



Centre for the Promotion of
Imports from developing countries

Get ahead of competition with IT outsourcing

The logo for CeBIT, consisting of the word 'CeBIT' in white text on a red rectangular background.

CeBIT

CBI at CeBIT
2 - 6 March 2010
HANNOVER
Hall 6



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One stop shop

- 60 IT service providers
- 4500 professionals
- 7 countries
 - Armenia, Bangladesh, Colombia, Philippines, Sri Lanka, Thailand, Vietnam
- Large pool of Technologies and Domain expertise
- Quality credentials (ISO, CMMI)



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What's in it for YOU?

- Cost reduction
- Flexibility and scalability
- Immediate access to People, Technology and Business Domain expertise
- Quality improvements
- Focus on your core competences
- Shortened time to market cycle



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Minimising risks

- **Long term relationships**
- **Training** – cultural, communication, project management, legal
- **Monitoring and benchmarking**
- **Coaching and improvement**



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Minimising risks

- Communication
- Project management
- Cultural differences
- Security, privacy, IP protection
- HR attrition
- Contracting



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Our offer

- **Access to;**
 - hard to find market information
 - a unique network of **IT service providers** and **business support organizations**
- **Services we offer to European clients;**
 - strategy formulation, outsourcing location selection, service provider evaluation and selection, RFP development and distribution, market research, benchmarking and policy advice.
- **Free**



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CBI (www.cbi.eu)

- Agency of the Dutch Ministry of Foreign Affairs.
- Economic development of selected emerging markets
- Export marketing and management support to SME exporters and Business Support Organisations



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The CeBIT logo consists of the word 'CeBIT' in a white, sans-serif font, centered within a solid red square. The background of the slide features a light blue world map and silhouettes of people in business attire.

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CEBIT 2010

Finger food buffet

Tuesday March 2nd through
Friday March 6th;
from 12.30 - 13.30 hrs

Hall 6 stand D02



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More information

www.get-ahead-of-competition-by-IT-outsourcing.com

www.cbi.eu



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