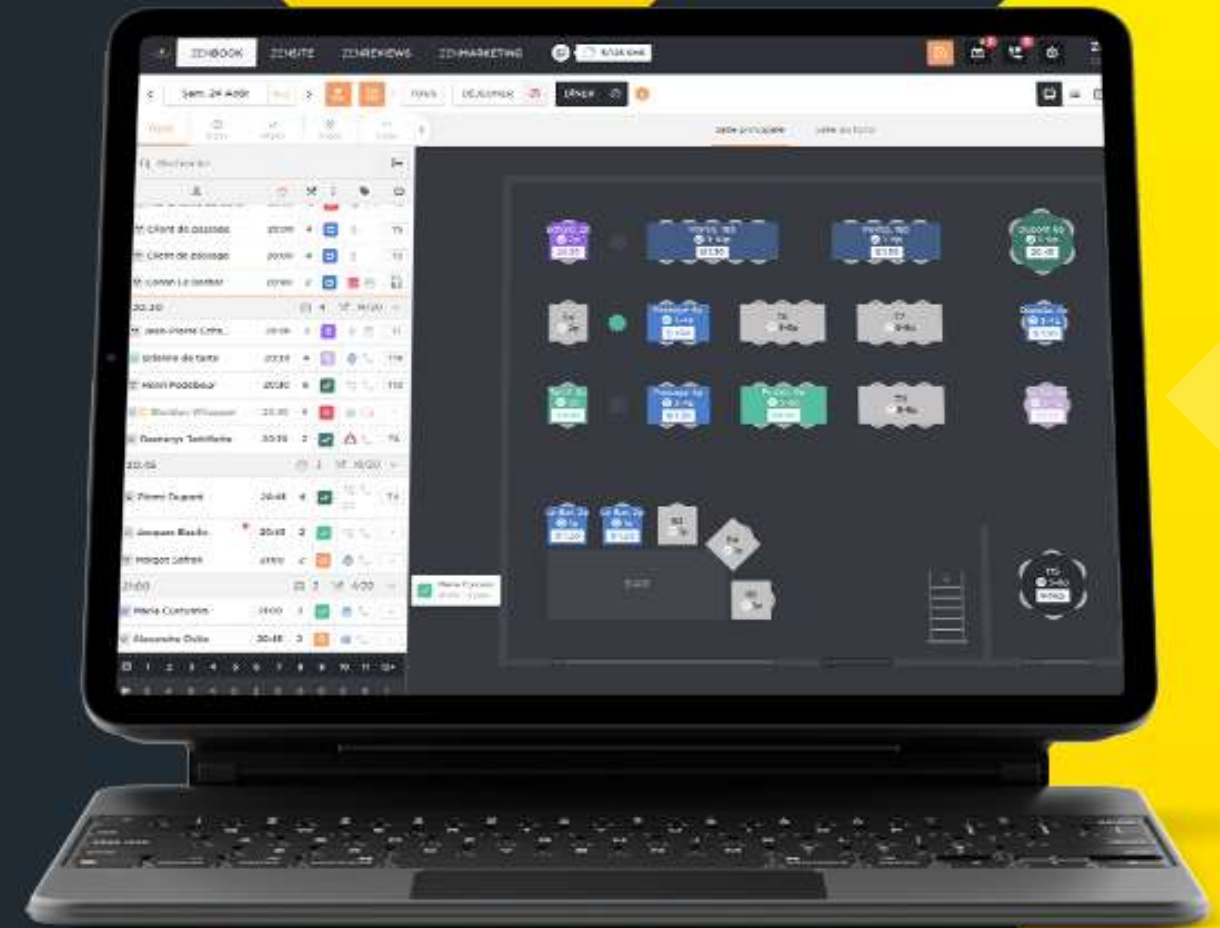




# A leading, independent European **online restaurant reservations platform**

strengthened by Mobilunity's dedicated  
development resources



#### Product:

Commission-free restaurant  
booking system



#### Technologies:

Kotlin, Android SDK,  
Dagger 2, Retrofit, RxKotlin



#### Website:

[www.zenchef.com/en/](http://www.zenchef.com/en/)



#### Timeframe:

2016 - now

# Building a team in two weeks. Staying with Mobilunity for years

Zenchef is an all encompassing software suite for restaurants that allow them to manage their reservations without commissions or intermediaries. Today, more than **4,000 restaurateurs and chefs**, including various Michelin-starred establishments, use their service.

Zenchef's journey with Mobilunity began in the summer of 2016, when Julien Balmont, Co-founder & CTO at Zenchef, understood that their in-house development team needed a bit of help catching up on their accumulated backlog of work.


Zenchef and Mobilunity have found success over the years working together, and **what started as an urgent hiring has grown into a long-term collaboration** that has now entered its fifth year.



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*I came to Mobilunity originally because I wanted my team to focus on product-related projects. I had a bunch of long run tasks, like connecting external tools through API, building some scripts to automate tasks. I couldn't handle it internally because time was missing.*

**Julien Balmont,**  
CTO & Co-founder, Zenchef



# Seeking fast & affordable IT team augmentation

Back in 2016, Zenchef wanted its in-house development team to focus on projects with higher priority. Yet, there was a significant number of tasks to be resolved promptly. The team couldn't handle everything by themselves. The time had come to expand the tech team.

As a French-based company, Zenchef faced obstacles typical to many companies in France:

- complicated labor law that makes it complex to hire fast;
- high cost for inhouse developers.

Julien considered a nearshoring hiring model as a solution to his challenges.



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*Nearshoring is more and more common. In our country (France), recruitment costs are so high, and work law is so complicated, it's really easier to use nearshoring. But it was not so easy to find a partner who could offer suitable candidates within a short time frame. I contacted a bunch of former offshoring relations I used to work with. No one had the appropriate resource nor the ability to recruit it very quickly.*

**Julien Balmont,**  
CTO & Co-founder, Zenchef

# Speed, cost and most importantly, quality with Mobilunity

We operate in Ukraine and have access to more than **200,000 software developers** working and living here. The recruitment team has an eye for unique specialists in the ever-growing development community, ensuring fast deployment of resources.

We were able to quickly present Julien several suitable candidates. *"I was impressed by the Mobilunity's ability to target the right profiles after a quick discussion."*

Only two weeks after Mobilunity signed an agreement with Zenchef, we were able to source the type of full-stack developer the company was looking for. *"I realized the Developer diplomas in Ukraine were very high, the English was good enough to have a discussion, and the price was affordable for the level of the candidate."*

# Moving from constant employee rotations to stability

Zenchef's previous experience with nearshore/offshore IT service companies was unsatisfying because of a high employee churn rate. "I only worried about the team changing very often (like it may be with offshoring). I wanted reliable people, knowing my project," explains Julien.

**Mobilunity guarantees retention** and a high level of the team's commitment. We take care of all daily admin tasks, making sure that every team member stays motivated, productive, and happy with what they do.

The team provided by Mobilunity has been consistently working in cooperation with Zenchef's in-house development team offering consistent stability and an ideal situation for Zenchef's continued development needs. "I can extend my team as I wish. The developers stay long enough, we even now have an Android expert we really rely on." - Julien Balmont

Throughout the years of our fruitful cooperation with Zenchef, Mobilunity has provided the Paris-based startup with various developers' profiles: from Middle to Senior in terms of experience, and from Back-End to Full-Stack architecture as well. We were able to source expert PHP, Laravel, and JavaScript programmers, as well as UI/UX Web-designers who worked on Zenchef websites.



**POSITION:**

Full-Stack Developer PHP and React

**PROJECT TECHNOLOGIES:**

PHP (Laravel), Js (React.js, Angular), MySql, AWS services



**POSITION:**

Android Developer

**PROJECT TECHNOLOGIES:**

Kotlin, Android SDK, Dagger 2, Retrofit, RxKotlin



**POSITION:**

UI/UX Designer

**PROJECT TECHNOLOGIES:**

HTML/CSS, Bootstrap, Sass, Adobe



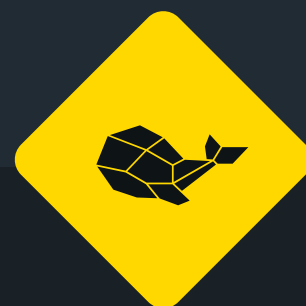


Although Mobilunity works diligently to create a great work environment for engineers, we can't take all of the credit as Zenchef contributes greatly to our ability to keep engineers happy.

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*I like the team, there's always something to discuss and share, they are fun. Working with Zenchef is also a great responsibility since I'm developing the app from scratch. It's nice to have the possibility to implement my ideas, not just on paper. I'm happy to have this freedom of action, you know.*

**Volodymyr Palii,**  
Zenchef's Android expert since 2017



## LET'S DISCUSS BUILDING YOUR DEDICATED TEAM

To find out more about Mobilunity services and to request additional references, please reach out to us at [sales@mobilunity.com](mailto:sales@mobilunity.com)

[www.mobilunity.com](http://www.mobilunity.com)