



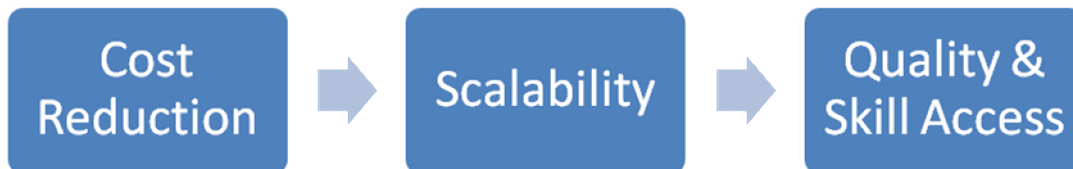
Managed offshore outsource solutions for web & software development



About Outsource 3

Outsource 3 is a UK based company which assists businesses wishing to outsource web development, software programming and IT services offshore.

We provide managed offshore outsourcing solutions to SME and Enterprise businesses, from consultancy to post-implementation support. This is achieved through extensive analysis and liaison with our offshore contacts to provide a tailor-made outsource solution for your business. Through outsourcing, we can help you achieve:



Our knowledge and experience of offshore outsourcing has helped many companies achieve significant cost savings, with projects completed to the highest quality standards in an efficient time frame. Outsource 3 acts as the intermediary in the outsourcing process, allowing the business in question to take advantage of offshore benefits without having to deal directly with the providers themselves. This allows Outsource 3 to take on board any associated risks and communication issues, while acting as a UK based contact point for both parties.

To discover what offshore outsourcing can offer for your business, contact us to arrange a consultation with one of our expert advisors.

Offshore Outsource Quick Guide

What is Offshore Outsourcing?

Offshore outsourcing involves subcontracting a service or process to an external non-local company in return for increased efficiency, cost reduction or scalability.

What are the advantages?

The primary objective of offshore outsourcing is cost reduction. This is achieved by accessing lower cost economies, which offer significant savings in labour and manufacturing. Reducing the overall costs of a business allows it to benefit from greater profit margins and take a more competitive standpoint in the market.

Secondly, outsourcing harnesses the scalability advantages of a more variable cost structure. This cost restructuring allows a business to have a more flexible approach to expansion without significant investment. Growth that could not be achieved alone is accelerated by the capacity management of the outsource company. As a result, the business becomes more fluid and adaptable to market change, with lower risk and reduced lead time to market.

The third key advantage of outsourcing is the access to a higher level of expertise and knowledge, creating a higher quality of work. Through outsourcing, a business can benefit from a highly skilled pool of labour without the associated problems of in-house employment.

How does offshore outsourcing work?

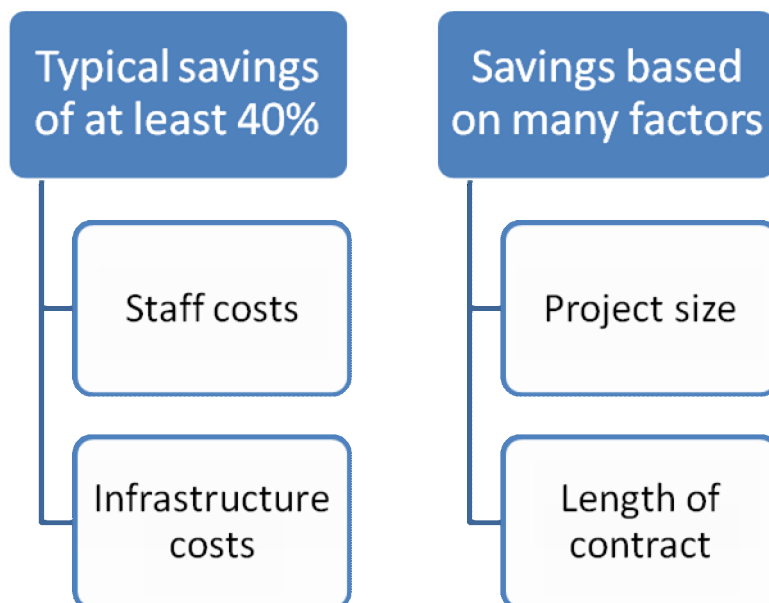
The decision to outsource begins by analysing areas of potential cost reduction - these can range from human resources, web development, customer service, market research or any element of the business that has the potential to be delegated to a third party. The current costs of running these elements of the business in-house are then compared to the solutions offered by outsourcing. The advantage of using an outsourcing company allows the business to avail of the most suitable outsourcing solutions that are tailored to its needs, without liaising directly with the providers themselves.

Who can outsource?

Any business, regardless of its size, can take advantage of the benefits that outsourcing provides. Current communications technology allows the simple global transfer of work, which can be arranged quickly and easily to suit your business needs. A business can choose to outsource as little or as much of its work in order to reap the rewards of cost reduction, scalability and higher quality standards.

Cost Reduction

The primary advantage of offshore outsourcing is the potential cost reduction for your business. This is achieved by availing of the lower cost economies that can provide services of equal or greater quality for significantly lower labour and manufacturing costs. By outsourcing all or part of its software and web development, a business can benefit from a minimum saving of 40% - without compromising the quality or speed of its implementation.



In the current economic climate, the need for businesses to operate cost effectively has never been more pertinent. To remain competitive, businesses are increasingly seeking new, alternative solutions to reduce costs and maximise profitability. As operating costs are reduced, a business can in turn offer more attractive prices to its consumers, ensuring its competitive place in the market and strengthening customer loyalty.

Scalability

Offshore outsourcing allows a business to benefit from a pool of highly skilled human resources as well as physical resources that would otherwise require significant investment if purchased in-house. An outsource company offers a cost-effective method of utilising these resources without additional risk or outlay. The outsourcing company can also pass on the benefits of economies of scale, which small and medium sized businesses may not be able to achieve on their own.

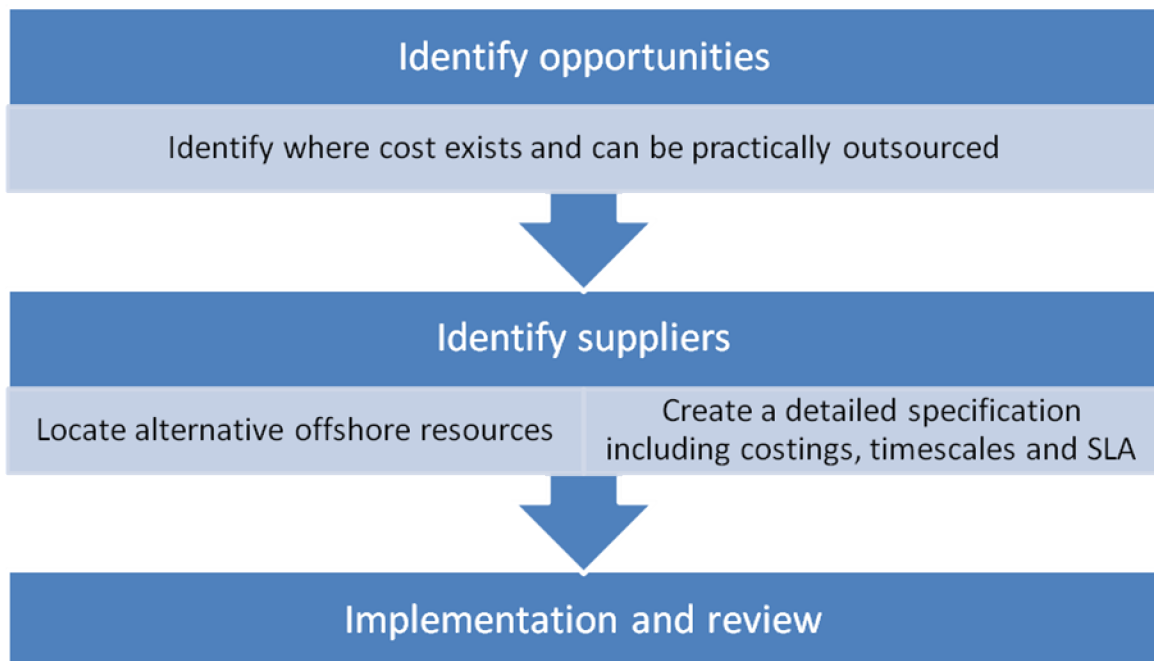
Through outsourcing, a business can benefit from a more variable cost structure, which improves flexibility and allows scope for adaptability to changes in the market. The capacity management of the outsourcing company allows growth that could not otherwise be achieved by solely using in-house resources. The risk management associated with development is taken on board by the outsourcing company, allowing the business in question to proceed with the protection of a legally binding contract to ensure its outcome. Ultimately, by outsourcing all or part of its business, a smaller company can reap the scalability rewards that were previously the domain of larger corporations. This ensures a stronger position in the marketplace and improves the productivity of the company.

Quality & Skill Access

Outsourcing a project to an offshore provider results in a high quality of work that is achieved without any of the usual issues related to employing human resources in the UK. We use our network of contacts to connect your project with highly skilled, competent workers whose primary aim is to complete your goal to a high standard within the specified time frame. Bypassing time wastage and incompetency allows your business to gain maximum output and raise productivity.

All our contacts are pre-approved and trusted by our intensive selection process, ensuring that all work completed is of the highest quality. Language and time-zone barriers pose no problem as Outsource 3 acts as the intermediary to communicate between you and the providers. As we are UK based, we are conveniently available during your office hours for smooth communications in native English. All responsibilities and risks of the projects are borne by us as your outsourcing company.

The Process



Our Solution

At Outsource 3 we work with your business every step of the way, from the initial consultancy to post-implementation support. We organise complete offshore outsourced solutions as well as in-house offshore outsourcing. We can provide outsource solutions that are tailored to meet your business needs on an appropriate scale.

The process of outsourcing involves the same basic principles for all sizes of business. Firstly, a cost analysis allows us to examine the frequency, duration and types of costs. We can then compare these costs to the services available from a range of outsourced individuals and companies.

In our role as intermediary between your business and the providers, we can then connect your needs with the appropriate services to establish an outsource contract with detailed service levels and performance criteria. Once this solution is in place, we continue to monitor the results and adjust where necessary to ensure your objectives are fully satisfied.

We liaise with our network of contacts to ensure that you receive the most appropriate and cost-effective solutions for your business. Outsource 3 allows any business, regardless of size, to benefit from offshore outsourcing without having to deal directly with the providers themselves. This results in a smooth, no-fuss service for you as a business, letting us as your outsourcing company take on board the associated risks and issues related to language barriers, conflicting time-zones and security matters.

Key Issues, SLA, Security & Liability

The primary apprehension for many companies considering offshore outsourcing tasks is On Time Delivery. If a supplier fails to perform, no business can operate at 100% efficiency.

Outsource 3 overcomes such problems by establishing considered and appropriate Service Level Agreements to ensure On Time Delivery for your business.

The cross-border nature of offshore outsourcing can be a concern for companies who fear a lack of legal remedy if events do not run as planned.

Outsource 3 overcomes this potential problem by performing appropriate due diligence to ensure its third party providers meet both our terms and those of the country in which they operate. In addition, we provide an offset service to take on board the liability from the provider to us as a UK company. This offers your business protection in the unlikely event that you are not 100% satisfied with the outcome.

At Outsource 3 we understand your company's desire for privacy. On request, we will enter into a non-disclosure agreement, confidentiality agreement, confidential disclosure agreement (CDA), proprietary information agreement (PIA) or secrecy agreement.

Case Study

Case Study for *AnderXXXXXXXXXX* Ltd (client has requested anonymity)

The business -

A successful internet retailer serving thousands of customers daily. The company already had a busy and well-developed website which provided a conventional e-commerce facility.

The opportunity -

While the day-to-day costs of running the website were low, the development of new features, along with performance upgrades and security issues were prohibitively high, to the extent that the company was delaying such work at the detriment of its growth potential.

The solution -

Outsource 3 identified the potential areas of cost reduction and located a provider equipped to deliver the required specification. The development of these much needed new features was outsourced to an offshore web development company, which had the necessary skills and expertise to complete the work to an appropriate service level agreement (SLA) and within an efficient time frame.

The result -

The project was completed in the specified time frame and within budget. Overall, the cost savings to the business amounted to around 45%.

Outsource 3 acted as the gateway for this retailer to access non-English speaking programmers without having to deal directly to make arrangements. As the outsource company, we took responsibility for any risks associated with the project, including the performance of the offshore provider.

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