

# Accelerance solves astronomical labor cost issues with a high-quality nearshore team.

**Point of Contact:** Director of Engineering

**Industry:** Learning Solutions, Security, Corporate Training

**Technologies:** Agile, Angular 2.0, Web services, .NET

## CLIENT OVERVIEW

Client produces learning solutions for information security awareness, privacy awareness and corporate compliance training materials.

## CHALLENGE:

High labor costs in the hot Seattle tech market were creating problems for the Client. They simply could not afford to hire internal Agile developers due to astronomical salaries. The company would need to outsource software development to contain costs. The Director of Engineering asked Accelerance to recommend one of our global partners with Agile best practices, proven ability to deliver, and a track record of reasonable time estimates for sprints. The Client also wanted workday overlap in the Pacific Time Zone, a team proficient in English, and the ability to scale. Most importantly, the Client wanted to work with a team that would care about their software.

## RESULTS:

The Accelerance Partner quickly provided a nearshore, high quality team of 10 people who would start with a single project. If successful, the partnership should build into a strong, long-term relationship.

Accelerance not only saved the Client more than 100 hours of due diligence if they searched on their own, but also allowed them to avoid high labor costs in Seattle. The Client is successfully outsourcing with the knowledge that their high-quality and affordable software development will never suffer when they're working with an Accelerance Partner.

*"Accelerance removed the risk and pressure of outsourcing. Their services were invaluable"*

- Director of Engineering

## PARTNER INFORMATION:

**Partner Size:** 200-500

**Blended Price per hour/resource:** \$35-\$40

**Country:** Mexico

**Company Founded:** 2005

**Accelerance Partner Since:** 2015

**Programming Methodology:** Agile

**Time Zone Overlap:** Central American location allows for solid time zone overlap

**Culture:** Great language and cultural affinity

