

# MIND THE OFFSHORE GAP

Finding a Balance for Outsourcing Strategies



Leading companies are embracing a new generation of global outsourcing, one that involves a multisourced approach with different providers from various locations, as well as a combination of models including offshore, onshore and nearshore. The concept enables balanced outsourcing strategies that further evolve the outsourcing practice from strict cost-savings initiatives to a practice that enables business agility, innovation and competitive advantage.

## THE CHANGING DYNAMICS OF OUTSOURCING

Global companies that have successfully outsourced offshore have learned how to effectively and efficiently perform remote work, and have become adept at taking advantage of an IT talent pool that is more global. By tapping into large talent pools, global companies have become more efficient and cost-competitive, and have also learned that no single country can serve as a one-stop shop for sourcing needs.

## SIZING UP THE OFFSHORE GAP

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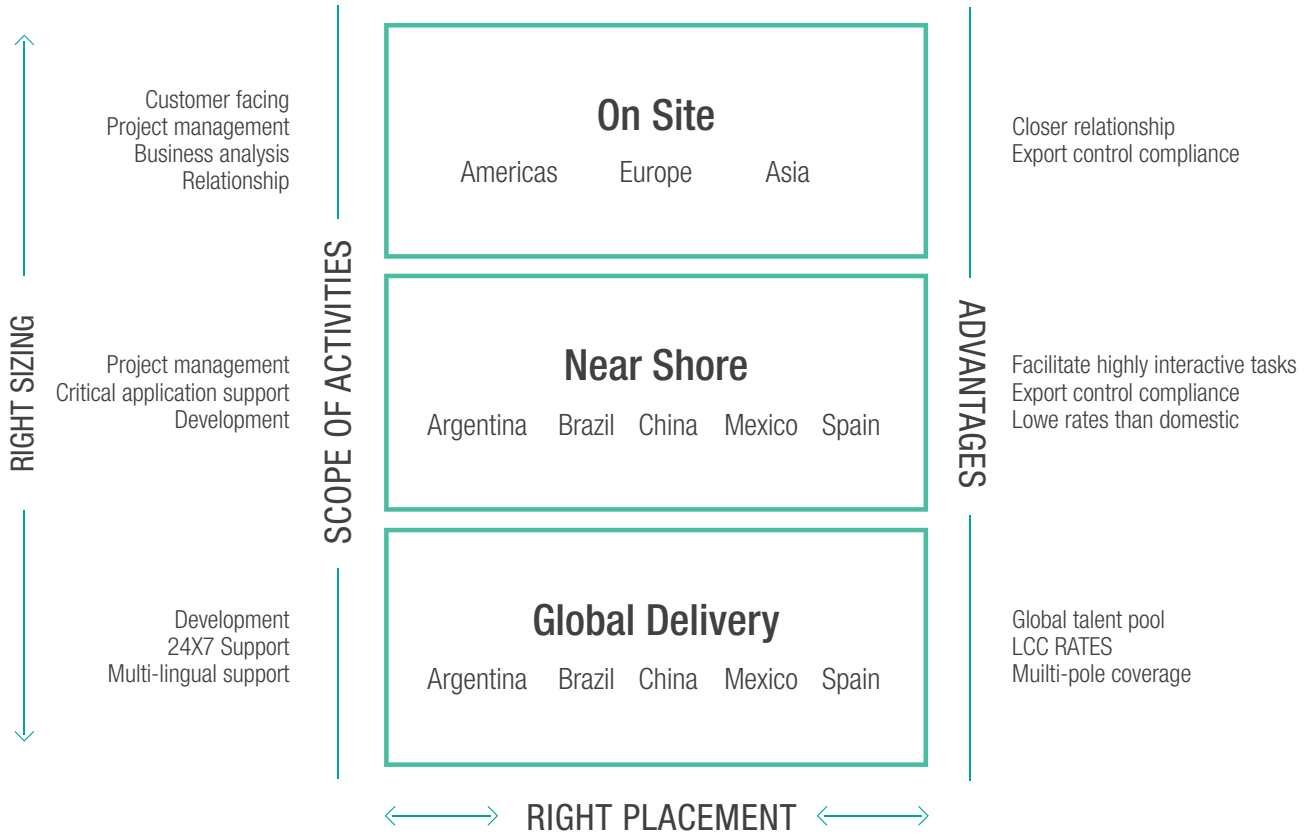
- Risk diversification
- Access to a multilingual and multicultural talent pool
- Increased interaction
- Lower total cost of outsourcing



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## MATCHING THE OUTSOURCING MODEL TO THE WORK

In a multivendor/multicountry sourcing approach, we regard each component as playing a unique role, and delivering specific benefits through a multi-tier model. This can be depicted as follows:



### ABOUT SOFTEK

Founded in 1982, Softtek is a global provider of process-driven IT solutions with 30 offices in North America, Latin America, Europe and Asia. With 12 Global Delivery Centers in the U.S., Mexico, China, Brazil, Argentina, Spain and India, Softtek helps improve time-to-business-solution, lower costs of existing applications, deliver better engineered and tested applications, and produce predictable outcomes for top-tier corporations in over 20 countries. Through on-site, on-shore and its trademarked Global Nearshore™ service delivery models, Softtek teams with CIOs to constantly increase the business value of IT. Softtek is the creator and a leader of the nearshore industry.

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