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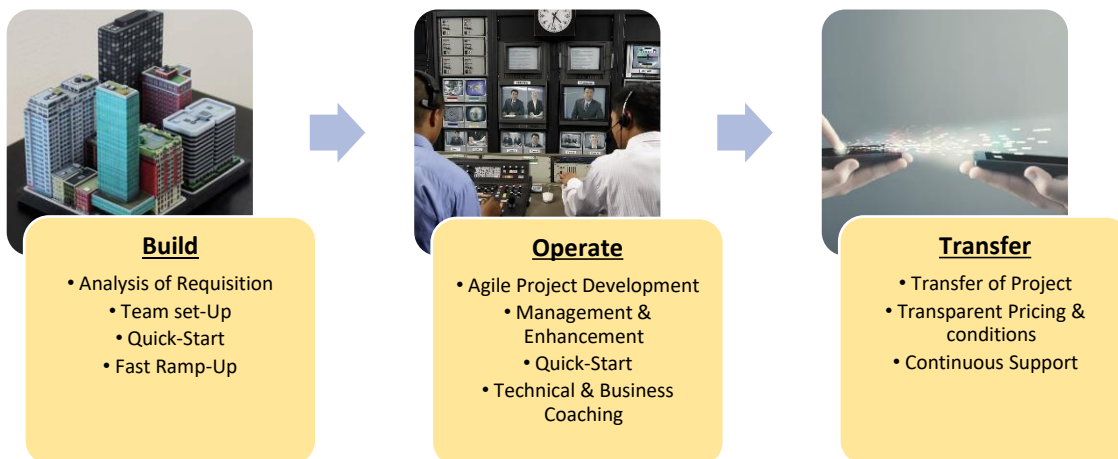*The software outsourcing "build-operate-transfer" (BOT) model is defined by Gartner* as "a contractual relationship in which an organization hires a service provider to set up, optimize and run an IT or business process service delivery operation with the contractually stipulated intent of transferring the operation to the organization as a captive center. BOT, as a hybrid model, combines elements of the "build" option (that is, "insourcing" or captive center) and the "buy" option (that is, outsourcing)."*

What we do

We use the "**build-operate-transfer**" model of outsourcing to establish a subsidiary of your business in India at greatly reduced cost and risk. Our expertise includes the following:

- We enable our clients by "**Setting Up**", "**Optimizing and Running a Business Process**" or any "**Service Delivery Operation**" with the intent of transferring the operation(s) back to the respective organization as a captive center.
- "**Setting up the Nearshore or Offshore Team(s)**", bringing it to a "**Fully Operational Level**", and then "**Legally Transferring**" the subsidiary to the client's company after a stipulated time.
- Setting up "**Independent**" and "**Operational**" subsidiaries of the company at the chosen location(s).

Build
- Analysis of Requisition
- Team set-Up
- Quick-Start
- Fast Ramp-Up

Operate
- Agile Project Development
- Management & Enhancement
- Quick-Start
- Technical & Business Coaching

Transfer
- Transfer of Project
- Transparent Pricing & conditions
- Continuous Support

BOT model allows greater "Operational Control" and "Overseas Expansion". It offers the unique advantage of "Lower Short-Term Investment" and a "Better Long-Term Business Re-prioritization Opportunity". It limits the burden of "Managerial and Operational Oversight", promotes "New Capabilities", and expedites "Speed-to-Market".

How we do

A. Define your business needs and goals

Well-defined business goals lead to a better understanding of what offshore development center model to choose and what budget you are ready to allocate for this product/project/services. The following are identified

- Issues that need to be addressed

- Type of cooperation to choose

- Defined budget

- Level of control required in the future

- Type of entity management you choose

- Results which need to be achieved

B. Choose the appropriate location

After defining your goal and budget, we determine the ODC location which is best suited to deliver the product/project/services as per the desired quality and budget.
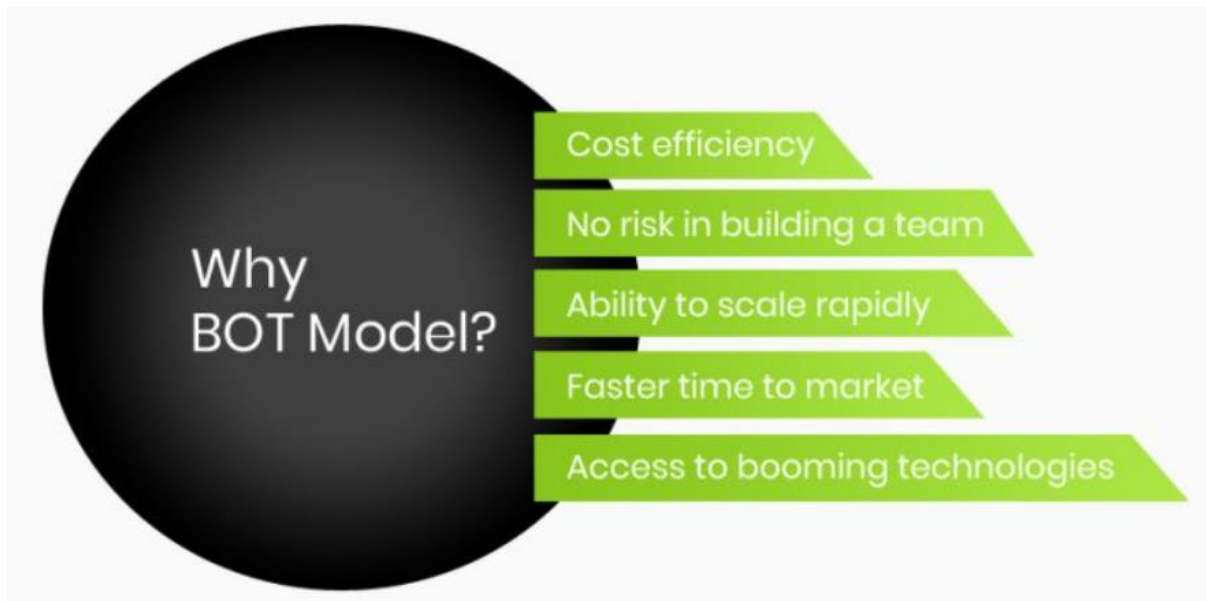
C. Identifying the rules and regulations

We draw up a list of rules, regulations, and an NDA to keep product/project/services details safe. This activity also helps in protecting the business.

D. Technical expertise

We ensure that the desired level of technical expertise is present inhouse within the team.

E. Continuous communication

We establish clear and daily communication with the customer resulting in an effective and long-lasting relationship. Regular meetings are scheduled to keep the customer informed about the progress, allowing urgent issues to be discussed and ensuring smooth and transparent cooperation. To effectively communicate and track project progress, we use tools such as Jira, Slack, and Zoom.

- Saves Money & Time – The build operate transfer model is a rather smart way of outsourcing, which effectively saves time and money by providing more short term and long-term cost saving

- Experienced Partners – Enable to manage, set up, and administer operations for them at the same time minimizes risks – especially when venturing into a new country or testing out a new market.

- The availability of local knowledge – Local knowledge is paramount in all matters that take your business overseas. The culture, laws, language, and ways in which businesses operate vary greatly from country to country, especially in less costly developing nations. In this sense, relying on an experienced local partner is one of the best ways to establish your presence in a new country.

- Time-To-Market – Helps put the product on the market faster.

- Logistics – Enable to create a subsidiary without worrying about the logistical planning as well as the set-up of the offshore office.

- Ready resources – Ready to go team is provided who are already trained and adapted.

- Scalable – through an expanded array of service offerings, which in turn fills up gaps in the business model.

- New technologies – enables companies to easily ramp up or ramp down quickly, as well as introduce newer technologies.

- Greater alignment with your corporate culture