

Title:

31 Risk in Offshore IT Outsourcing Contracts: Or Buying Promises

Word Count:

665

Summary:

No matter how much due diligence you attempt, making a decision on contracting with an onshore

Keywords:

offshore outsourcing contracts, IT outsourcing, offshore IT staff

Article Body:

No matter how much due diligence you attempt, making a decision on contracting with an onshore

Here are a few of the promises you are accepting or questions you may have doubts about when s

1. Will I really get the hours I am paying for?
2. Is my intellectual property and information secure?
3. Am I really going to be provided with qualified professionals?
4. Will billing rates go up after I train the new team in my business?
5. Can I reach this vendor when I need immediate support?
6. Will this vendor work with me when the going gets rough?
7. Is this a stable country politically, socially, and economically?
8. Are currency exchange rates an issue?
9. Is this a safe country for business travel?
10. Is this vendor's location in a safe part of town?
11. What is the cost of business travel to this location?
12. What is the cost for offshore professionals from there to travel to the U.S.?
13. Can professionals at this location get a U.S. passport and visa for U.S. visits?
14. Are U.S. contracts legally binding in this country?
15. How long does it take to get a visa and passport for team members to make training and
16. What will it cost for visas and passports for your offshore team?
17. Will the offshore team have someone full time who is experienced in managing offshore
18. Is this a stable company, i.e. good credit and strong experienced management?
19. Does this vendor's company have the interpersonal skills to work with my company?
20. Does this offshore vendor have executive management that speak English and will be res
21. Are this vendor's team management and executive management going to be available in yo
22. Can this vendor grow with your companies needs?
23. Do they have commercial liability insurance, errors and omissions insurance?
24. Can they buy commercial liability insurance in their country?
25. Will they work in your workday time zone?
26. Does this company have a secure network infrastructure?
27. Is their network infrastructure professionally designed and firewall protected?
28. Is their facility physically secure?
29. Are extreme weather conditions a factor affecting travel, security, or work schedules
30. Does this location pose natural disaster risk to your business?
31. Is this vendor going to be flexible as your needs change?

No matter how much time on money you spend developing a clam tight contract with an offshore c

In any offshore project establishing good relationships are key to clear communications. Visi

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