

# Portland company needed lower costs without sacrificing quality and speed

**Point of Contact:** Managing Principal

**Industry:** Financial Services

**Technologies:** Ruby, PHP, AWS, Liquid



## CLIENT OVERVIEW

Client is a Portland based web design, web development, and digital marketing company started in 2009.

## CHALLENGE:

The cost of hiring a six-person team to quickly produce a hosted, enterprise integration product and a website automation platform, was out of the question in the inflated Portland market. The Client needed to find affordable options, but still meet quality and production deadlines. The Managing Principal, wanted to explore teams in Latin America, but had no previous experience with software outsourcing. The ideal team would be well versed in PHP, Ruby, AWS, Liquid, have experience with integrations and SaaS product development.

## RESULTS:

Accelerance quickly provided a nearshore team of developers skilled in PHP, Ruby, AWS and Liquid. The chosen Accelerance Partner displayed heightened attention to detail and invested themselves in the future of the Client. Accelerance not only saved the Client hundreds of hours of due diligence, but also provided a high-quality team able to deliver two separate products at a more reasonable cost than a Washington based team. The Managing Principal sees the partnership as strong and stable with the potential to grow into a long-term engagement.

## PARTNER INFORMATION:

**Partner Size:** 50-200

**Blended Price per hour/resource:** \$55-\$60

**Company Founded:** 1999

**Accelerance Partner Since:** 2015

**Country:** Argentina

**Core Competencies:** Integration, PHP, Java, JavaScript, AWS, SaaS and Python

**Programming Methodology:** Agile

**Client Industries:** Digital Commerce, Web App Development, CRM's, Security, AI

**Time Zone Overlap:** South America

**English Proficiency:** History of political instability and proficient in English

