

Reduce salary costs by more than 35% with ISG's technology's Nearshoring Services

What are the benefits?

- Reduce salary costs by at least 35%
- Enhance your services with around the clock and multi-lingual support or proactive network management
- Improve your overall competitiveness by driving down your cost base
- Retain direct management control of your Nearshored activities if you wish. Nearshoring does not have to mean outsourcing; it can just be the undertaking of a service in a less expensive location than the UK
- Improve business controls as a result of more comprehensive business analysis and tighter management
- Achieve the same goals as offshoring to remote locations but without the associated risks

What can be Nearshored?

Most desk-based services have the potential to be relocated to a Nearshore European location. A few examples of what can be done include:

- Finance and administration: Accounts preparation, purchase ledger, expenses, credit control
- IT services: Helpdesk, software development, network management, around the clock IT support
- Business support: Estimating, resource management, scheduling and CAD design

What is Nearshoring?

The transfer of tasks, processes or roles to a nearby, low cost country

Rather than offshoring services to long haul locations like India, China and Latin America, UK-based companies are increasingly choosing low cost, nearby countries instead.

This trend is gathering pace as companies recognise the many benefits that this alternative sourcing model provides, particularly in the IT and Business Process Outsourcing (BPO) areas of their business.

ISG technology has established a Nearshoring capability in Bulgaria, which offers our customers easy access to high quality, high productivity, loyal and low cost personnel and facilities at a significant saving to the UK.

Nearshoring overcomes the customary difficulties

associated with offshoring to distant countries and continents.

Working with countries on the same continent means client and staff are operating in similar time zones, with similar cultures, aiding project management and day-to-day communication. Face-to-face meetings are much easier and cheaper to schedule and working in this way provides for more satisfied, loyal and stable workforces.

We not only sell this service, we use it as well

If you are interested in the benefits of Nearshoring come to see us for yourself in Bulgaria. The ROI on your time will prove to be very high indeed.

Where is Nearshore for ISG technology?

Located on Sofia's premier business park, we're just 2.5 hours from the UK and only 20 minutes from the airport. Other leading technology companies on the business park include IBM, Hewlett Packard, SAP, Siemens and Ericsson.

Bulgaria offers many attractions for Nearshoring customers. The workforce is very well educated with 41 universities, 45 colleges and 3,600 schools. Furthermore, Bulgarians rank second

in the world in terms of IQ tests (Mensa) and employees are generally multi-lingual, highly flexible and loyal.

In addition, Bulgaria is now a full EU member and has deployed a robust communications infrastructure so vital for the provision of efficient Nearshoring services.

Nearshore delivers non-stop support

One of the key benefits for our customers is the provision of our 24/7 Help Desk and IT support services. Our team of technicians is qualified to address all aspects of IT support that can be resolved remotely. We are proud to confirm that we were a top 10 finalist in the 2008 Service Desk & IT Support Excellence Awards and in 2009, a top three finalist of all companies across the UK.

Let us save you money and increase the quality of service that your staff and customers enjoy.

At ISG technology we promise rapid response times, low risk and high returns.

Nearshore now, before your competition does, and get ahead.