Skyrocket Business Growth Cost-efficiently with VDC

CORTEX

CLIENT DESCRIPTION

A major retail company based out of Belgium.

BUSINESS PROBLEM

- The client was facing challenges while running its IT projects from India.
- Needed to expand the IT team in India on account of growing demand.
- The major constraints were their limited IT budget and tedious legal formalities to set up their own team in India.
- It was critical to collaborate with incubation partner in India, which can build a small team initially and scale up gradually.
- Needed to setup infrastructure and recruit high-quality local talent.
- Appointment of a project manager to supervise, track and fine-tune project's progression and timeline.
- Absence of political and socio-cultural know-how to build offshore business unit.

SOLUTION

- Introduced cost-efficient and transparent "Build-Operate-Transfer" model.
- We employed VDC model and conducted a thorough analysis of project requirements.
- We took charge of the end-to-end recruitment process and formed the team based on business objectives.
- We conducted interviews for initial screening and involved the client in the final interview round to select the potential candidates.
- Finalized a 15-membered team of successful candidates.
- Configured infrastructure and project workflows.
- Delineated project specifications through in-built reporting tool.
- Conducted training sessions and workshops for personal and professional development.
- Showcased adherence to legal and ethical standards.

MODULES

- IT Services
- VDC (Virtual Development Center)
- Project Management
- IT infrastructure
- HR & Admin

BENEFITS

- The project expenditure was significantly curtailed.
- Dedicated 24/5 support and operational management capabilities.
- Transparent pricing and flexible terms and conditions.
- Faster time-to-market, providing competitive advantage.
- Low employee turnover rate due to stringent recruitment process.
- Speedy fulfilment of vacant positions.
- Zero obligations and legal intricacies.
- Increased focus on core business processes.
- Hassle-free development process with very low cost of maintenance.
- Swift formation of offshore team of varying magnitude.
- Effortless regulation i.e., expand or downsize based on the response.
- Provision for smooth exit or transfer formalities.
- Achieved 100% control of the resources.

RESULT

The client applauded our efforts and engaged us for longstanding contributions towards business growth and profitability.

"We are immensely satisfied with our collaboration with Cortex. The offshore IT team simultaneously exceeded our expectations and successfully completed the project within the set timeframe. With its scientific and cost-efficient model, Cortex played a remarkable role in amplifying our revenue and expediting business growth."

Head of IT, A Retail Enterprise