

Built to Last: 20 Years of Zero-Defect Engineering — and What It Means for You

One of the world's largest education publishers has trusted Excelsoft with its platforms for two decades. Here's what that looks like up close — and why it matters for your institution

**Your systems can't take a term off.
For 20 years, neither have ours.**

Excelsoft has spent two decades as the engineering team behind one of the world's largest education publishers — running 12+ platforms at once, from assessment tools to course delivery. Here's what that partnership taught us.

20
YEARS OF TRUST

12+
PLATFORMS RUN

RELIABILITY YOU CAN ACTUALLY COUNT ON

We're not just claiming zero defects — we've sustained it. Across every platform, every release, for 20 years:

- ▶ Zero P1/P2 defects. Full stop.
- ▶ Every release reviewed by dev, QA, DevOps, performance, and security specialists — not just one team signing off.
- ▶ Blue-green and canary rollouts, so nothing ships without a safety net.

“This is what 20 years of trust looks like in practice.”

| WHEN A VENDOR WALKS AWAY, WE DON'T MISS A BEAT

Every institution inherits systems nobody fully documented. We've lived that worst case: a prior vendor handed us a critical platform with zero knowledge transfer. Our engineers reverse-engineered it from source code and runtime logs, rebuilt the documentation from scratch, and then:

- ▶ Delivered the same work in a fraction of the prior one-year cycle
- ▶ Cut the cost per unit to a third of what the old vendor charged
- ▶ Kept it at zero defects ever since

That's the kind of continuity that protects you when a vendor relationship ends badly — without your students ever noticing.

| MODERNISING WITHOUT BREAKING WHAT ALREADY WORKS

We migrate legacy systems to modern architecture in small, validated steps — never a risky all-at-once cutover. The result: zero P1/P2 incidents across every migration we've led, including complex, high-traffic platforms. We've also retired a legacy platform entirely, moving its full user base to a modern successor with zero content loss and zero disruption.

| DOING MORE WITH LESS

We've cut infrastructure costs by ~25% for our longest-standing partner, without touching performance or uptime — a multi-million-dollar recurring saving at their scale. And when speed matters, our engineers hit full productivity in two weeks (the industry norm is 4–12), backed by an AI-augmented delivery process benchmarked at 2.6–3x more output.

| WHAT THIS MEANS FOR YOU

- ✓ Systems that stay up — not just once, but every release
- ✓ Protection if a vendor relationship goes wrong
- ✓ Upgrades that don't interrupt your academic calendar
- ✓ Budget freed up by real infrastructure savings
- ✓ A team that can move fast when you need it to

LET'S TALK

Excelsoft has spent 25+ years building EdTech platforms — and 20 of them earning this level of trust from one of the world's largest publishers. We'd like to bring the same discipline to your institution.

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