

THINKING ABOUT OUTSOURCING YOUR DEVELOPMENT?



Is your development team constantly trying to juggle competing priorities?

Do you need help now, not six months from now?

Is the competition for scarce IT skills impacting you?

Do you have more work than budgeted people?

Would it be better to spend scarce money on marketing and sales?

Are permanent, internal hires impractical for you because your needs vary throughout the year?

HIRING IT TALENT IS COMPETITIVE



of companies hiring IT help say filling IT positions is challenging or very challenging



of IT positions take more than 3 months to fill

\$98,000

Base salary for Java or .Net Programmer in the U.S.

\$130,000

Base salary for Java or .Net programmer in California and most competitive markets

* Source 1: <https://www.comptia.org/resources/it-industry-outlook-2015> | * Source 2: <http://press.indeed.com/wp-content/uploads/2015/01/Time-to-fill-jobs-in-the-US.pdf>

BENEFITS OF OUTSOURCING

Smarter Cost Structure

Outsourcing is an attractive option that allows you to convert the high fixed costs of FTE's to lower variable costs.

Start Projects Right Away

Speed up development by providing quick access to developers & testers.

Benefit From Past Experiences

The right outsourcing partners can improve development by leveraging their experience in executing similar projects.

Free Up Your Resources & Money

You can meet demand at a reduced cost, allowing you to invest more into marketing, sales and product development.

Access to Skills and Resources

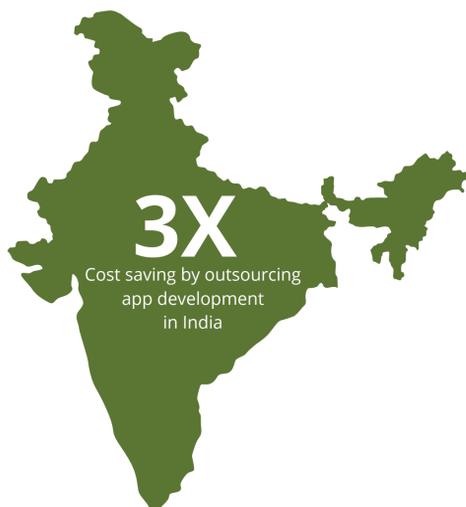
Access trained experts with deep experience and up-to-date knowledge on the latest technologies.

FAST ACCESS TO MORE TALENT AT LOWER COSTS



3.5 Million
Number of developers in U.S. by 2018

26 Million
Number of developers worldwide by 2018



* Source 3: <http://tech.firstpost.com/news-analysis/india-to-have-more-developers-than-us-by-2018-102258.html>

TIPS WHEN CHOOSING AN OUTSOURCING PARTNER



Time matters - check how long their customers stay with them.



Find a partner that works how you want to work. If you use agile, they should too.



Select a partner that is a similar sized company to yours - a partnership of equals.



Choose a partner with similar values, both work and social.



Experience counts - both technology and industry experience.

