

# Nearshore Development Center



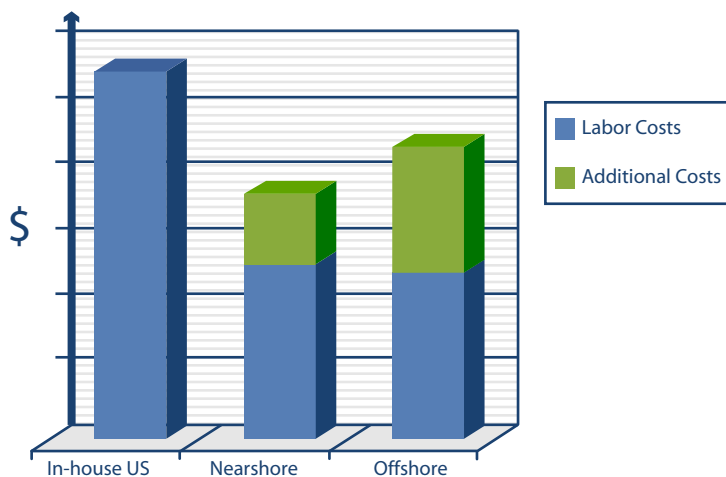
Agility in On-Demand Product Development

## Always Near Your Business

To give clients the best of both quality and value, **Scio** established its Development Center in Morelia, Mexico. From this location, we deliver leading-edge software products in an environment that makes it possible to save clients 30 to 50 percent on their development costs.

All this is possible while still working with a team in a similar time zone who can hop on a plane to a nearby U.S. city as fast as you can.

## Total Cost of Engagement (TCE)



The Total Cost of Engagement (TCE) evaluates the total expenditures of outsourcing projects. In addition to the hourly rates of engineering talent you must consider the cost of additional management overhead, travel costs, the painful cost of staff turnover, and a certain amount of productivity loss due to the distance and degraded communications. Most of these costs are directly related to the separation in time between teams.

Although Nearshore rates tend to be higher, the overall cost of Nearshore engagements is equivalent or less than offshore, because of the efficiency gains that working in close proximity to the US and in the same time zones can bring.

*The Total Cost of Engagement (TCE) with our nearshore location is typically 20% lower than with offshore providers*

## Nearshore Benefits

With **Scio's** nearshore development center in Mexico, our clients receive:

- » Highly qualified technical resources
- » A world-class communications infrastructure
- » Low geopolitical risk
- » A solid legal framework for intellectual property protection
- » A business model sanctioned by the North American Free Trade Agreement (NAFTA)
- » Lower labor rates of IT professionals, which typically allow for cost-savings of 30-50%
- » Lower travel and communication costs than those required to work with vendors in more distant locations
- » A high degree of cultural compatibility
- » Faster, smoother interaction and coordination that result in increased productivity

## Morelia, México

Morelia was founded in 1541 by the Spanish. Today, Morelia is the capital of the State of Michoacan, and has a population of close to one million people. It is house to the State Government and to the ten best universities and technology institutes in the region. Morelia has a dynamic business environment, as well as a lively cultural scene as evidenced by the many international music, theater, dance and film festivals that take place throughout the year.



*Experience has proven that to accomplish true team integration and real-time collaboration, remote team members cannot be more than two time zones away.*

### Quick Facts

- » **Location:** Central Mexico, about halfway between Mexico City and Guadalajara
- » **Time zone:** Central Standard Time (CST) for real - time collaboration
- » **Population:** 850,000
- » **Travel:** There are direct flights to and from Morelia airport with travel times between two to four hours to many cities including:
  - Los Angeles
  - San Francisco
  - Chicago
  - Houston
  - Dallas
- » **Altitude:** 5,000 feet

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