

Offshoring

YOUR SOFTWARE DEVELOPMENT

66% of digital transformation projects get delayed because of tech skills shortages

Source: Techmonitor

Think beyond

Tech talent scarcity, an expensive marketplace, and the need for innovation mean that businesses can no longer hire locally — they have to look elsewhere.

Offshoring provides the answer. Businesses can find the right talent and scale at speed.

What is offshore development?

Going offshore means building a permanent, dedicated team... anywhere.

The team you build is made up of genuine colleagues in every sense, except that instead of working locally, they're based elsewhere.

YOUR OFFSHORE PARTNER SHOULD COORDINATE:

- Recruitment
- Administration
- Local legalities and registration
- Setting up your local workspace
- Equipment for your developers
- Procuring premises space
- Dedicated HR staff
- Payroll and tax
- Company cultural alignment
- Daily engagement of your developers

OUTSOURCING VS OFFSHORING

Working with a third-party vendor on a temporary basis to deliver short-term goals

VS

Building a team of permanent, fully dedicated employees who are an extension of your existing local team

Your project is one of many for contract-based engineers

VS

The engineers you hire are 100% focused on your business

A cost-focused model

VS

A value-focused model

THESE TERMS ARE OFTEN USED INTERCHANGEABLY, BUT AS YOU CAN SEE THEY'RE NOT THE SAME

Offshore development: where can you go

To overcome the talent shortage at home, where can you offshore to?

THE TOP DESTINATIONS:

Latin America

Eastern Europe

Asia

AVERAGE RATES:

€27-€50 per hour

€29-€61 per hour

€18-€40 per hour

Bangalore: the world's fastest-growing tech hub

Won 'Most Dynamic City in the World', two years in a row

Massive hub for R&D centres, including Google, Amazon, and Microsoft

World-class technical institutions

Second largest tech ecosystem in the world

India ranks in the top 3 countries globally for **development skills**

Source: Topcoder

Blast your development capacity into orbit: the benefits of offshore development

Offshoring accelerates transformation, which can increase customer satisfaction by **30%**



Source: McKinsey

24% of businesses offshore to improve efficiency

Source: Forrester

Opportunity to scale at speed

Offshoring has helped organisations reduce their software development costs by over **60%**

Source: Forrester

Lower operational costs

100% customer focus

Access to a global talent pool

India will have **5.2 million** software developers by 2024

Source: Prehubs

A fully integrated team of permanent developers

71% of financial service executives offshore at least some of their services

Source: Forrester

Mission codename: Destination Offshore

To save you time and effort, we've made a **checklist** detailing the typical journey you'll go down when establishing your own offshore team.

So how can you go offshore? 8 steps to lift off

Choosing the right offshore partner

1

Explore different offshore companies, their case studies and solutions, before choosing the one you like best.

Get to know each other

2

Your offshore partner will listen to your requirements, understand your approach, and offer guidance on the entire process.

Accept a proposal

3

You receive a tailored proposal, including all the financials, for building the global team that best fits your business.

Assemble your team

4

From advertising the job to technical interviews, your partner handles it all. **You handle final interviews and selection.**

Office and equipment setup

5

Your partner secures an office, high-end equipment, hires administrative staff, and **prepares your team for launch.**

Onboarding your new engineers

6

Welcoming your new hires, acquainting them with their work, and **instilling your cultural DNA** to ensure genuine alignment.

Getting down to work

7

Your offshore partner will provide frequent status updates and be **available on demand** for any questions.

Daily support and team engagement

8

Your partner handles the **day-to-day operations** by providing on-demand support and continual employee engagement.

Ready to launch?

Go offshore the smarter way with The Scalers!

With us as your partner guiding your journey, you'll be positioned to leverage global talent, scale speedily, and innovate faster than your competition.

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