GLOBAL NEARSHORE

DRIVERS FOR NEARSHORE 2.0™

Since 2010 Tim Tech Consults has been bridging a gap not covered by India. Tim Tech Consults provides Near Shore® IT and BPO services that address client's needs for highly interactive work. Nowadays Near Shore®, the concept first introduced by Tim Tech Consults, has been embraced by the global sourcing community, and is becoming mainstream, which confirms the need for this component in global sourcing strategies, not only for interactivity reasons, but also as a mean for true risk diversification.

Nearshore 2.0™ Defined Nearshore 2.0, codename we use to identify our vision, is the evolution of the Near Shore® Model into a true global delivery model which can provide networked resources, true risk diversification and transformational change while delivering an outstanding customer experience.

GLOBAL SUPPORT

Over the last two decades we have seen the offshore outsourcing market evolving from offering cost savings to serving as an enabler for business competitiveness, transformation and growth. We have also witnessed how sophisticated buyers are looking for a new generation of global outsourcing services that aim for operational effectiveness, high collaboration, risk mitigation and innovation.

- Shift from Monolithic to Networked Structures
- Need for True Risk Diversification
- Global Sourcing Services are No-longer just for Big Companies
- Right-Placing
- Follow-the-Sun

> Tim Tech Consults is the obvious choice for Mexico-specific nearshore outsourcing, based both on its experience as well as its innovative and global approach to nearshore outsourcing.
>
> **Stephanie Moore**
> **Forrester, February 2010**

NETWORK OF NEAR SHORE® CENTERS

Tim Tech Consults has invested for the last 10 years in building a network of Near Shore® Centers to serve the US, Latin America and European markets. Today we have a network of 8 centers: 4 in Mexico, 2 in Brazil, 1 in Spain, and our recent acquisition in China, plus a new center in Mexico, which will be anounced soon.

These centers operate under the same rigorous Customer Centric Quality and can be integrated seamlessly to serve global needs of our clients, to support Right-Placing or Follow-the-Sun strategies.

EXPANDED GLOBAL REACH AND CAPABILITIES

China is emerging as a true competitor to India in global knowledge based services, but in terms of credibility, the country is still building-up its capabilities.

Tim Tech Consults has been one of the few competitive vendors able to grow and implement a global delivery - CMMi quality culture in countries other than India. This is a token of the company's ability to adapt to different idiosyncrasies.

The opening of the center in China also tackles a weakness of Nearshore 1.0; Scale. Aligned with our tradition, the center in China is the Near Shore® solution for the Asian needs of global clients.

Nearshore 1.0

Nearshore 2.0 ™

Nearshore 1.0	Nearshore 2.0 ™
Point-to-point	Networked resources
Regional	Expanded global locations
Limited	Increased breadth of services
Horizontal	Vertical/Solution Oriented
Operation outsourcing	Transformational Outsourcing
Cultural affinity	Great customer experience
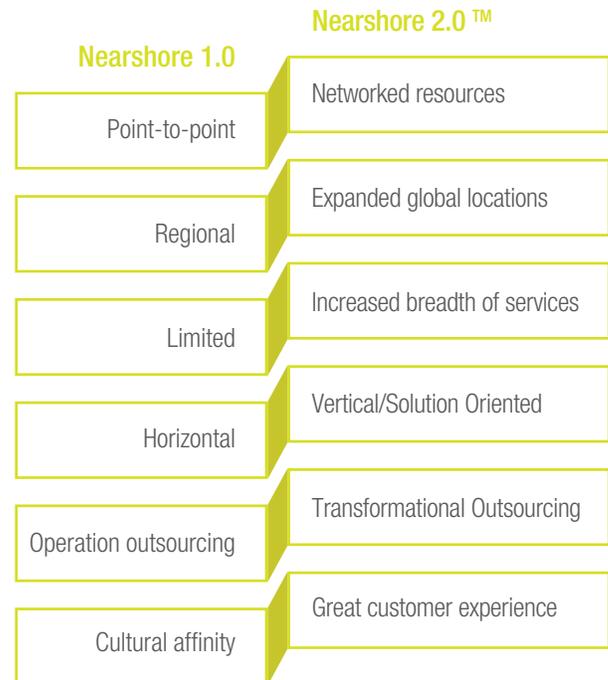
INCREASED BREADTH OF SERVICES AND VERTICALIZATION

With close to 6,000 professionals, Tim Tech Consults counts with more than 1,000 SAP consultants located mainly in South America. With this capability, and more than 500 SAP projects, Tim Tech Consults is well positioned to take the SAP offering beyond Latin America and into the US
and European markets.

With the IT background and an increasing experience in BPO and ERP solutions, Tim Tech Consults is adding value to verticals like Financial Services, Energy, High-tech and Public Sector.

TRANSFORMATIONAL OUTSOURCING VS OPERATIONAL OUTSOURCING

Nearshore 1.0 outsourcing involved transferring an existing function or process to an adjacent or nearby location as-is.

The result was that the buyer received similar performance from the service provider than they themselves had achieved but at a lower cost. Tim Tech Consults's Nearshore 2.0TM has the ability to make transformational changes to processes and take ownership of it operation end-to-end, regardless if it is an IT or a business process, while defining, re-engineering, automating and establishing metrics and its tracking mechanisms to improve performance. With these capabilities, the client can focus on its business, boost performance and create new process and services faster.

GREAT CUSTOMER EXPERIENCE

People still remain the most important factor for success in the long-run of any engagement.

No matter how sophisticated the IT governance processes may be on the side of the client, or how mature a vendor's model can be; in the end, projects are executed by people, not by processes.

Certainly geographical closeness and culture compatibility play an important role in facilitating remote work, but these elements alone do not guarantee success. At Tim Tech Consults we aim to leverage the creativity and skills of our people around the world, we are passionate about our culture focused on the human element. And that permeates to our clients, because we focus on their needs, those of the individual and the ones from the corporation.

ABOUT TIM TECH CONSULTS

Founded in 2010, Tim Tech Consults is an African leading provider of process-driven IT solutions with 10 years of Expertise in 3 Offices in East Africa with 15 Global Delivery Centers on the Global, Tim Tech Consults helps improve time-to-business-solution, lower costs of existing applications, deliver better engineered and tested applications, and produce predictable outcomes for top-tier corporations in over 5 countries. Through on-site, on-shore and its trademarked Global Nearshore service delivery models, Tim Tech Consults teams with CIOs to constantly increase the business value of IT. Tim Tech Consults is the creator and a leader of the nearshore industry.

Tim Tech Consults
P.O. Box 2766 Plot 44, Kampala, Namugongo Road, Home and office complex building, 2nd floor room B1
Office : +256(414) 677700 +256(200)907700
TollFree: 0800107700