



Detailed information on the major Indian offshore IT services suppliers with a Nordic presence

Guidance for succeeding with purchasing offshore IT services and reducing risks

Review of key strengths and challenges of India as an offshoring destination

Consulting time included

To further assist you in investigating the Indian opportunities we have included three hours of consulting time by one of our India based analysts. Our analysts can for example help you to:

- Assist you in choosing vendors and arrange the contact
- Further investigate vendors within a specific area
- Discuss opportunities for the specific needs of your organisation.

Nordic IT Sourcing: India 2006

A guide for Nordic organisations to IT sourcing from India

In which industries and service areas do Indian IT suppliers present in the Nordic market excel?

What are the different vendors' key strengths and weaknesses?

What are the main benefits of offshoring to India and what are the hidden costs and risks involved?

How do you succeed with offshore sourcing of IT services, avoid potential pitfalls and reduce the risks involved?

After several years of consolidation and budget pressures, Nordic companies and organisations are now again starting to increase their investments in information technology. This has already begun to lead to a shortage of the right skilled IT professionals in the Nordic countries. This has shifted the rationale for sourcing IT services offshore from merely a way to reduce costs to a way to mitigate the skills shortage and to turn projects around more quickly.

There are many countries and regions around the world that have positioned themselves as centres for offshore IT services, most notably India, China, Southeast Asia and Eastern Europe. Among these India stands out as a global leader because of its huge pool of English-speaking, skilled and experienced IT professionals as well as many companies that have long experience of managing offshore projects and relationships.

Waagstein Research's report *Nordic IT Sourcing: India 2006* is designed to:

- Help clients to evaluate the India sourcing opportunity
- Provide a detailed overview of the leading Indian IT services suppliers and the services they offer to Nordic companies and organisations
- Offer a tool to identify suppliers' strengths and weaknesses compared to those of their competitors. This gives clients a better foundation for optimising pricing as well as purchase terms and conditions
- Offer clients a shortcut in the vendor search and selection process, saving considerable time and money while at the same time helping to minimise the risks associated with purchasing offshore IT services
- Provide decision support in negotiating offshore sourcing deals.

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About Waagstein Research

Waagstein Research is an independent research company that provides IT governance services. Our focus is on the business and financial aspects of corporate IT operations.

Our customers are large Nordic companies and organisations and our target audience is decision-makers such as IT managers, IT strategists, financial managers and controllers.

Waagstein Research's industry-specific analysis, competitive insight and strategic advice give businesses the tools they need to optimise their IT operations.

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Method

The survey has been carried out by means of primary and secondary research of leading Indian suppliers of IT outsourcing and other IT services and which also have a presence in the Nordics or with advanced plans to enter the market. The research was conducted in March/April 2006.

Target Group

The report is written based mainly on the needs and requirements of the IT management of medium and large-sized companies and organisations in the Nordics. The target group of the report primarily consists of: CIO/IT managers, CFOs, Purchase managers, Outsourcing managers, Controllers, IT strategists, Consultants and CEOs. The report will however also be very valuable for Nordic IT companies such as software developers and outsourcing vendors in order to better understand their competitors and as a tool for identifying offshore partners.

Consulting

Included in the price of the report is three hours of consulting time by one of our India based analysts.

Price

The price of the report is €2,200. The report is delivered in printed format as well as in PDF format. Price is excl. VAT.

The report is written in English.

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