SolutionNear

Engineering experience.
Business perspective.
Technology that delivers.

Introducing SolutionNear — who we are, what we believe in, and the services we deliver.

WHO WE ARE

Engineers at heart, business-minded by experience.

Our core team consists of IT veterans who have spent decades building technology. Engineers evolved into senior architects, business leaders, and entrepreneurs, gaining a perspective that spans technology, people, processes, and business. Delivering IT solutions at the highest quality.

We are engineers at heart. We build complex software solutions, develop high-performing teams, and help shape successful technology organizations.

We understand the business challenges behind the technology and translate them into pragmatic, scalable solutions that deliver real value. From strategy to execution, we bring the experience to make technology work.

Based on decades of hands-on engineering experience.

OUR VALUES

We believe in good company.

Our core values are rooted in the simple things that make human interactions genuine and trustworthy.
Because trusted business partnerships are built on trusted human relationships.

Care

People don't care how much you know…
…until they know how much you care.

We care about each other, our clients, and every project we take on. Whether it is a major transformation or a seemingly small task, we approach it with the same commitment, diligence, and attention to detail.

Expertise

Great outcomes require real expertise.

High-quality products and services cannot be built on technology alone. They require the right skills, experience, and judgment. Everything we offer is grounded in strong engineering and business expertise, built on industry best practices and refined through years and years of hands-on experience.

Quality

We consider it a mindset, not a checklist.

Quality is easy to claim, harder to define, and even harder to consistently achieve. We see it not as a process or a final inspection, but as a mindset: one we bring to every decision, every line of code, every interaction, and every outcome.

Fairness

Because healthy relationships are built on trus.

We believe in being fair, transparent, and straightforward in how we work with people. Fairness builds trust, and trust is what allows relationships to last, evolve, and grow. Business partnerships are no different—they are, after all, relationships between people.

WHAT WE DO

Seven ways we help you build better technology.

Based on decades of experience across IT projects, industries, and team setups, we orchestrate people, process, and technology to deliver solutions at the highest quality. Custom-tailored to your exact needs.

Solution architecture
Business outcomes before technology.

AI powered prototyping
Turning ideas into working products, faster.

Human powered development
Ensuring quality by design.

Project rescue
Recover. Don’t restart.

Team augmentation
Seamlessly extending your capabilities.

Your own engineering hub
Owned by you. Powered by us.

Tailored advisory services
Additional perspective, leadership or expertise.

SERVICES

We let AI do what it does best.
We let humans do what only humans can.

Solution architecture

Business outcomes before technology.

Designing how a technology solution will meet specific business needs. Bridging the gap between business goals and technical implementation by defining the overall structure, components, integrations, and technologies required for a solution.

Before talking about technology, features, or platforms, we first build a deep understanding of your business—its actors, entities, processes, and workflows. We identify bottlenecks, inefficiencies, and opportunities for improvement, then translate them into practical technology solutions aligned with your business goals.

The outcome is a comprehensive assessment with clear recommendations, a target architecture, and a pragmatic transformation roadmap that connects business needs to the right technology choices.

AI-powered prototyping

Turning ideas into working products, faster.

Especially valuable for startups and scale-ups, where speed to market can make the difference between an idea and a validated opportunity. When the goal is to launch an MVP, demonstrate a concept, validate product-market fit, gather early user feedback, or attract investors, traditional development can take too long.

This is where AI-powered prototyping comes into play. We use AI-assisted development to rapidly turn ideas, requirements, and designs into functional prototypes that can be tested with real users and stakeholders.

The result is a faster path from idea → prototype → validation, helping you learn earlier, reduce development risk, and make better-informed decisions about what to build next.

From idea to solution, architecture, and to working software.

Human-powered development

Ensuring quality by design.

The strongest engineering teams don’t simply implement requirements.

They challenge assumptions, ask the right questions, refine the problem, and progressively build deep domain expertise. They understand not just what needs to be built, but why—something that still requires human judgment, context, and experience beyond what AI can provide on its own.

That expertise is then translated into robust, maintainable, and scalable technical solutions—combining the speed and capabilities of AI with the judgment and craftsmanship of experienced engineers.

Project rescue

Recover. Don’t restart.

Projects may go off track. Vendors may disappoint or disappear.

When your IT project hits a dead end, we step in with an objective assessment and a practical plan to get it back on track—without starting over.

With the highest expertise, we rescue troubled IT projects by finding what went wrong, what can be saved, and how to move forward. With a clear plan to recover, not restart.

Extending your team, your organization, and your business reach.

Team augmentation

Seamlessly extending your capabilities.

You keep full ownership and decision-making authority over your product, solution, and processes. We extend your team with the additional capacity, expertise, or specialized skills you need, when you need them.

Our people integrate seamlessly into your existing organization, ways of working, and culture, operating as one team with your own engineers and stakeholders.

The result is a flexible, tailored extension of your team that strengthens your capabilities without taking ownership away from you.

Your own engineering hub

Owned by you. Powered by us.

You may want to establish your own nearshore engineering hub. But establishing and operating a business in a new country comes with legal, administrative, operational, and hiring complexities. We help you navigate that entire journey in Romania.

From setting up the local entity and establishing the necessary operations, to building the engineering organization and supporting its growth. With hands-on knowledge of the local business environment, we can assist across the full lifecycle, allowing you to focus on building your business growth while we take care of the complexity behind operation of you local hub.

Tailored advisory services

Additional perspective, leadership and expertise.

Not every challenge requires a full project or a permanent hire. Sometimes you need an experienced perspective, additional leadership, or specialized expertise exactly where and when it matters.

We provide tailored, on-demand support across business and technology—from consultancy and fractional management to project leadership, training, and team development. Engagements are shaped around your specific situation, objectives, and pace, providing the right expertise without unnecessary overhead.

HOW WE WORK

A transparent, iterative path to predictable outcomes

We believe every partnership should be transparent, fair, and bi-directional. No black boxes. No surprises.
Our engagement follows the same principles.

GETTING STARTED

NDA first

A mutual confidentiality agreement protects both parties' IP and assets.

Discover

A discovery session to understand needs and formalize success criteria.

Assess

Evaluate feasibility and fit — an early decline beats a late failure.

Framework (MSA)

A Master Services Agreement sets the general terms & conditions.

Statement of Work

One or more SoWs define the specifics of a project or phase.

THEN, ITERATIVE DELIVERY — START SMALL, EVALUATE, ADJUST, REPEAT, SCALE

Pilot phase

A small, experienced core team sets governance, roles, and direction.

Retrospective

Collect insights and define corrective actions for smooth cooperation.

Scale gradually

Add capacity and skills while refining productivity and quality goals.

Monitor & control

Track measurements, reassess risks, and improve estimation accuracy.

Celebrate

Celebrate success — together.

This is not a “big bang.” We work iteratively: start small, evaluate, adjust, repeat & scale.

SolutionNear

Let's build technology that delivers.

Explore our services and solutions — and let's discuss how we can help.

solutionnear.com