

Offshore Staffing: Building an E-Commerce Application



Organization Background

Our client was a leading national precious metals and rare coin company specializing in dealer-to-dealer trading and sales to the public. The client required the assistance of four additional resources, two senior PHP Developers and two QA Testers to build out their e-commerce application and also to maintain and extend its logistics application.

The client wanted to hire local resources so that no travel or relocation expenses were incurred. The loss of money and time that our client experienced seeking the right candidates surpassed their loss of revenue caused due to the delayed e-commerce project.

Solution

We helped our client as per their requirement by providing the best off-shore resources in hand. We provided with five pre-screened resumes of Sr. PHP Developers and four pre-screened resumes of QA Testers to the client for their review. Our client decided to interview three .Net developers and three QA testers through Skype video conferencing, and selected the required talent within the three days.

All four resources were working to improve and enhance existing functionality on client's logistics system software. Within a period of one month, the client had 70% savings over their initial budget. While there were some initial adjustments required as the four resources were not located at the client's location, the skill and expertise of the resources and the cost savings the client was offered were substantial enough to outweigh the adjustment issues.

Conclusion

We provided our best offshore development resources to our client to ensure complete success of the project. Not only was the client able to enhance the performance of their e-commerce application as required but was also able to hire an additional developer due to the extensive cost savings in the project budget. This additional developer helped the client make modifications to its customer relationship management system, resulting in improved performance.

Conventional Hire

Cost to hire Senior PHP Developer

$\$125,000 + \text{Benefits} = \$150,000$
 $\times 2 = \$300,000$

Cost to hire QA Tester

$\$75,000 + \text{Benefits} = \$95,000$
 $\times 2 = \$190,000$

Cost \$490,000 Annually

Offshore Staffing

Cost to hire Senior PHP Developer

$\$30 \text{ per hour} \times 2000 = \$60,000$
 $\times 2 = \$120,000$

Cost to hire QA Tester

$\$20 \text{ per hour} \times 2000 = \$40,000$
 $\times 2 = \$80,000$

Cost \$200,000 Annually

**1st Year Savings
\$290,000**



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