



Detailed outsourcing model comparison guide

We Build Teams That Build Your Software

Remote In-Sourcing® is a new business model and an innovative business philosophy. The meaning of these words is actually like they sound: Intetics creates and operates remote information technology teams which, on the business side, completely belong to a Client while remaining Intetics' employees on the logistical and operational side. Those teams can be organized for software development, software testing, IT consulting, audits and assessments, systems integration, R&D, engineering, technical support, IT training, data processing, and back office support. A typical remote team is fully dedicated to the Client and acts as a direct extension of Client's in-house staff.

The model is specially designed for small and medium size businesses to enable them to gain competitive advantages of globalization and global labor and service markets.

Remote In-Sourcing® is an unique offering, distinguished from a variety of similar sourcing models present on the market, by many factors including:

- building a long term organization, not a project team;
- 100% match of Client's needs and resources provided, not a compromise between needs and past vendor experience;
- permitted and even encouraged co-branding of team members;
- a true partner relationship, not a client-vendor one;
- building an effective organization armed by proper processes, not a simple staff augmentation service;
- talking about Client's business needs and strategic development, not a particular project or quick fix.

See how Remote In-Sourcing® from Intetics stacks up against other approaches to give you greater overall value, more control, direct alignment with your organization, and innovation around your business objectives.

Major Area of Differentiation	Attribute	Your Employee	Intetics Remote In-Sourcing®	Dedicated Offshore from India and LOW Cost Countries
Higher Net Delivered Value	Hourly Rate	Highest Hourly Cost	40-60% less	60-70% less
	Infrastructure Cost	Added Cost	Imbedded in rate	Imbedded in rate
	Severance Risk/ Constraints	Severance/Tax Effects	None	Cancellation Clause/Penalty
	Turnover/ learning curve	5-7%	7%	Up to 20%
	Work Hours	Salary	Like a Salaried EE	"Billable Hours: Change Mgt Mania"
	Productivity	You Get Full Benefit	You Get Full Benefit	Firm Keeps the Margin
	Quality	Inspect Sample	Inspect Sample	Verify High Percentage
Unparalleled Alignment and Control	Speed to Scale Up	Slow to Add, expensive	All Levels Scale	Junior Levels Scale
	Speed/Ability to Scale Down	Limited/Costly	All Levels Scale	Cancellation Clause/Penalty
	Change Management	Impacts Schedule not Budget	Impacts Schedule not Budget	Change Mgt Drives Extra Billable Hours
	Resource Transparency	I's Your Team	It's Your Team	Lack transparency
	Nature of relationship	I's Your Team	It's Your Team	Firm EE's Assigned to Project
	Time Zone/Adjacency	Local	7 Hours Different	13+ Hours Different
	Hired Directly for you on joint criteria	Your Co's Criteria	Joint Optimal	Hire to broadest need for firm
	Trained	Your Program	Integrated Training	Firm-Focused
	Evaluate/Promoted/ Career Interest	Company-Focused	Just Like Your Eyes	Very "firm-focused"
Alignment with company objectives	Company-Focused	Company-Focused	Grow the Firm	
Innovation Focused on Your Objectives	Innovation on Approach and Tools	Innovation-Focused	Proven Innovators	Firm Owns Methods
	Innovation on Content	You Own Methods	Full Acces to Methods/Tools	Task Focused
	All IP	Your IP	Your IP	Contractual: Firm Keeps Method/Tool Inventions

Key Model Benefits

Remote in-sourcing® goes beyond traditional dedicated teams to establish a new value proposition in the outsourcing marketplace. Here's how:

- **Higher Net Delivered Value** – Intetics teams are extremely cost effective. More importantly, we don't bill hourly or change order constantly. Your Intetics team works just like your own employees, so overtime is managed just like you do. Intetics teams consistently beat all quality and productivity measures, and we give that back to you in increased output, unlike other firms who retain it as profit.
- **Unparalleled Alignment and Control** – Ramp up or ramp down to meet the needs of your business. We'd never think of cancellation penalties. Maintain absolute control over each resource, training, promotion, reassignment, etc. You get all the control of full-time employees with no cost risks. And, our resources are trained on your company and its objectives. They aren't on a project. They're Your Intetics Team.
- **Innovation Focused on Your Objectives** – Other business models use methods and unique IP inventions to improve their own margins and train employees on their special techniques. ALL of the Intellectual Property used by your Intetics team is yours. You can use our methods more broadly so all your teams improve. Intetics teams are incited to innovate on your behalf, to be the best team you have, and to help you achieve your business objectives. We don't measure them against Intetics objectives, we measure them against yours. So, your objectives become the sole focus of our attention.

The model proved itself with dozens of companies from a variety of industries like Finance, Insurance, Education, Automotive, Hi-Tech, Logistics, Telecom, Retail and others.

intetics

Where software concepts come alive™



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