



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

Guidance for succeeding with purchasing offshore IT services and reducing risks

Analysis of price and quality gaps between Nordic and Indian IT services suppliers

New report:

Nordic IT Sourcing: India 2005

A guide for Nordic organisations to IT sourcing from India

- *What major Indian IT services suppliers have a presence in Scandinavia, what services do they offer and what customer segments do they focus on?*
- *What price advantages can be expected from Indian sourcing and which are the hidden costs?*
- *How do you succeed with offshore sourcing of IT services, avoid potential pitfalls and reduce the risks involved?*
- *How does the quality of the services offered by Indian IT services suppliers compare to that of Nordic suppliers?*

The IT units of most Nordic companies and organisations have been under continuous pressure to reduce or maintain the size of IT costs for several years and will most likely continue to be so during the foreseeable future. At the same time they are asked to deliver more value to their organisations. A tried solution has been to outsource operations and development to outside suppliers. Until now most of this has been to suppliers in the Nordics. However, as companies in other parts of the developed world, most notably the United States, are sourcing IT services in low-cost countries on an ever greater scale, European and Nordic companies will be forced to follow suit in order to stay competitive.

There are a number of countries and regions that have positioned themselves as centres for offshore IT services, most notably India, China, South East Asia and Eastern Europe. Among these India stands out thanks to a huge pool of English-speaking, well-educated and experienced IT professionals. Also, the long experience of many Indian IT services suppliers in delivering offshore services help reduce the inherent risks and transaction costs in purchasing offshore services.

Waagstein Research's report Indian Offshore Sourcing 2005 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

Table of Contents

Introduction	11
Purpose	11
Method	12
Definitions	12
Purchasing of offshore IT services	14
Issues to consider before sourcing IT services offshore	14
Cost of sourcing IT services offshore	15
Benefits of offshore sourcing	16
Appropriate applications and processes to source offshore	16
Choosing offshore country: the case for India	17
Choosing type of vendor	19
Selection criteria	20
Managing offshore risks and vendor relationships	22
Cultural differences	22
Communications	23
Intellectual property	23
Currency risks	23
Legal and contractual issues	23
General facts on Indian IT services vendors	25
Indian IT services market structure	25
Indian IT services market developments	26
Industry focus	28
Horizontal IT services focus	28
Future challenges of Indian IT services industry	29
Indian IT services vendor presentations	31
Conclusions	131

- 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 service
- Give insight into the suppliers' work methods
- Provide decision support in negotiating offshore sourcing deals.

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 Northern Europe. The research was made in October/November 2004.

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.

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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About Waagstein Research

Waagstein Research is an independent IT research and advisory firm that focus on the business and financial aspects of corporate IT operations. Our customers are large companies and organisations. 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 business value and achieve lower IT costs.

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