

IT Staff Outsourcing Guide

# Is Onshore, Offshore or Nearshore Best For You?

 **launchpad**



**Outsourcing is a strategic way to gain access to IT developer staff while exercising cost control. But there are other factors to consider beyond access and cost.**

This diagnostic tool is designed to help you consider those factors while determining which type of outsourcing is best for you.

## Onshore

outsourcing talent from within your country.

## Nearshore

outsourcing talent from similar time zones.

## Offshore

outsourcing talent from distant time zones.



DIAGNOSTIC FACTOR #1

## Cost Savings



**Reducing payroll costs is one of the top reasons for outsourcing.**

However, you need to balance your goal to reduce costs against the potential to:

- ✓ create more work for your team
- ✓ risk overall quality

Want more info? [Read this blog post.](#)

Check which statement most closely matches your goals:

### Onshore

"I want to reduce my payroll costs if possible but not if it creates more work for my team or means risking quality."

### Offshore

"I need to reduce my costs as much as possible even if that might create more work for my team or more risk of quality issues."

### Nearshore

"I need to reduce my costs significantly while minimizing any extra work for my team and avoiding risking quality."

DIAGNOSTIC FACTOR #2

## Time Savings



**Outsourcing can save you time by reducing your team's workload and accelerating project execution.**

However, you need to balance expected time savings against the potential for:

- ✓ greater miscommunication
- ✓ timeline slippage

Want more info? [Read this blog post.](#)

Check which statement most closely matches your goals:

### Onshore

"I want to save time if possible but not if it introduces miscommunication or timeline slippage."

### Offshore

"I need to reduce my team's workload and accelerate my projects even if it creates some miscommunication and greater risk of timeline slippage."

### Nearshore

"I need to reduce my team's workload and accelerate my projects but while keeping communication clear and my projects on track."

DIAGNOSTIC FACTOR #3

## Time Zones



The further away the time zones you outsource from, the more risk of slowing down your projects.

Sometimes it's just faster and easier to have a real-time call to explain what's needed. And if there's miscommunication or the need for direction or approvals, having to wait overnight for resolution can be a costly delay.

Want more info? [Read this blog post.](#)

Check which statement most closely matches your goals:

### Onshore

"I only want to work with talent that's in my country."

### Offshore

"I'm willing to work with the lowest-wage talent in faraway countries despite the risk that it might delay my projects and make communication challenging."

### Nearshore

"I'll work with talent in other countries as long as their time zones are the same as or similar to mine."

DIAGNOSTIC FACTOR #4

# Culture



Each culture has its own work expectations, attitudes, standards, holidays, understandings, and more.

The greater the difference between your culture and the culture you outsource from, the more likely it will negatively impact your communication, collaboration, and time or cost savings.

Want more info? [Read this blog post.](#)

Check which statement most closely matches your goals:

## Onshore

"I only want to work with talent that shares my culture."

## Offshore

"I'm willing to work with talent from very different cultures despite the risk that it might hurt efficiency and create more work and misunderstandings."

## Nearshore

"I'll work with talent from other cultures as long as they're largely similar to mine."

DIAGNOSTIC FACTOR #5

# Agility



Your company's agility relates to how quickly decisions can be made and implemented.

Each company has its own level of agility it needs to operate at.

Want more info? [Read this blog post.](#)

Check which statement most closely matches your goals:

## Onshore

"I only want to work with talent from my country where communication and results are as quick as with my in-house people."

## Offshore

"I'm willing to work with talent where communication and results are slower than my in-house people."

## Nearshore

"I'll work with talent from nearby countries where communication and results are as quick as with my inhouse people."

# Your Diagnostic Results

Transfer your check marks from the previous slides for each of the factors.

The column with the most checks describes the type of outsourcing that's best for you.

	Onshore	Offshore	Nearshore
Cost Savings	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Time Savings	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Time Zone	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Culture	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Agility	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

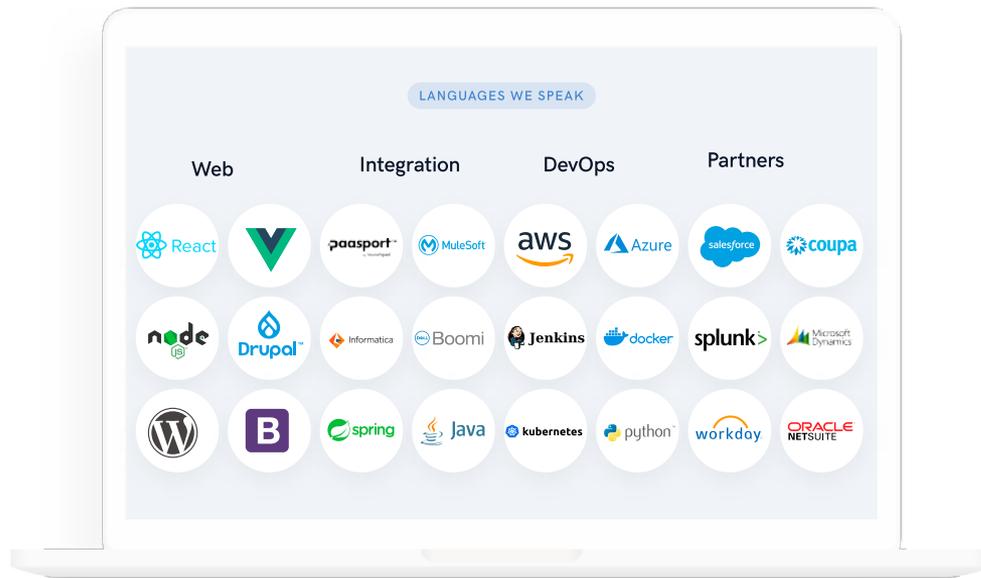
If you're best suited for Nearshore  
IT Outsourcing, we can help.

**"Launchpad has the expertise to bring  
the right team skill profile and energy to  
the project. We trust Launchpad to be an  
extension of our team."**

Stephanie Picardi  
CEO AT VFP CONSULTING



# Staff Augmentation Clients Across 3 Continents





*"With offices in North and South America, we work in your time zone, leveraging an incredibly deep pool of talent and skills to get the right mix for you."*

Gord Boisvert

Launchpad Technologies Professional Services & PMO

[gord.boisvert@golaunchpad.io](mailto:gord.boisvert@golaunchpad.io)

# Let's connect!

Launchpad's Nearshore Staff Augmentation services enhance your team through technical staff with the right skill sets at the right time. Gain the agility and expertise you need to adapt to an ever-changing competitive landscape.

Get our same-time-zone Latin America nearshore delivery team of experts working for you...without the headaches of traditional offshore.

[info@golaunchpad.io](mailto:info@golaunchpad.io) | 1 (800) 326-0188

[www.golaunchpad.io/staff-augmentation](http://www.golaunchpad.io/staff-augmentation)

