



HAVE YOUR OWN

OFFSHORE TEAM AT NO CAPITAL COST

Soff·Shore : [sofshor, -shor, of-] noun. – The ability of a company to have complete control over its own highly skilled software team in Russia for a single monthly fee.

We are all faced with ever increasing competition and the drive to reduce costs and maximise profits. How do you meet the challenge of completing software projects in the face of a **shortage of skilled resource and escalating costs?**

SoffShore is a product from Ru-Soft Ltd, part of the Sapphire Group. Over the last 4 years we have established and refined an innovative offshore resourcing model that offers you unrivalled flexibility and control over your own highly skilled technical team - all for a single monthly fee.

And all this is available to you with minimum commitment, **NO capital outlay** and most importantly substantial **cost savings of up to 80%!**

Traditional project based offshore outsourcing doesn't give you the flexibility you require and with a third party involved you are always one step removed from the development process. This can increase the risk of project overruns and often doesn't realise the anticipated cost benefits.

SoffShore's unique resourcing model **puts you in control** of a world class development team which gives you the **lowest cost** solution to your software development needs.

WHERE & WHY?

Our facility in Russia provides access to low cost, highly skilled individuals. This gives you:

- Access to Computer, Mathematics and Science graduates from some of the best academic universities in the world
- World class skills in Java, C#, VB, .NET, Access, HTML/XML, MS SQL, Oracle etc
- An incredible work ethic and a desire to succeed
- State of the art broadband communications (1Mbit/s +)
- St Petersburg - a very European city!
- With a 3 hour time difference and just a 3 hour flight from Heathrow and English speaking staff, communications are far easier than other offshore locations

HOW DOES IT WORK?

We work with you to identify your requirements by:

- Defining the team in terms of number of people and skills
- Creating a short list of suitable candidates for your final approval
- Agreeing on a team leader
- Recruiting, providing all office facilities and setting up your team – ready to start

WHAT DO WE DO?

For your single monthly fee:

- Recruit suitable staff
- Provide office, computers, plus replication of your infrastructure if needed
- Provide internet (high bandwidth), telephone
- Pay staff salaries
- Provide office benefits such as holidays and sick pay
- Handle all local bureaucracy and tax issues
- Provide administration and supervision
- Provide weekly or monthly timesheet reporting

WHAT YOU DO?

We set up the team - you manage the project and provide the work for your offshore team and pay a single monthly fee against a UK invoice – that's all you need to worry about!

WHY SOFFSHORE?

SoffShore has been developed by Ru-Soft Ltd, part of the Sapphire Group - a UK based company with headquarters in London and offices in the US and throughout Europe.

The Sapphire Group is the owner of DataEase and a leading provider of development services and vertical market applications.

Our offshore facility in St Petersburg, Russia has been established for over 4 years and was originally set up to provide development resource for the Sapphire Group. Check out our case studies to see how we have helped solve the resource problems of other companies.

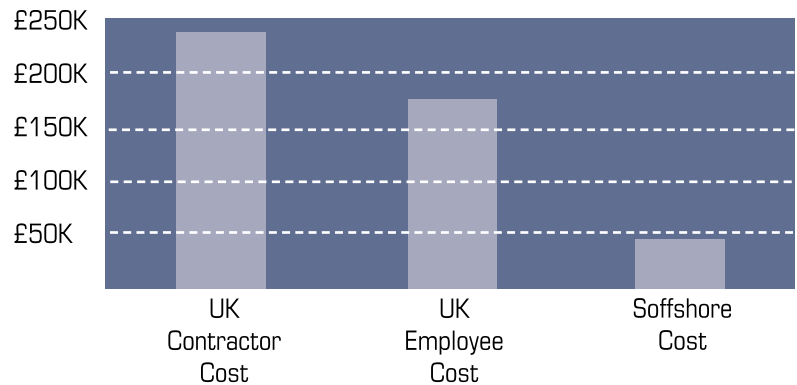
THE SAVINGS

Whilst the quality of staff and skills are amongst the highest in the world, cost savings can be substantial too. This is illustrated in the following:

Let's assume you have a new software development project and you estimate you will need 5 additional people.

Team of 4 programmers + 1 Team Leader.
Employment and contractor costs compared to Russia over a 6 month period.

Please note: Example costs are for comparison purposes only and actual costs may vary dependant upon skills required.



SAVINGS OF UP TO 80%!

CASE STUDIES

ORC SOFTWARE

Orc System Technologies allows clients in 19 countries to trade on more than 40 exchanges around the world, and the list of countries and exchanges is constantly growing.

This generates the need for creative and effective solutions in the software development process. In early 2000, in order to increase greatly these solutions, Orc Software started utilising the specialist resources model, known as SoffShore.

Nils Nilsson, Orc Software's CEO explains, "Although we never doubted that the idea of expansion in Russia was right, we were soon confronted by a multitude of local bureaucratic procedures, tax issues, even local IPR concerns. When Ru-Soft came on board they made a real difference and I have the highest regard for their services and people."

DATAEASE INTERNATIONAL LTD

DataEase International Ltd is a UK based software house and owners of DataEase with over 500,000 users worldwide. Facing an increasing demand for it's development services and the need to further develop its core product, DataEase turned to Ru-Soft to provide low cost offshore resource.

Peter Tabord, DataEase's Head of Research & Development, has no regrets, "At first I was worried about the communication aspects of the project, but this has proved not to be a problem. They completed phase one in four months instead of six and it cost 60% less than a similar project in the West. Again, the access to highly skilled and extremely motivated personnel delivered unexpected benefits, as Peter Tabord says: "Bug fixing, the bane of all software companies has been greatly improved, but most impressive of all is the innovative way these guys have produced Web Publisher for DE6."



For more information on SoffShore and setting up your own offshore team please contact:

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