



Nearshoring IT Services

The current economic environment is forcing enterprise buyers of IT services to reprioritize and reevaluate their initiatives. Buyers need to cut costs and are seeking high-impact, near-term results from services engagements. There is a clear shift in sourcing decisions emphasizing the need for cost reduction and productivity increases, and there is an agreement in the marketplace that increasing the level of offshore services is the best way to go.

In addition to cutting costs, companies have much to gain by taking an approach to IT services and outsourcing that fosters both excellence and innovation. Such an approach has been called "smartsourcing", and its drivers include not only cutting costs but also increasing innovation, strategic excellence and most important, trust-based relationships.

why nearshoring?

Nearshoring is a desirable service option that provides an important IT smartsourcing advantage. It means getting sourcing services from companies in a nearby country.

Nearshoring, meaning sourcing from a nearshore country such as Argentina, facilitates the establishment of effective control with much less overhead cost than in a far-shore location. Geographical proximity enables control, face-to-face communications and resource verification, and thereby fosters trust

why argentina?

Argentina is a true nearshore smartsourcing destination. North American companies outsourcing to Argentina benefit from the advantages of geographical proximity, shared time-zone, familiar culture, similar values, education programs and a large pool of highly skilled professionals. The cost of labor, real estate, infrastructure and telecommunications is much lower in Argentina than other countries.

Additional advantages derive from Argentina government laws in IT industry providing the business benefits that come with political stability, a defined framework providing legal and IP protection.

Nearshoring IT services to Argentina proves that you don't have to lose control over your projects to be cost-effective and core focused. The proximity of the Argentinean IT delivery centers to the North America enables a "Follow the sun" work discipline, reduces time travel, and significantly lowers the cost of face-to-face meetings, thus fostering the creation of long term, trust-based relationships.

OUR APPROACH

The challenge most businesses face is to get good quality software with all the necessary functionalities and still keep the budget and risk manageable.

We have been looking into different approaches to be able to find the best solution for this challenge and we are convinced that an iterative approach with a focus on business driven User Stories, delivers working functionalities which are ready for testing starting with the first iteration. Other important aspects are: team work and team responsibilities, close cooperation between business and the development team and continued usage of automated tools.

We are using iteration frequencies adequate to the project. Most iterations are as fast as 2 to 4 weeks.

This methodology is used by Google, Microsoft, Phillips and many other companies. We have however tailored it to make the project management (budget and time), productivity and quality even better.

OUR IT NEARSHORING SERVICES

Our team members have extensive experience in managing IT projects for leading multinational IT service providers. To better serve our US clients, GlobalTech is establishing a team leaders network located in US.

The IT Nearshoring Services we provide include:

- Application Development Services
 - Fixed Cost Projects
 - Variable Cost based on men/hours/projects

- Testing Services
- Systems Integration
- End-to-End IT Project Management & Execution

To understand how we can help you with your IT requirements, please contact us:
[Hipólito Irigoyen 900, \(C1086AAN\) Buenos Aires -Argentina | Tel: +54 \(11\) 5219-4283](mailto:contacto@globaltechsa.com.ar)
contacto@globaltechsa.com.ar