



IT FACTORY

ONSHORE NEARSHORE OFFSHORE

We utilize our potential in assisting you with the improvement of day-to-day operations, with cutting costs, and with optimizing the IT processes.



www.it-factory.pl



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Overview

Many companies looking for IT support, regardless of the continent in which they operate, delegate projects to third parties, very often to save money and delegate the task to the best possible experts with specific knowledge. When choosing an IT outsourcing service, there are 3 main options for delegating business or IT operations.

Onshore

Client company delegates its IT activities to a supplier located in the same country.



Nearshore

Client company delegates its business or IT operations to a country located on the same continent.



Offshore

Client company delegates its IT activities to a supplier located in the same country.



The choice of outsourcing type involves key factors such as cost, team integration, meeting feasibility (time zone differences), communication, resource availability, and cultural differences.

KEY FACTORS	ONSHORE	NEARSHORE	OFFSHORE
LOCATION	THE SAME COUNTRY	THE SAME CONTINENT	ANOTHER CONTINENT
TIME ZONE DIFFERENCES	NONE/LOW	NONE/LOW	HIGH (4 < HOURS < 12)
COORDINATION AND CONTROL	EASY	CHALLENGING	RELATIVELY DIFFICULT
ENGLISH COMMUNICATION	HIGH	HIGH	MEDIUM
CULTURAL COMPATIBILITY	SAME CULTURE	SIMILAR CULTURE	DIFFERENT CULTURE
MEETINGS & INTEGRATION	EASY	EASY	DIFFICULT
LEVEL OF EXPERTISE/SKILLS	HIGH	HIGH	MEDIUM
DIVERSE TALENT POOL	LIMITED	CONTINENT POOL	GLOBAL POOL
KNOWLEDGE SHARING	HIGH	MEDIUM	LOW
COSTS FACTOR	MOST EXPENSIVE	HIGHLY COST-EFFECTIVE	RELATIVELY LOW
HIRING COSTS	MOST EXPENSIVE	LEAST EXPENSIVE	RELATIVELY LOW
TRAVEL EXPENSES	AFFORDABLE	AFFORDABLE	EXPENSIVE



The consultants assigned to complete the job have shown a high level of technical and business knowledge, which greatly contributed to the quality of delivered projects.

Top 5 Insurance Company



Challenge

Our offer is dedicated to companies, which are interested in having reliable business and technical assistance with the help of Poland-based highly qualified specialists. Onshore, nearshore and offshore are different types of outsourcing with different advantages and challenges.

Onshore

The Supplier and Client located in the same country.

ADVANTAGES	<ul style="list-style-type: none">• cooperation with developers from your site;• specialists come from the same culture;• speaks the same language;• easier meetings, relationships, team bonds;• saving time and cost on long trips;• equal law and tax regulations for everyone;• ease of concluding contracts;• ease of settlement and tax payments;• equal quality requirements;• equal intellectual property rights
DISADVANTAGES	<ul style="list-style-type: none">• onshoring is usually very expensive;• limited access to resources/talent pool;• complex legal employment regulations;• layoffs or restructuring (impact on image)
IT FACTORY EXPERIENCE	POLAND



Polish IT specialists have it ALL: expert knowledge, multi-language proficiency, courage and flexibility to work anywhere. Why not to use this opportunity?"

Kazimierz Przybyła, Business Development Manager

Nearshore

The Supplier and Client located in the same continent.

ADVANTAGES	<ul style="list-style-type: none">• same or similar time zone;• opportunity to save costs;• possibility of physical meetings in the office;• quick 1-2 hours and relatively low cost visits;• real-time cooperation between companies is possible;• easy supervision of all aspects of the project development process;• access to a larger and more diverse pool of IT experts
DISADVANTAGES	<ul style="list-style-type: none">• linguistic and cultural differences may still slightly affect effective communication;• integration of team members may be difficult
IT FACTORY EXPERIENCE	UKRAINE, SERBIA, ARMENIA

Offshore

The Supplier and Client located in a very distant country or continent.

ADVANTAGES	<ul style="list-style-type: none">• possibility of introducing shift work (quality, cost and time saving);• speed up the programming process;• larger and more diverse pool of IT experts;• technology for remote developers becomes more advanced and physical interaction is not necessary for effective work
DISADVANTAGES	<ul style="list-style-type: none">• communication becomes difficult;• teams have a different work ethic;• greater difficulty in resolving conflicts;• integration of team members may be difficult;• difficult transfer of knowledge;• remote developers control
IT FACTORY EXPERIENCE	USA, ISRAEL



Solution

During the IT outsourcing process, we support our client by providing various services: consulting, cooperation, independent implementation of a specific stage or under the client's supervision depending on the agreed Split of Responsibility (SOR). Usually Nearshore outsourcing project involves some of the following phases:

Nearshore

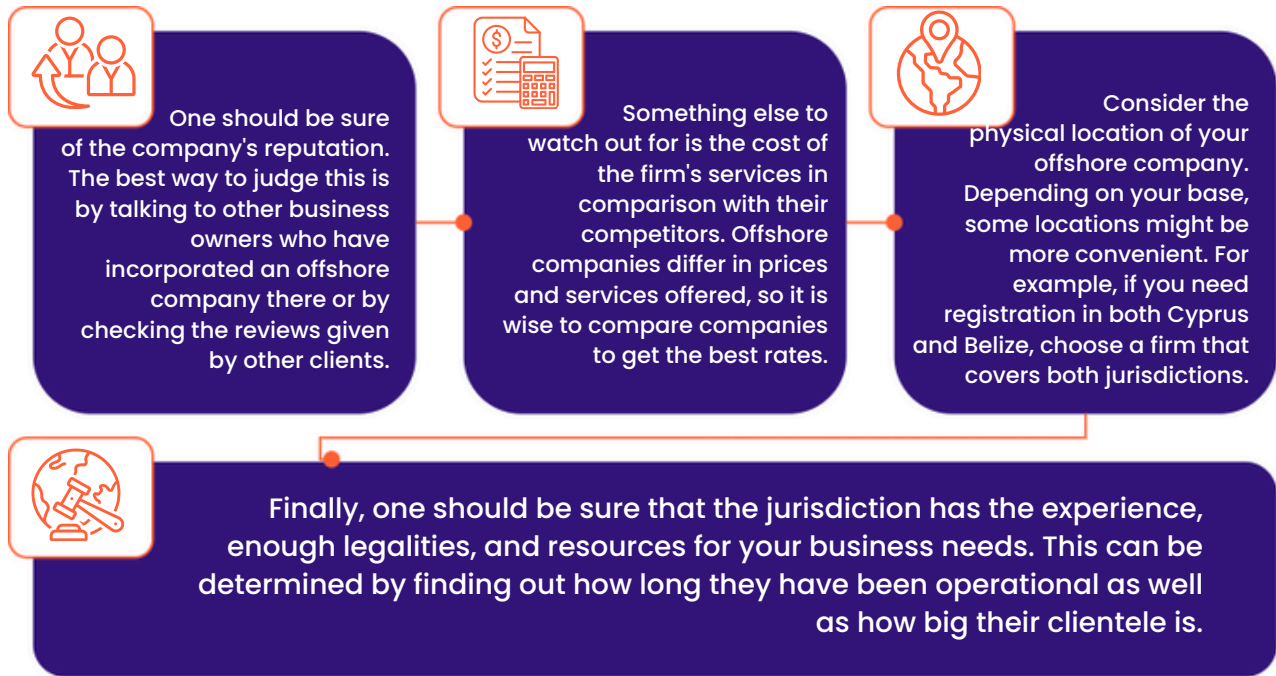
Recommended outsourcing option

STEPS	LIST OF ACTIVITIES	SOR	
		CUSTOMER	IT FACTORY
STEP 1	Define and Clarify Project Requirements	90%	10%
STEP 2	Choosing the Destination (Outsourcing Model)	90%	10%
STEP 3	Prepare Development & Implementation Plan	90%	10%
STEP 4	Choosing the Right Company or Reliable Partner	50%	50%
STEP 5	Establish the Right Team (Form Team)	15%	85%
STEP 6	Establish Effective Communication Protocol	35%	75%
STEP 7	Establish Project Management Practices	50%	50%
STEP 8	Establish Security Standards & Secure Infrastructure	50%	50%
STEP 9	Establish Monitoring & Controlling Process	50%	50%

Below we present example how we implement step 4.

How to choose the right company?

Although there are many solid offshore service jurisdictions that you can choose for your offshore business, there are some issues that you should bear in mind before choosing one:



Here are some criteria that can be helpful in choosing the right offshore company:

Company size	2	9	Data Security	x	x	Professional IT Experts	x	x
High Productivity	x	x	Industry Experience	x	x	Range of Services	x	x
Quality Over Price	x	x	Technical Proficiency	x	x	Use Off Cutting-Edge Technology	x	x
Client Satisfaction	x	x	Language Proficiency	x	x	Service Experience	x	x

Do you want to know how we implement the next steps of our process?
Contact us!

Benefits

You don't need to spend extensive time hiring experienced developers who match your project's requirements. IT Factory can be your partner which provides the required experts from their internal talent pool. As a result, you can move quicker with the knowledge transfer and smoother and faster software development life cycle (SDLC), which means a swift delivery of project milestones.

Here are some of the advantages of Nearshoring as a best outsourcing option:

KEY FACTORS	NEARSHORE	BENEFITS EXPLANATION
LOCATION	THE SAME CONTINENT	Nearshore software teams have No Time Zone Limitation (closer geographical proximity time), teams can meet occasionally and save time.
TIME ZONE DIFFERENCES	SAME/LOW	
COORDINATION AND CONTROL	CHALLENGING	
ENGLISH COMMUNICATION	HIGH	Reducing team members turnover thanks to good personnel matching and team collaboration. Speeding Up Business Transformation thanks to cultural compatibility.
CULTURAL COMPATIBILITY	SIMILAR CULTURE	
MEETINGS & INTEGRATION	EASY	
LEVEL OF EXPERTISE/SKILLS	HIGH	Nearshoring allows a company access to an extensive database of candidates and talents (Strong Remote Development Skills). It stimulates maximum concentration in IT projects because of Flexibility and Scalability.
DIVERSE TALENT POOL	CONTINENT POOL	
KNOWLADGE SHARING	MEDIUM	
COSTS FACTOR	HIGHLY COST-EFFECTIVE	Nearshore software development is more cost effective. No bottlenecks related to cost of hiring professionals. Increasing the standardization of recruitment processes and coordination of all recruitment stages. Lower cost of travel expenses.
HIRING COSTS	LEAST EXPENSIVE	
TRAVEL EXPENCES	AFFORDABLE	



IT FACTORY



ARE YOU INTERESTED IN COLLABORATION?

Feel free to reach out to us, explore further details about our offerings, and arrange a consultation at your convenience.



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