# Nearshore Outsourcing

## Taking your software projects to the next level with a team in Romania

# What is Nearshore Software Outsourcing?

Nearshore outsourcing is an increasingly popular way of executing software development projects. It involves delegating tasks to skilled teams located in countries that are close by.

Nearshore outsourcing is an efficient way to :

- scale a team
- overcome the talent shortage crisis
- reduce time to market

Nearshore outsourcing can also be a great way to manage costs without compromising quality.

Before working with a nearshoring partner, you must be sure that:

- the team has all the skills needed for your project
- is easy to communicate with
- can deliver your product on budget

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# Why choose Nearshoring?

When it comes to digitalization and IT development, one of the most difficult decisions companies have to make is whether to outsource or keep an in-house IT team to manage a digital project.

There are many ways to build your capacity when developing a software project, a digital product/service or a mobile app. Depending on the size and scope of your projects you can opt for:

- in-house development
- nearshoring
- offshoring
- onshoring

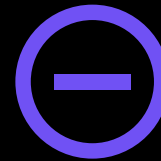An increasing number of Project Managers are turning to nearshoring to ensure the success of their projects.

## PROS

Nearshore IT teams often have **less cultural differences** than offshore teams, which allows for better collaboration.

Teams are located in **similar time zones**, facilitating communication.

Procedures are generally **more transparent** than with offshore teams, making it easier to monitor progress and results.

Nearshore outsourcing is a **more cost effective option than in-house** or onshore development.

## CONS

Although less costly than in-house or onshore development, nearshore IT teams are generally more expensive than offshore teams.

While many nearshore IT teams have a wide range of skills, some focus on specific technologies or platforms.

# Software industry
## in Romania

Romania is quickly emerging as the go-to location for nearshore software development.

It is home to a large number of multilingual IT experts with experience working in international teams and developing custom software projects.

The IT industry in Romania has an annual growth rate of 14.3%. Tech-related activities currently contribute about 6% of the country's entire GDP. These numbers are expected to double by the year 2025.*

**EXPERIENCE**
**Diverse development expertise**

**CAPACITY**
**190,000+ skilled engineers**

**LOW COST**
**Quality software**

**ACCESSIBLE**
**1H time difference / - 3H flight**

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# Why choose Romania?

### Command of the English language

Romania ranks 16th in the world on the English Proficiency Index compiled by the language training company Education First (EF EPI 2019).

### Minimal time difference

Romania´s similar time zone (UTC +2) makes it easy to to coordinate meetings with teams.

### Competitve rates for software quality

While some offshore countries may offer lower rates, Romania competes internationally thanks to its high-quality software developed at lower cost.

### Geographical and cultural proximity to Belgium

Flights from Brussels to Bucharest take less than 3 hours, making in-person meetings easily schedulable. As members of the European Union, Romania and Belgium share common cultural values.

### Use of agile methods

Romanian teams are often certified in Agile Manner and Scrum Masters.

### Highly educated workforce

Romania's excellent education system yields a highly educated, forward thinking talent pool.

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# Team augmentation: the financial advantages of nearshoring

Augmenting your team with nearshore services not only offers a high quality solution to your software development needs, but may also makes a lot of financial sense.

At Anais, developers are available starting at 200€ a day (excl. VAT).

This rate includes all costs related to:

- HR & admin
- laptop & all necessary equipment
- performance appraisals
- retention & motivation efforts

In addition, Romania is one of the best options when hiring developers is because of the tax exemption that the salaries for software developers include.

Anais Digital is one of the companies that is eligible to offer the 10% tax exemption for software developer salaries, allowing the total costs for our clients to be as low as possible.

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# About us

Anais Digital is more than a digital agency, we offer a unique combination of ICT specialists in Belgium and Romania.

Anais Digital is specialized in user experience (UX Design), web development, mobile application development, software development, e-commerce solutions and cloud solutions.

We are a team of professionals with years of experience in the digital sector. We are passionate about helping our clients develop their digital products and delivering quality work that exceeds expectations.

**Our teams in Romania and Belgium offer a full range of digital expertise.**

**If you are looking for a quality, cost-effective solution for your software development needs, contact us today. We'd love to learn more about your project and show you how our nearshore team can help.**

www.anais.digital/

+32 (0)2 320 12 94

# Some of our clients

Here are some of the clients who trust our nearshore team for their software projects:

**dstny**

**Trigrr**

**infobel**

**MARSH**

**SONY**

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