



# How to verify your offshore development partner





# Introduction

The role of an [offshore development partner](#) is to guide you through the process of going offshore and to support you on daily basis in the most efficient way possible.

This means that it's crucial to partner with a company that has years of experience building successful offshore teams.

But **how can you verify an offshore partner and check if they're genuinely reliable and competent?**

Let's find out.





# 1. Are you sure it's offshoring?

Often, **offshoring and outsourcing are interchangeably used**. However, the reality is that they're two very different models.

- **Offshoring:** Building a 100% dedicated long-term software development team (complete with office space, administration, and management) in another country.
- **Outsourcing:** Hiring contractors to cover a lack of capacity temporarily. These are more like freelancers and are independent of your organisation.

By understanding the difference, you can steer clear of '**offshore outsourcing**' agencies in your search for the right offshore partner.

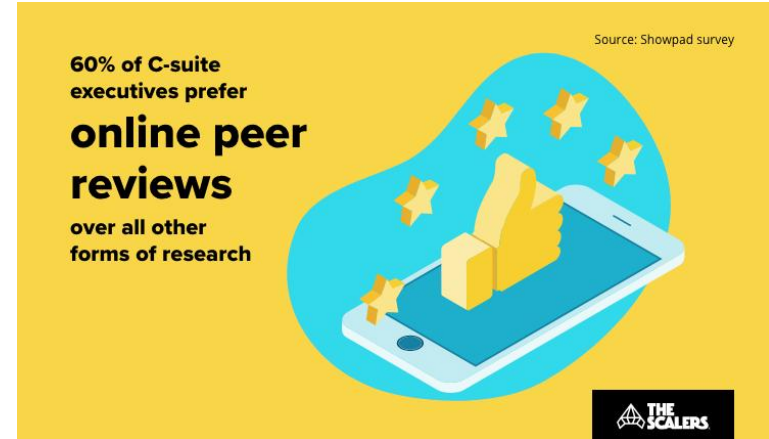


## 2. Can you evaluate their experience?

Portfolio pieces or case studies can offer a perceptive window into **what your offshoring partner can do and how well they do it.**

A potential development partner should be able to showcase their successful history of building offshore development teams.

The details — approach to projects or relationships, timelines, and results achieved are the most critical parameters. **These details usually match the company's personality, so you know what you're signing up for.**





### 3. Is their solution cost-effective?

- While cost is an important parameter, **it's usually a mistake to simply snap up the cheapest offer.**
- **On average, running your software development centre might cost 50%** of what you'd pay at home — including taxes, utilities, administration, and everything else.
- But if an outsourcing agency makes you an offer for just 10% of the at-home costs, can they really deliver the value you're looking for?
- And that's why, whoever you approach, get specific about the costs. **Enquire about quotes, timelines, and future expenses. If the price is staggeringly low, be diligent.**



## 4. What does their approach to communication look like?

Evaluating communication before signing a contract is key. Some parameters to consider include:

- Does the company sound confident enough?
- Are they asking you the right questions?
- Are their responses to emails and calls fast?  
Are they polite?

While it isn't much to go on, any red flags at this early stage should be taken seriously.





# 5. Bridging the culture gap

**Building an offshore development team means working with people from different cultures.** However, a weak offshoring company will pretend that the culture gap isn't there.

The right partner will not only acknowledge it but also offer suggestions on how to bridge it. And that's why, when talking with potential offshore development partners, **discussions over cultural differences should be held openly. Any reticence on that subject should give you pause.**

Of course, there's more to partnering with an offshore company than these five points. But this piece is all about those first encounters.

If it's a green tick on all 4 of these points, we encourage you to carry on the conversation and explore the possibility of a partnership offshore.

# Thank you



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