DEVAPP

Written Internship

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Preambule

This rapport has been written in order to present a startup company where I am used to work two months ago.

Firstly I will explain my work to a new colleague, Mark. Secondly, I will try to convince my supervisor to take over my internship's project. Lastly, I will persuade my manager to assign me to a project which turns out to be my dream project.

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If you are a new employee of DEVAPP, you will find crucial informations regarding the company in this part.

Firstly, you find the presentation of the company. Than, you will have more information concerning DEVAPP's management and the organization of all departments.

I- Explaining DEVAPP to a new colleague

a) What is DEVAPP and what are we doing ?

DEVAPP is a french startup technology which produces Web applications, mobile and services related to the domaine. The new company provides their clients the abilities to extend or create their business in various plateforms such webdesigns or webmobiles. DevApp helps their customers to make their vision to become a reality, videlicet, you have to communicate a lot in order to understand their needs.

The company is focus on :

- A-1 : Implement an online data base to improve the level of efficiency and productivity.
- A-2 :Create applications web or mobile in order to introduce them in e-commerce.
- A-3 : Create plenty pages in front so that they can have some visual pages of their application
- A-4 : Manege the backend to implement and edit their front pages
- A-5 : Secure applications prevent computer hacking.

The clients are usually old and have their own buisness from decades in tagible way. They are not used to Internet or new technology.

Thus, communication is really important. It is the only way to understand what they need. We have samples to put an image on their thougths with the aim of obtaining, realizing and targeting their visions.

The client is the most important asset of the project because we cannot start the project without a clear understanding of what they want and what they need.

Beside, if the company needs more details, we need to encounter them directly in person as a result of their inability to communicate their needs, espacially in visual aspect of its online products.

We have several approches according to the numerous focus of the companies.

A-1 corresponds to GetData

A-2 Get your application

A-3: Get your pages

A-4 : Get/manage a new backend

A-5 : Be safe

b) Presentation of diverse branches of DevApp

At the moment, we have 4 differents departments,

The door-to-door salesman: is a canvassing technique that is generally used for sales, marketing, advertising, evangelism or campaigning, in which the person or persons walk from the door of one house to the door of another, trying to sell or advertise a product or service to the general public or gather information.

The Digital mediator: is the job of a mediator to facilitate understanding and settlement between the client and the company by providing direction and encouragement, working collaboratively with them to find creative ways to reach a mutually satisfying solution, typically a compromise.

The developers: A developer is an individual that builds and create software and applications. He or she writes, debugs and executes the source code of a software application

The director: a person in charge of an organization or of a particular part of a company's business:

Presently, DevApp has only 3 employees and they switch with those roles.

Trello: is a web-based, Kanban-style, list-making application

Gmail: is a free Web-based e-mail service that provides users with a gigabyte of storage for messages and provides the ability to search for specific messages.

c) Difficulties encountered

The separation of those various departements has be tumultuous. For instance, we realized that a door-to-door seller and a digital mediator were completly differents. On the one hand, a seller can be excellent at his job, if he got qualities such enthousiam, be listener, be direct and use rejection as an advantage.

In other hand, you can be a trumendous digital mediator if you have a perseverance so a tenacity is require. Nevertheless, if you have a seller who is tenacious that would make run away some customers.

The second difficulty was to pay attention to the perception of the client.

We realized clients can not have a clear view of a particular element, due to their discomfort with digital. We always have to give them an overniew such the all page of the front even if we just added a buttom.

In this part, I will try to convince my superior to take over my internship's project. I will describing my role and my skills than I will announce the benefit of taking over my project.

II- Convince my supervisor to take over my project

a) My role and my skill

Since, I started to work at DevApp I have never been disappointed. Actually, you are even more giving me more responsabilities for example I helped Mark to settle well in our team.

b) Why should my supervisor take over my project ?

It has been almost 3 months that I was working at DevApp. In consideration of my atypical education at Epitech, you put me in a position of high responsabilities in the beginning. The results are present I was able to face any challenge. In additionnaly, you put me in charge as a digital mediator simultaniously It helps me to improve my skill and also my job as a developer.

 I was capable not only maintaining our contracts but also reaching the objectives that we have created together.

I realised that the lack of time according to the digital mediation sector created plenty misunderstandings with clients espacially in timing.

I would suggest to have more time with clients in order to understand more what customers want and need. Regarding the experiences that happened, it might be a lesson for us to learn and understand more the client's need in order to avoid the misunderstanding.

I hope that I will convice you to take over my works hence I will pay more attention in each detail of my job and my mission in order to respond our customer's needs.

In this part, I will try to convince my superior to let me be a part of this project. I will initiate by describe my manager than I will give couple reasons why should I join the project.

III-Persuade my manager to assign me to a project

a) Describe my manager

Creative and Inspiring

He devises different training methods and develops plans for each employee. He is open to all ideas and receive all advices and questions with enthousiam and passion. I notice this, therefore, I am driven to bring creative ideas to the team.

He inspires by admitting their shortcomings and failures and then, through his optimism, find another way. I just know that he likes his job, he likes coming to work, and he wants to do his best at work.

b) Why should I join the project ?

Last month I implemented an automatic notification system that saved developers 3 hours per week. It gave me more time to focus on activities that helped the company for instance I was able to find more clients. Based on the value I have already added to the company, and the strategy I've built with the departement of digital mediator, I would like to ask you to let me join the project Beta in the webdesign area in the future.