



Centre for the Promotion of  
Imports from developing countries

Get ahead of competition with IT outsourcing

The CeBIT logo consists of the word 'CeBIT' in a white, sans-serif font, centered within a solid red square.

CeBIT

CBI at CeBIT  
2 - 6 March 2010  
HANNOVER  
Hall 6



Centre for the promotion of imports  
from developing countries

Get ahead of competition  
with IT outsourcing

# 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)



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

CeBIT at CeBIT  
2 - 6 March 2010  
HANNOVER  
Hall 6

# 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



Centre for the Promotion of  
Imports from developing countries

Get ahead of competition with IT outsourcing

The CeBIT logo consists of the word 'CeBIT' in a white, sans-serif font, centered within a solid red rectangular box.

CeBIT

CeBIT at CeBIT  
2 - 6 March 2010  
HANNOVER  
Hall 6

# Minimising risks

---

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



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, sans-serif font on a red rectangular background.

CeBIT

CeBIT at CeBIT  
2 - 6 March 2010  
HANNOVER  
Hall 6

# Minimising risks

---

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



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, sans-serif font on a red rectangular background.

CeBIT

CeBIT at CeBIT  
2 - 6 March 2010  
HANNOVER  
Hall 6

# 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**



Centre for the Promotion of  
Imports from developing countries

Get ahead of competition with IT outsourcing

The CeBIT logo consists of the word 'CeBIT' in 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.

CeBIT

CeBIT at CeBIT  
2 - 6 March 2010  
HANNOVER  
Hall 6

# CBI ([www.cbi.eu](http://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



Centre for the Promotion of  
Imports from developing countries

Get ahead of competition with IT outsourcing

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.

CeBIT

CBI at CeBIT  
2 - 6 March 2010  
HANNOVER  
Hall 6

# CEBIT 2010

---

## Finger food buffet

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

## Hall 6 stand D02



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, sans-serif font on a red rectangular background.

CeBIT

CeBIT at CeBIT  
2 - 6 March 2010  
HANNOVER  
Hall 6

# More information

---

[www.get-ahead-of-competition-by-IT-outsourcing.com](http://www.get-ahead-of-competition-by-IT-outsourcing.com)

[www.cbi.eu](http://www.cbi.eu)



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, sans-serif font on a red rectangular background.

CeBIT

CeBIT at CeBIT  
2 - 6 March 2010  
HANNOVER  
Hall 6