Jumpstart Offshore Project with VDC and Achieve Economies of Scale

CLIENT DESCRIPTION

A renowned health care organization based out of Japan.

BUSINESS PROBLEM

- Establishing R&D team outside the US.
- They were unable to get approval for setting up the legal entity due to complexities and huge upfront investments.
- Lack of skilled resources to suit their project needs.
- Building an offshore team was time-consuming and tedious.
- Difficulty in operational management.
- Inadequacy of local networking skills.
- Limited knowledge of geopolitical environment.

SOLUTION

- We assisted the client on running a pilot project with us with a small team of 5 resources.
- Deployed VDC (Virtual Development Center) model and set up the offshore team.
- We recruited C++ developer, 2 Node.js developers, Full stack developer, 1 SDET according to their requirements.
- Conducted 3 levels of selection process - a HR round, a technical round and a final interview.
- Extended employment offers to 90% of the team within the first week of engagement.
- Later, we onboarded the rest of the members within a month to form the pilot team.
- Set-up infrastructure and process to initiate the project.
- We strictly followed regulatory compliance while implementing VDC.
- Employed a competent project manager to monitor the progress of the project.
- Provided frequent training and development for skill upgradation.
- Prepared weekly reports and convened regular meetings with the client for seamless communication.
- Reviewed and documented team's performance quarterly.

MODULES

- C++ Developer
- 2 Node.js Developers
- Full stack Developer
- 1 SDET (Software Development Engineer in Test)

BENEFITS

- The client was highly satisfied with the performance of the pilot team.
- The client accomplished cost-efficiency, scalability and high ROI.
- Enhanced focus towards core business processes.
- The client commissioned 10 more members during the span of three months and expanded the team.
- Achieved 100% control of the resources.

RESULT

We are currently assisting the client to set up a development team in India and orchestrate cross-border business expansion.

"Cortex supported us to develop a R&D team and circumvent a deep crisis. With their dedicated offshore-team building efforts and end-to-end project management capabilities, we were able to complete our project successfully before deadline and saved time, costs and efforts."

- **IT Director, Japanese Healthcare Organization**