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# Nearshoring and Smartsourcing for Software Development

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# Quidgest

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## Contents

Introduction ..... 3

Nearshoring ..... 4

Smart Nearshoring (*Smartsourcing*) ..... 5

Using Genio technology for Smartsourcing ..... 6

Quidgest and Genio ..... 7

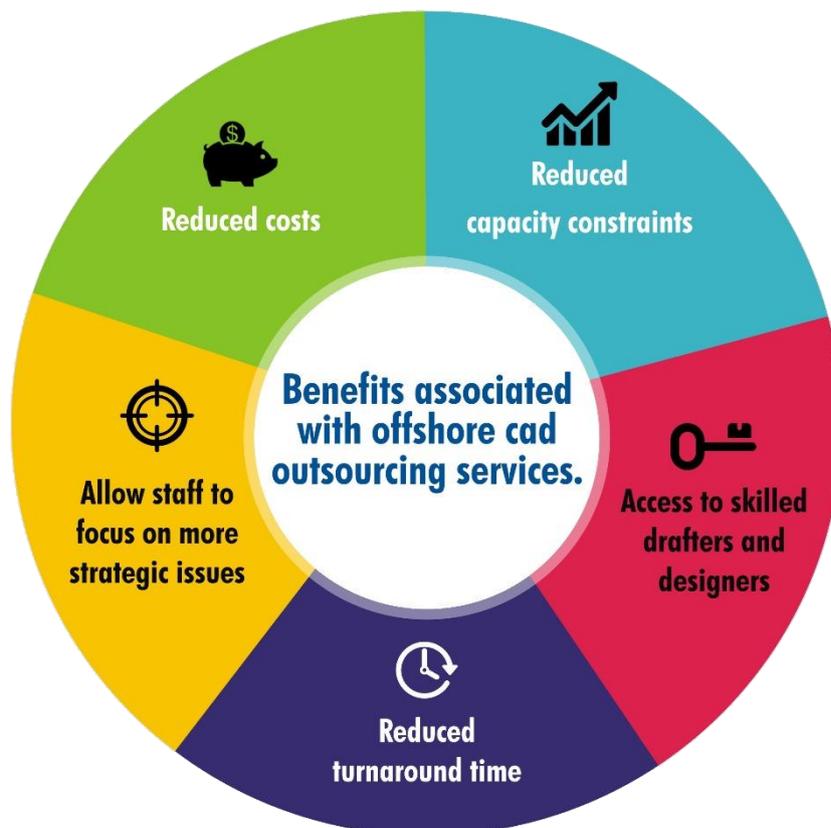
Final remarks ..... 8

## Introduction

In the Era of Digital Transformation, many companies whose core business is not technology-related will soon find that they will not be able to keep up in a tech-savvy world. Looking toward the future, and in order to improve their competitiveness, many of these companies are looking to outsource software services, which they see as a reliable and profitable way to improve their digital standing.

By choosing this path, companies can outsource their developers from abroad, from markets with more skilled and affordable talent, meaning that they can invest their time, effort and resources into their core business. Rather than hiring in-house developers and worrying about resources, with outsourcing, companies can have a devoted team that works to their full potential, while the company can still focus on the core values of their products.

Quidgest believes that outsourcing is a viable solution to their partners located around Europe and beyond. In this White Paper, they propose a Smart Nearshoring solution for software development to help their partners and clients reach the efficiency levels of the most advanced technologic groups.



## Nearshoring

Among outsourcing options, Nearshoring is becoming a rising alternative to traditional outsourcing options, which is the direct result of ever more advanced technology for developers to work remotely.

Traditional software offshore solutions sometimes mean a loss of control over the projects, which stems from difficulty in communicating due to distance, as well as time and language differences. With offshoring, there is also a greater vulnerability to threats such as intellectual property theft and fraud.

With Nearshoring processes, companies are allocating work to nearby countries, with whom they often share a time zone, border and even a language, meaning that communication is put on a higher level and companies have a greater control over their projects, in part because project managers can do onsite visits. It also means that travelling costs are much lower than in traditional offshore, due to distance. Cultural or historic background, although maybe not as important, also improve communications between teams.

## Smart Nearshoring (*Smartsourcing*)

Smart Nearshoring, or *Smartsourcing*, is an advanced concept by Quidgest for the contracting of project resources that competes directly with the traditional IT Outsourcing services. Through this concept, companies are able to access specialist consultants for rapid application development, based on the Genio development platform technology.

### What is Genio?

Genio is a mature platform that, combined with automatic code generation, is used for model-driven development by Quidgest and its regional partners on a daily basis, in the development of a large variety of solutions, including ERP, CRM, SCM, Healthcare, HR and Asset management, MRO maintenance training management, Document Management, Balanced Scorecard, and other solutions.

Today more than 600 projects developed have led to more than 200 different management information systems for public and private sector organizations, implemented and in operation in 11 countries.

Genio stands as a model driven development platform, specialized in the production of information systems. Genio provides an environment for modelling the business domain of an information system and provides generators for multiple target technologies. The model and templates in Genio represent decades of programming engineering generalized into patterns. A pattern encodes the variable parts of the solution in the model and the common parts of the solution into templates.

Quidgest's development platform Genio allows drastic reduction of development and maintenance costs, among other advantages. It will allow a close modelling and development process between developer and the project team.

By contracting through *smartsourcing*, companies are not only hiring the labor resources for their projects, but they also have immediate access to development services using the Genio technology. Not only do Quidgest's consultants and developers draw from their vast experience in the requested technology areas, but also within their respective vertical business areas. In addition, they use Genio technology to accelerate the development process of your project.

Quidgest offers *smartsourcing* services in the context of development of additional modules and/or entire management systems solutions, but not as traditional developers for partial coding of project tasks. At its core, the concept of *smartsourcing* is about project teams being more agile, faster and leaner.

## Using Genio technology for Smartsourcing

When using Quidgest *smartsourcing* specialists, companies can expect to require far less resources than through traditional development processes.

This is because when using Genio for rapid application development, the process is expected to be ten times faster than with traditional processes – and with only one-tenth of the man-power. Using Genio, the development process is model-based, i.e. the focus is on the model of the software application rather than on the coding itself, as the platform will generate 98% of the program code automatically.

Hence, the better companies design their model, the higher the quality and the faster their complex application can be developed. *Smartsourcing* is all about each company's project team being more agile, faster and leaner.

## Quidgest and Genio

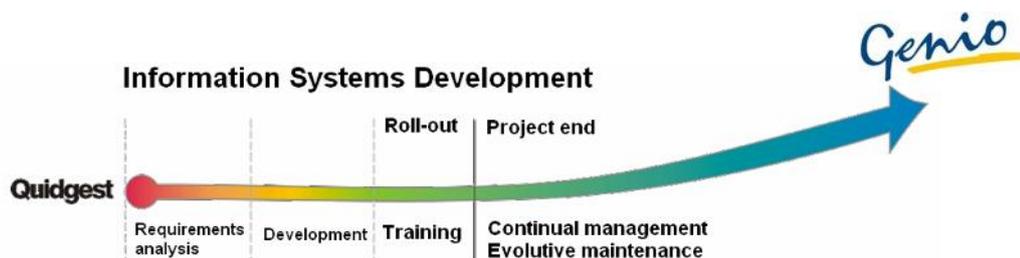
Quidgest specializes in rapid application development of complex management information systems. With uncomplicated yet efficient management structures and excellent skill-sets in more than ten vertical business areas, Quidgest is able to deliver information systems ten times faster to highest quality standards– as a virtual team, on location or in a mixed matrix organization.

Rapid application development has been performed successfully by the Quidgest team for years, using the Genio development platform. With model-based rapid application development combined with automatic code generation into more than 10 programming languages and technologies, including web, client/server and mobile, Quidgest is uniquely positioned as your partner to deliver a smarter Nearshoring, the development of complex information systems 10 times faster than by traditional programming processes – and with only 1/10 of the usually required workforce.

Using Genio, the development process is model -based, i.e. the focus is on the model of the software application rather than on the coding itself, as the platform will generate 98% of the program code automatically. This makes us fast, flexible and capable to deliver.

The better Quidgest, as your partners, design your model, the higher the quality, the faster your complex application is developed. Used by our team to optimal extent, the innovation power and continuous evolution of the Genio platform can help you secure and maintain competitive advantage and add value.

The team at Quidgest has implemented more than 200 complex information systems around the globe, from management of national parliaments, financial management of public services, balanced scorecard for the strategic management of governing bodies, to human resources management as shared services, management solutions of subsystems in the healthcare sector, or complete hospital management systems. In addition, included are our training and maintenance scheduling solution for the aviation industry, portals in various technologies, and document and business process management solutions.



## Final remarks

With *Smartsourcing* by Quidgest, companies can free up their resources, do more and faster and focus on their core business. Companies can plan their resources, enabling them to work on more projects with the same team, and in less time, and with a very high standard of quality.

With Nearshoring *Smartsourcing* by Quidgest, companies will work with a high level quality team that uses Genio for their projects. They will have little difficulty in leveraging their projects and processes into the 21<sup>st</sup> century and thus enter the Digital Transformation world.