



# 5 questions for offshore team building companies before partnering





# Introduction

Going offshore is not always as easy as it may seem. And that's exactly where an [offshore software development company](#) can prove to be invaluable.

The role of an offshore development partner is to build your team on your behalf. You'll work with a close-knit team of incredible developers who are **a value-adding extension of your existing workforce.**

But, how do you verify a potential offshore partner before signing on the dotted line?



# 1. Identifying needs

Before you sign a contract with an offshore software development company, you need to analyse if they have understood what you want to gain from offshoring. Are they aware of the specific: **goals, metrics, and growth targets** that you want to achieve.

Do they know what project your company is currently working on? In a nutshell, **do they know what your current business needs are?**

You can then take this opportunity to go over things like team size you're looking for, skills, and other information that you think is relevant. The company will then proceed to draft a proposal outlining the next steps.



## 2. Costs

If you're looking to build an offshore development team, then you want to be able to do it at the most affordable price, but without compromising on the quality.

The key is to assess which constitutes the best value. Ask the offshore software development company about:

- Quotes
- Timelines
- Unforeseen costs (monthly fee or annual etc)





### 3. Recruitment

Offshoring is popular because of the acute shortage of talent. But, it's essential to **ensure that you're getting access to the best talent out there**. When you're meeting a potential offshore partner, ask them to walk you through their recruitment process.

- How do they source their candidates?
- How do they filter out the best candidates?
- Do they value cultural compatibility?

You can even ask them for a portfolio of the teams that they've built over the years, to make sure you're working with the best partner possible.





## 4. The time it takes to build

There are many factors that contribute towards the time it takes to build a team such as the **availability of developers, the complexity of the project, and the required technical expertise.**

The right offshore partner should still be able to give you a good estimate. An experienced offshore development company is:

- Aware of the industry
- Can analyse project complexities with ease
- Knows where to source the right developers from

For instance, at The Scalars, we've built a team in as less as 6 weeks!





# 5. Legal and administration

Considering the fact that you're 10,000 miles away, **your offshore development partner is literally your trusted advisor on the ground.** That means that they handle all the administrative and legal activities for you. The best offshore partners take care of the:

- Recruitment process
- Setting up workstations
- Onboarding
- Issuing weekly/bi-monthly updates about your team.

So all you really have to do is focus on scaling on your business!



# Thank you



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