

Dual-Shore Model

iENGINEERING operates on a dual-shore service model that enables its clients to enjoy a blended solution having benefits equivalent to on-shore outsourcing, but way more cost-effective and reliable at the same time.



Problem with off-shore outsourcing

Off-shore outsourcing brings along a list of pains with the only added advantage of lower costs as compared to completely on-shore projects. Most of the times, it is very difficult to manage a project that is completely outsourced off-shore.

Cultural differences, time-zone mismatch, difference of trends, and a huge communication gap are just to mention a few. When you look into it, the off-shore outsourcing projects often end up creating more interruptions and managerial difficulties instead of simplifying things for the client.

How dual-shore model solves those problems

The dual-shore business model has two centers of operation; one on-shore and another off-shore. The on-site team deals with clients in person, completing business analysis, signing deals, modelling the project, architecture and the management of off-shore team.

It is usually the responsibility of the on-shore team to decide what tasks to outsource off-shore and what is to be done on-shore. The client does not have to worry any bit about the communication barriers and other related problems.

Advantages of dual-shore model

The dual-shore outsourcing has multiple advantages over the completely off-shore outsourcing model. Our office is located in Virginia, USA, and only certain parts of our projects are being outsourced off-shore. The model maximizes efficiency in resources and costs. Ideally 20-30% work is done on-shore and 70-80% of work is sent off-shore, depending upon the criticality of projects.

Here is a comparison between off-shore and dual-shore outsourcing models:

Benefit	Off-Shore	Dual-Shore
Can you directly interact with the on-shore team?	No	Yes
Is the team available on a 24-hours work-cycle?	Usually Not	Yes
Can you be sure and confident that there would be no communication barrier?	Mostly Not	Yes, you can hold meetings face to face anytime with the on-shore team
Does it offer blended pricing depending upon the size and duration of the project?	No	Yes
Is there a complete and effective documentation at each stage of the project?	Mostly yes, but sometimes can be disrupted	Yes, the on-shore and off-shore teams always have to document everything for effective communication within company
Can you conveniently follow up with the on-shore team later on for customer support?	Not always	Yes, you can meet the on-shore team whenever you want

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