

3 REASONS

WHY YOU SHOULD USE AN OUTSOURCING ADVISOR





Introduction

As software companies increasingly move development offshore, it's becoming clear that using an advisor is essential to finding the right talent, securing intellectual property and ensuring proper communication.

Companies that try to find their own outsourced teams often find unreliable workers or programmers who simply don't have the right skills.

Here's a look at three of the reasons why working with an outsourced advisor will help you find the right programmers and developers for your business that will successfully develop your software product and meet your needs and requirements.



Reason 1

**AN ADVISOR WILL IDENTIFY
IF OUTSOURCING IS THE
RIGHT APPROACH**



An advisor can help your company decide if outsourcing software development is right for you, and what companies can provide the most value.

There are 6 strategies for software development, some of which an outsourcing advisor can help you implement to get the best results.

1. Using in-house Developers

This is the most expensive option, but many companies still choose to utilize only in-house programmers. There are a number of benefits to this approach, including direct access to programmers, but also a wide range of downsides. It can take months to build up an effective team, and since many of these programmers are only from the domestic market, costs can quickly rise. It's possible to offer some developers stock options if you're a startup in order to reduce salary expenses, but eventually financial pressures will lead to mass attrition of your in-house staff if a competitive salary isn't eventually offered.

2. Onshore Outsourcing

Onshore contracting allows you to work with a company in your own country that has the developers and engineers you need to create your software. There are a number of benefits associated with this type of outsourcing, including quicker ramp-up times for development, easy and direct communication with management and engineers, variable cost employees since they're working on contract, and lower costs in comparison to purely in-house development.

3. Offshore Outsourcing

One of the most common methods software companies choose is total outsourcing of software development, which involves working with engineers and developers from another country. The benefits are clear in this model, with substantially reduced labor costs with the same quality as domestic programmers when you choose the right ones.

There can be issues working with outsourced programmers if there are communication barriers. However, many quality programmers from other countries are also familiar with the languages of the US and Europe, as they have spent time working and studying in these countries, leaving communication barriers at a minimum.

4. In-House and Offshore Mix

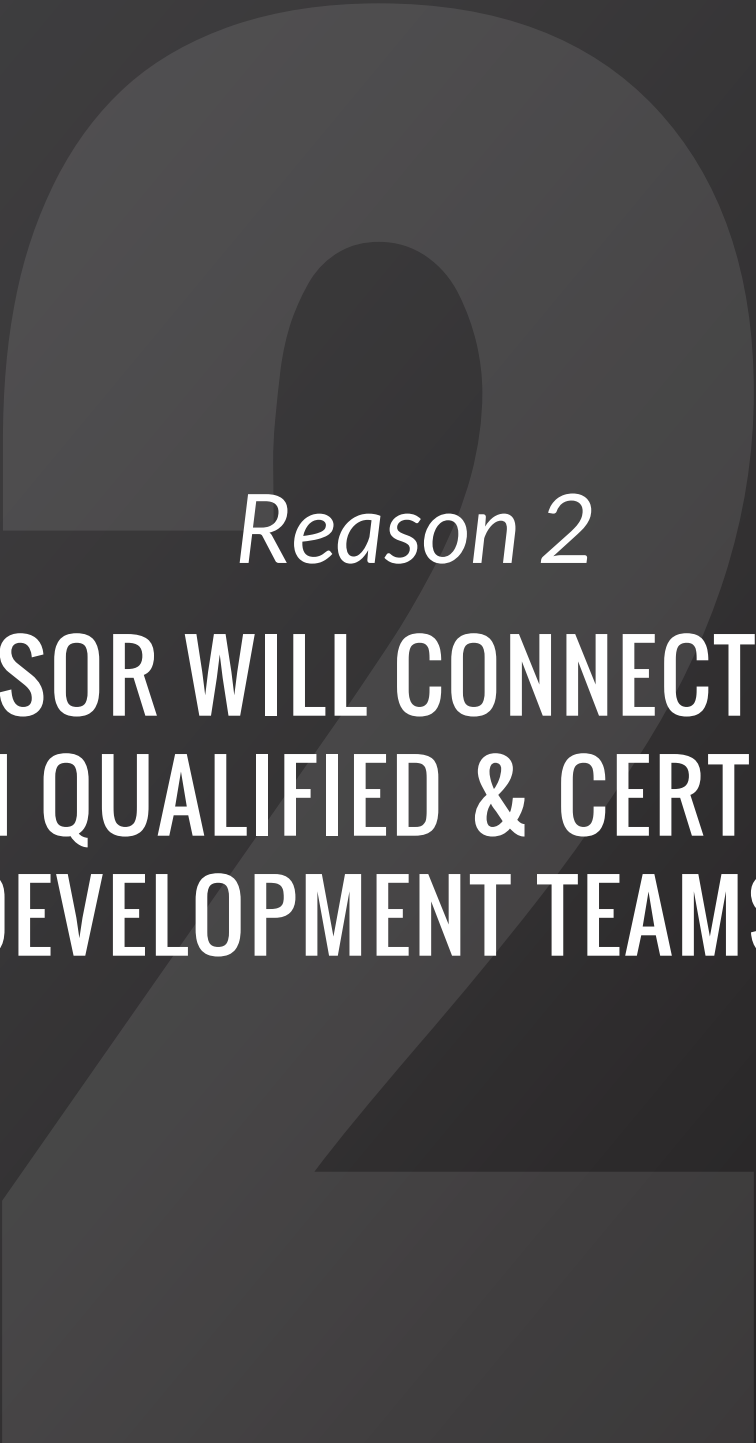
This idea is one of the most popular, as it blends the talent of domestic and offshore programmers to enable 24-hour development cycles. Many companies choose to focus on the core competencies and idea generation with domestic programmers, while letting offshore programmers take care of other more mundane aspects of programming. However, there are various ways of making this model work including completely integrating both teams to work on the same code base.

5. Offshore Subsidiary

For companies that need a large team of programmers, an offshore subsidiary can make sense. Usually, the cost advantage of this approach can't be realized unless you're working with 50 or more programmers. You may also have plans to be selling directly in the market where you set up your subsidiary or a special connection to the talent of the country. Ultimately, the upfront costs of this strategy are large, but you can realize cost savings over a longer period of time as offshore subsidiaries allow you to pay lower salaries to these programmers by reducing layers of management or contractors who are otherwise in the way.

6. The BOT Method

BOT refers to Build, Operate and Transfer, a method popular with Indian operations. Essentially, you hire an offshore company that builds your team for you while also taking care of your financial and management responsibilities. Eventually, you can transfer these engineers into your own subsidiary if you don't want to create one right away.



Reason 2

**ADVISOR WILL CONNECT YOU
WITH QUALIFIED & CERTIFIED
DEVELOPMENT TEAMS**



**Accelerance Partner
in the Philippines**

Perhaps one of the most important reasons to work with an advisor that specializes in connecting you with top-notch outsourced programmers is the amount of work and research time you'll save.

All companies that you're looking to work with have been assessed and visited multiple times to certify a company's ability to deliver quality product and code to your software company.

For software companies that don't work with someone that specializes in finding outsourced work, they all too often find they don't have the time to personally visit worksites and double-check service providers. An outsourcing advisor like Accelerance can do the work for you, as demonstrated by our past work vetting a wide range of software development companies around the world. One such company has its offices in Argentina and Peru, and successfully earned certification as one of our partners, serving as an example of the kind of background work we do for you.

We traveled to the site, performing a rigorous review process that evaluated the skill sets and capabilities of the company. The company was determined to deliver quality software development, in-depth quality assurance and quick turnaround. We also performed interviews with key figures, including the CEO and director of software development, reviewing their approach and management styles to see if it would fit the needs of our clients.

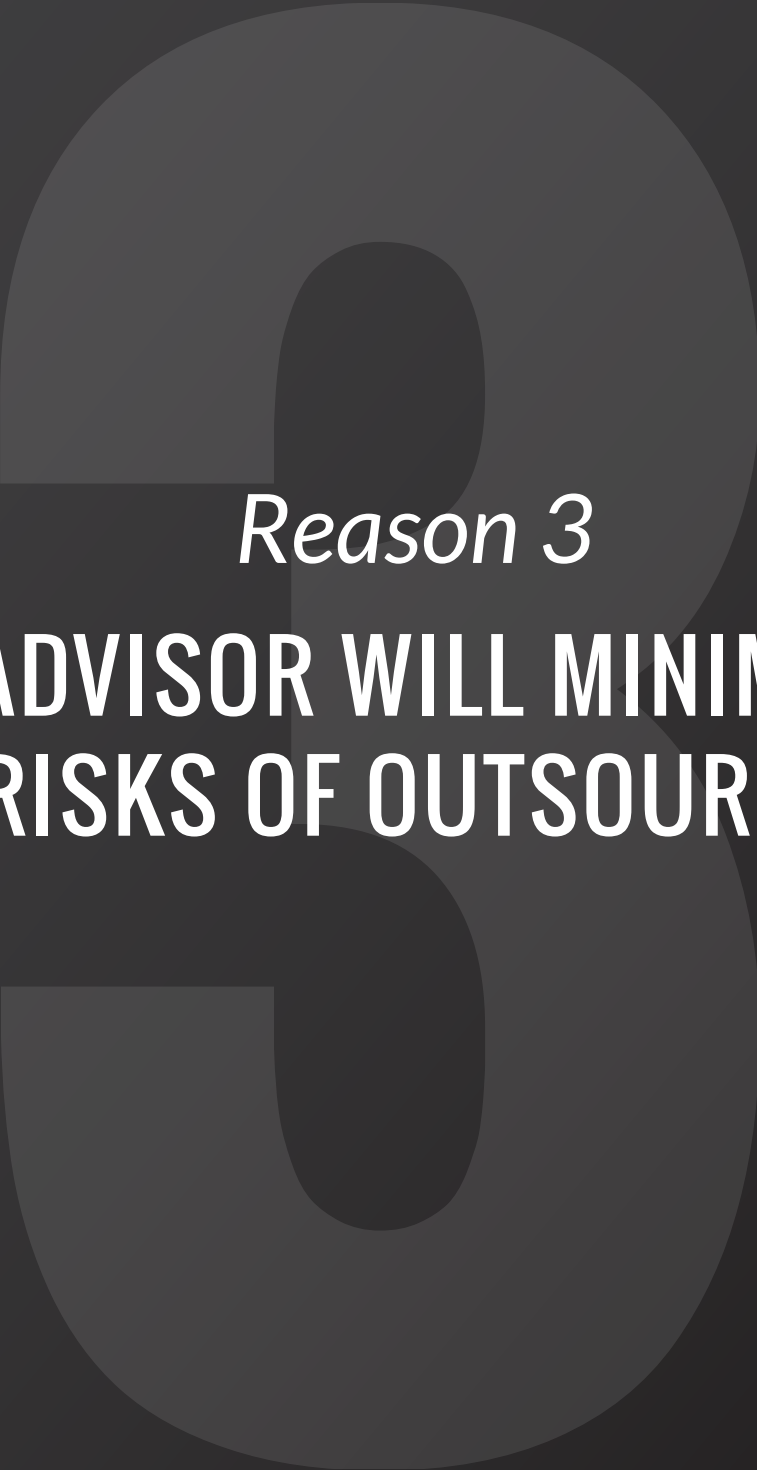
We determined that not only was this company offering excellent development capabilities, but cost savings would also be substantial for North American or European companies. We also determined that North American companies could benefit from timezone alignment, which allowed teams to work across the hemisphere at the same time.

This research is just one example of Accelerance's approach to each company we certify as a partner.

At this point Accelerance has reviewed 1,500 companies in a full database of over 6,000 companies around the world. The benefit to you is a quick recommendation to the best outsourced software developers available on the market that fit your needs.



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Reason 3

**AN ADVISOR WILL MINIMIZE
THE RISKS OF OUTSOURCING**



Of course, outsourcing software development doesn't come without its risks. There are plenty of companies that don't have experienced programmers or the expertise to complete projects on time and according to specifications.

There is no doubt that communicating with outsourced developers can also be a problem, both due to language barriers and time zone differences. In addition, there are many security concerns that arise when a company is working with programmers from another country.

Working with an advisor can help you minimize these risks, choose what kind of model of outsourcing software development best suits your business, and save you significant money over the long-term. Working with an advisor allows you to find outsourcing companies you can trust with your development strategy and product, as well as software developers that have effective communication skills across borders.

An advisor can also help find companies closer to your own time zone if you feel more comfortable with that arrangement. At the same time, developers and engineers who work in different time zones also know how to keep operations flowing smoothly over a 24-hour development cycle. Usually, video interfacing, frequent e-mail correspondence and effective delineation of tasks helps reduce communication difficulties. Finding the right developers and engineers can be difficult, but an advisory company like Accelerance knows which companies are the best to work with.

Conclusion

As the global software market continues to develop, utilizing offshore talent is becoming essential to the success of many software companies. An advisor who specializes and partners with talented developers and engineers from across the globe, can help find you the most cost effective talent, advise you on individual projects, and work with your requirements and concerns to deliver the product you need on time and within budget.

I understand how limited your time is.

Spending 5 months to research, compare, and screen potential software outsourcing service providers can seem impossible to fit into your busy schedule.

LET US HELP!

We help connect U.S. companies with amazing, talented software and web development teams from across the globe. Let's talk about your software development project to find the outsource partner for you.



Steve Mezak
CEO

CONNECT WITH ME