



# How to choose the right offshore software development company





# Introduction

Through offshoring, companies in the US and Europe get access to talented engineers in emerging technology nations like India. **These engineers build software, without any compromise on quality** at a comparatively cheaper cost.

However, because you're hiring a team in another geographical location, **establishing a meaningful connection with these employees can be a challenge**. This is where an offshore software development company comes into the picture.

The result isn't a shady collection of cheap outsourced talent — it's a **close-knit team of exceptional developers** who are an extension of your existing workforce.



# Finding the right company...

Finding the right [offshore software development company](#) that can help you hire offshore developers **can be a complete game-changer for your business**. This means that the role of the company is to build the perfect offshore team on your behalf and take care of the administration while you focus on running the business.

But to make sure you find the right one, follow these actionable steps:

1. **Define your requirements**
2. **Check their experience**
3. **Focus on cost effectiveness**
4. **Assess capability and culture**
5. **Prioritise long-term goals and strategy**





# 1. Define your requirements

Before you go headhunting potential companies and signing contracts, make sure you really know **what you want to gain from hiring a partner** that provides offshore development services.

- Consider putting together a written proposal that outlines your specific goals and metrics
- Obtain a crystal-clear view of your expectations in terms of team size, skill level, and other key details
- Assess their ability to deliver what you need, their past successes, and focus on making sure they are the right fit for you





## 2. Check their experience

What matters most is finding the right offshore vendor that can actually build a world-class development team for your business — **and that means a company that's done it all before.**

- References from colleagues or acquaintances are useful, where possible
- Demonstrable history of past success is key

You should expect to see a range of **detailed offshore development case studies** that highlight their ability to solve problems and deliver top-quality results.





### 3. Focus on cost effectiveness

Cost effectiveness, not cost, is key. If you're building an offshore development team, it's about **getting access to the best possible talent for your business** — but at the most affordable price.

Cost of living is lower in popular offshoring destinations, so an offshoring partner is going to offer you lower rates than the equivalent back home in Western Europe or the US. Additionally, you should ask:

- Do they charge a fixed fee?
- Do they offer variable pricing?
- How do they handle unforeseen costs?

These are the types of questions to ask to get a better grasp on whether they're a good fit for what you're looking for.





## 4. Assess capability and culture

Choose a partner that you can trust to manage all the administration tasks with due diligence. Ask directly **what makes their management capability robust and reliable**, and for evidence of their experience.

- Take into account unique logistical challenges (time zones and geographical distance)
- Their policies surrounding cultural fit, engagement, and language.

A European software company might want to leverage Indian engineering talent **but work directly with European management**, to guarantee cultural compatibility.





## 5. Prioritise long-term goals and strategy

As this isn't outsourcing, you're integrating **a full-time, permanent team** into your business, therefore the focus must be on the future.

- You need a partner who offers flexibility as standard
- And is able to implement change without disruption
- You need world-class developers for the long-term

The recruitment strategy is crucial. Getting top level engineers is one thing, but most importantly you need them to be **invested in your company** as full-time employees.







# Wrapping it up



And that's it in a nutshell. The Scalers is an offshore software development company whose entire focus is around two principles: **building the most effective team possible for our partners** while making the entire process as seamless as working with a colleague next door.

# Thank you



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