



Sapphire

Offshore Resource Services

- Looking to open up offshore?
- Need to keep development costs under control?
- Need to address a shortage of qualified personnel?
- Too much to do, not enough resource?
- Need an offshore software support desk?

Then consider our Offshore Resource Services....

Our model offers you unrivalled flexibility - either bring in one or two talented and experienced developers to help you out when demand is high or setup your own highly skilled technical team. Manage your team directly or have Sapphire provide a local onshore team manager to your project.

Whichever option you choose your developers will be sourced to your exact specification, possess the required level of experience and expertise, speak English, work to your specified office hours and be self motivated.

You will be able to quickly scale your team up or down without the administrative overheads of resourcing, management and setting up the necessary infrastructure.

Most importantly you can be safe in the knowledge that you can rely on a robust and secure infrastructure with the ability to support both onshore and offshore activities to ensure your investment is safe and risk free.

All this is available to you with small commitment, NO capital outlay and most importantly substantial **cost savings of up to 80%!**

Benefits:

Offshore cost advantage, with savings of up to 80%

Highly talented and experienced pool of developers to choose from (offices in Russia, Egypt and India)

Equipped, secured, connected and managed operation

Team scalability at short notice

Maximum reliability

Retained knowledge

No capital costs

Competitive edge

Growth management

Choice of local onshore management

Choose from:

Ad-hoc developers

Hire one or more developers to work on any given project on a temporary basis. The developers are hired on an hourly or daily rate with you keeping overall project responsibility. Ideal for short term projects or to meet tight deadlines.

Complete team of developers

Hire a complete team of developers on a temporary basis for the duration of a particular project. You keep overall project responsibility.

Your own development team

We setup a team of dedicated developers according to your exact specification to act as an offshore extension of your own organization. You can start with a small team and gradually expand.

Helpdesk support services

Provide your customers with an efficient software support service by outsourcing your helpdesk offshore. A highly skilled and professional team will be available by phone and e-mail to resolve your customers' enquiries whenever required.

To manage or not to manage?

Have complete management control of your project/team or let us manage them for you! We will assign an onshore project manager to ensure your requirements and specifications are being met at every step of the way.

Whatever your choice we will provide the entire infrastructure – we will set up communication and security systems and integrate our development processes with yours to ensure your offshore team is an efficient and seamless extension of your own development facilities.



Why Sapphire ORS?

- ▶ Infrastructure setup
- ▶ Cost advantage – save up to 80%
- ▶ Team scalability
- ▶ Highly talented and experienced developers
- ▶ High quality self-motivated people
- ▶ Choose from ad-hoc personnel or setup complete team
- ▶ Local project managers
- ▶ English speaking staff who work to your office hours
- ▶ Risk free
- ▶ You define and select your own dedicated team
- ▶ Proven track record in offshore development

Where & Why?

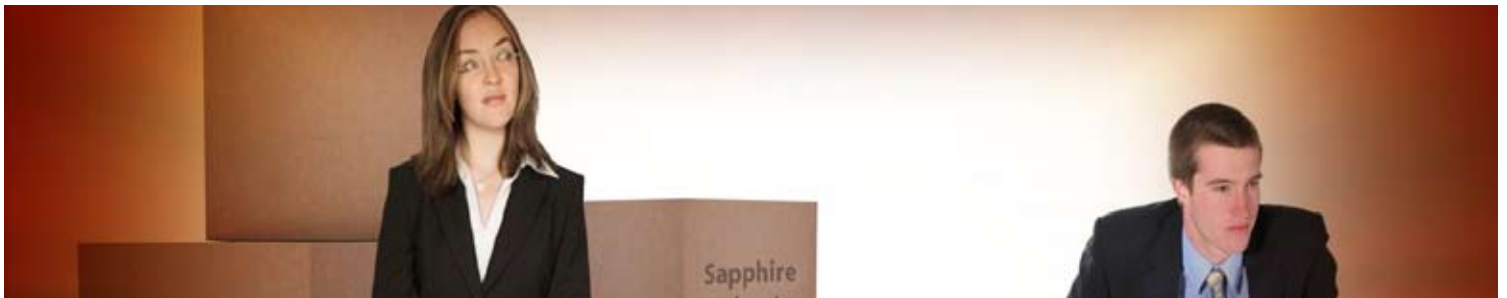
With offshore centres in Russia, Egypt, India and partners throughout the world, Sapphire can advise you of the best location to fulfill your requirements and provide access to low cost, highly skilled individuals who will become a seamless extension of your workforce. This gives you:

- Access to Computer, Mathematics and Science graduates from some of the best academic universities in the world.
- World class skills in Java, C++, C#, VB, .NET, Access, HTML/XML, MS SQL, Oracle, etc.
- Communications infrastructure
- English speaking staff who work to your office hours

How Does It Work?

We work with you to identify your requirements by:

- Defining the team in terms of number of people and skills
- Creating a short list of suitable candidates for your final approval
- Recruiting a team leader
- Recruiting, providing all office facilities and setting up your team – ready to start
- Assigning a dedicated onshore project manager if you so choose



What Do We Do?

For your single monthly fee:

- Recruit suitable staff
- Provide office, computers, plus replication of your infrastructure if needed
- Provide internet (high bandwidth) and telephone
- Pay staff salaries
- Provide office benefits
- Handle all local bureaucracy and tax issues
- Provide administration and supervision
- Provide weekly or monthly timesheet reporting

What Do You Do?

We set up the team - you manage the Project and provide the work for your offshore team and pay a single monthly fee against a UK invoice – that's all you need to worry about!

Who We Are?

The Sapphire Group is an Anglo-American privately owned group with offices in the UK, USA, Russia, Egypt, India and partners throughout Europe. We have over 25 years experience in software development and solutions and have been providing IT outsourcing services to enterprises from all business sectors for more than 7 years.

"We were impressed by the quality, professionalism and speed of delivery from Sapphire Group's St. Petersburg operations and reassured by their combination of a UK team on our doorstep with highly cost-effective support from Russia. Costs have already been reduced and quality boosted through working with Sapphire and we look forward to both these trends continuing and accelerating under our new contract."

Carl Whitehead, IT Director, BetBrokers Ltd.

"Although we never doubted that the idea of expansion offshore was right, we were soon confronted by a multitude of local bureaucratic procedures, tax issues, even local IPR concerns. When Sapphire came on board they made a real difference and I have the highest regard for their services and people."

Nils Nilsson, CEO, Orc Software

"Transferring our technical support helpdesk offshore has allowed us to focus on more strategic issues while greatly reducing our costs. Sapphire's team was quick to absorb our technical expertise and has demonstrated a high degree of professionalism when dealing with our clients."

Brian Walker, Director, EasyBuild Ltd.

"For what I would pay for a kid fresh from college, I get an experienced developer with equipment - and I don't pay benefits or overheads. What's not to like? The economics makes sense as long as Sapphire provides the people. I trust them. The quality of work and their knowledge of DataEase have been most helpful. An added benefit is the polite, professional, and personable personalities of the staff."

David Fazio, President, Auriel Information Systems Inc.

"As a company providing cutting edge technologies we need quick thinking, highly skilled programmers without the hassle and sky-high costs of recruiting them locally. Sapphire gives us that. Most importantly it gives us the ability to continue moving at a fast pace."

Muazam Sarfaraz, MD, FingerPin

