with a stream of new features and capabilities.

Embracing cloud-native and serverless technologies has been crucial to its success, allowing us to:

- Reduce delivery time by leveraging cloud-native services, prioritising business value delivery
- Lower costs by avoiding idle payments during low activity periods
- Minimise operational effort by leveraging AWS for heavy lifting

Choosing Instil as their dedicated product development partner enabled Stroll Insurance to successfully launch an intuitive digital car insurance platform whilst saving major time and resources, serving X customers across the UK.



UNIFIED E-COMMERCE INFRASTRUCTURE



Instil was proud to partner with Trafalgar Tickets.

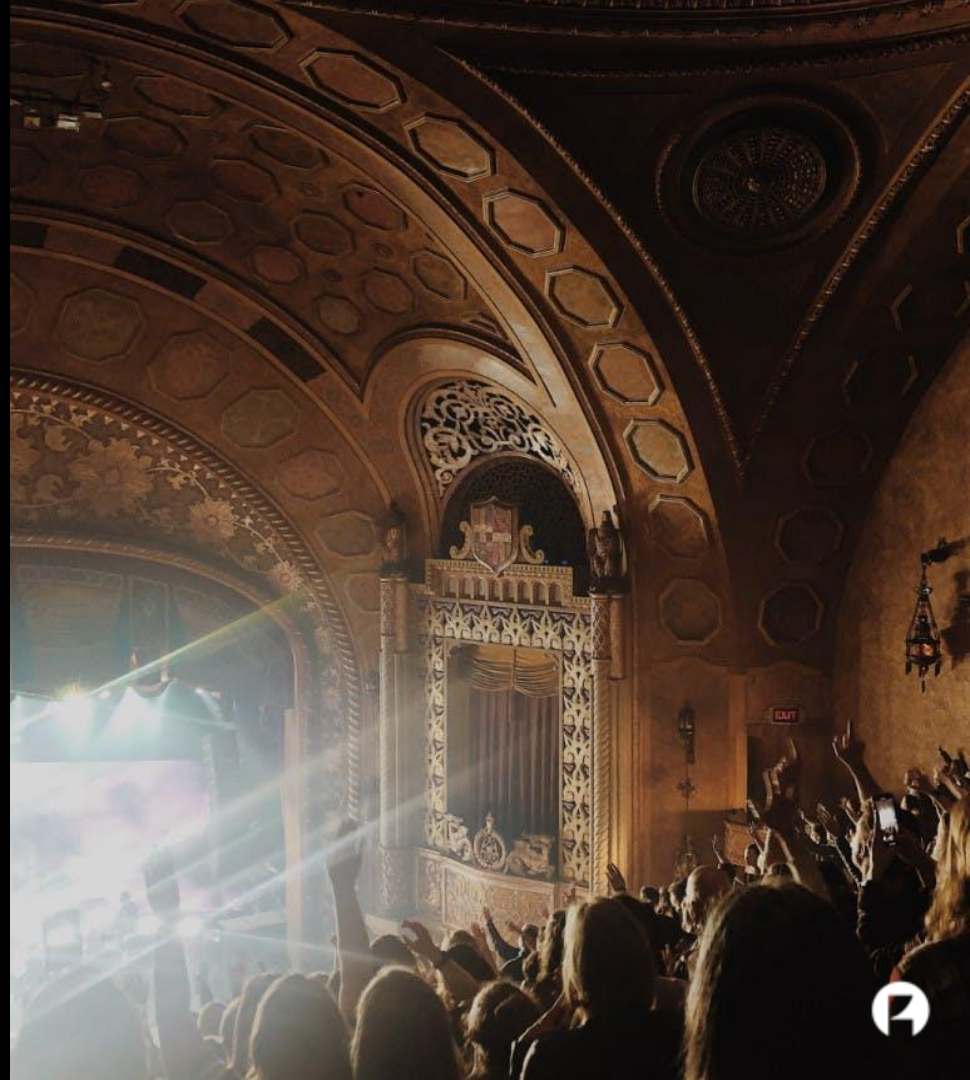
The ticketing platform used by Trafalgar Theatres, a leading international theatre and venue operator based in the UK.

Trafalgar Theatres manages 16 venues globally, but due to a legacy technology estate these venues lacked a cohesive digital experience for users.

Trafalgar Tickets was established to provide the technology that would support ticketing across theatres and create a consumer ticketing brand.

Technology

Xamarin, C#, IOS, Android



This comprehensive upgrade not only modernized the customer experience but resulted in a significant increase in online ticket sales and market visibility

SITUATION

Reimagine User Experience

The ticketing industry was evolving rapidly, with growing digital adoption. Trafalgar Theatres sought to maintain position at the forefront of the market and so established Trafalgar Tickets to leverage technology to improve ticket management for regional theatres and make ticket booking more accessible and inclusive for all.

SOLUTION

Seamless Navigation and Personalization

With the adoption of a reusable UI component library, Instil provided Trafalgar Tickets with the tools for creating customizable and intuitive user interfaces. Each venue's subsite offered a personalized experience, yet maintained the overarching brand identity, leading to a user-friendly platform that resonated well with customers.

RESULT

Expanding Market Presence

This sophisticated e-commerce solution positions Trafalgar Tickets on a trajectory toward increased market share and the potential for increased ticket sales. The modernized platform, with its improved SEO and user engagement, sets the stage for a more robust online presence and the promise of future revenue growth in the competitive theatre and event ticketing arena.

UNIFIED E-COMMERCE INFRASTRUCTURE



Alan Hughes

CTO, Trafalgar Entertainment

Their team is extremely talented and knows exactly what they're doing

TRAFALGAR
TICKETS

Business Benefits

As Trafalgar Tickets looks to the future, the groundwork laid by Instil's technological advancements promises continued innovation and business growth.

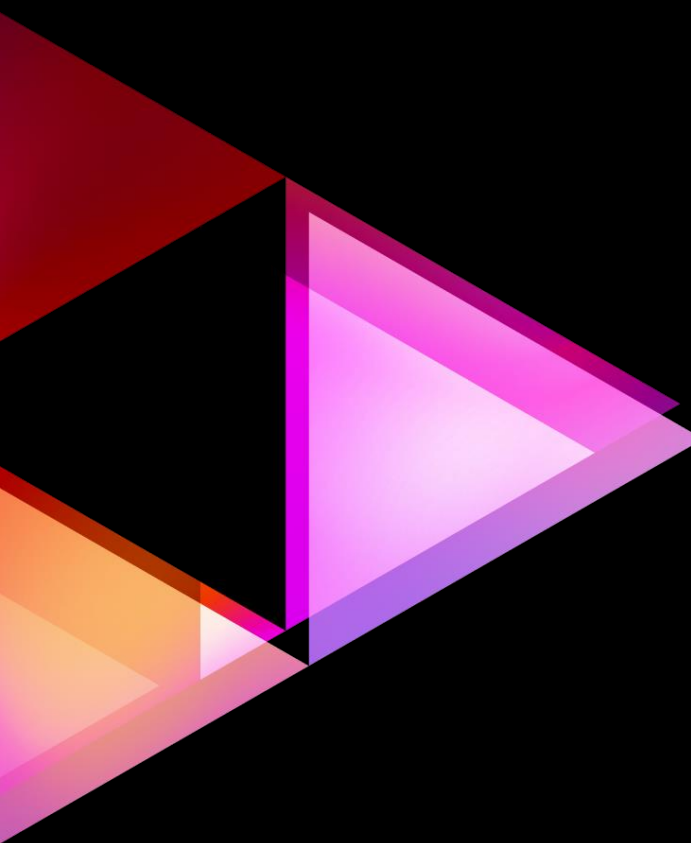
The flexible and scalable serverless architecture is designed to evolve with the company, accommodating new features and integrations seamlessly.

The modern platform has:

- Driven greater customer satisfaction, with feedback from users showing positive response to the navigation and personalisation touches.
- Presented events to a much wider audience thanks to a fully integrated backend
- Enabled Trafalgar Tickets to benefit from the cost efficiencies possible through a modern cloud native architecture.

Choosing Instil as their Transformation Partner enabled Trafalgar Tickets to deliver a modern platform supporting 3 regional theatres in just 3 months. The platform now supports more than 10 regional venues in the Trafalgar Theatres portfolio.





Thank you

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