

Offshore Software Development In India

A Case Study by Securenext Software

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Chapter 1

A Case Study of Offshore Outsourcing

In offshore outsourcing, an external organization is hired from a foreign country to accomplish a project just because the offshore software development companies charges lesser cost when compared to in-house consulting without any compromise in the quality or time management. Let us go through the case study of this topic.

Reasons for the boom of offshore outsourcing

1. Globalization
2. Competition in IT and ITES industry
3. Cutting costs and revenue potential
4. Need for highly skilled and dedicated developers
5. Need for Internationally standard experts
6. Need for an organization for doing subsidiary tasks
7. Successful track records of offshore software entrepreneurship

Risk factors in offshore software development

1. Exposure of trade secrets
2. Deficiency of staff proximity
3. Difficulty to oversee remote management
4. Communication and cultural barrier
5. Increasing labor costs

Solutions to the problems in OSD

1. Educate and train the workers on communication improvement and cultural difference
2. Hire Experienced and well-skilled offshore consulting
3. Analyze the infrastructure, communication lines, Internet, electricity and overall management
4. Scan through the protection law, managerial documentation and government policies
5. Compare the labor cost advantages and the proximity of the offshore destinations

Today offshore outsourcing is unavoidable business management among contemporary competitors. Year by year the growth and average income of this business have been successful. India, Ireland, Canada, Russia, Philippines and few more countries have seen remarkable profit in offshore software development which have almost led to the revolution in the economic policies and employment opportunities of the respective countries.

Chapter 2

Hire Dedicated Web Developers and Software Programmers

You might have come across the word "dedicated" quite often in offshore software development. As per the dictionary, dedicated means "devoted to a cause, ideal or purpose". In offshore outsourcing, the word dedicated defines a lot. The culture, education and interest differ from

country to country. This leads to a wide variation in human beings in terms of knowledge, intelligence, experience, problem solving, creativity, quality control, time management, cost-effectiveness and best product delivery across borders.

With the emergence of globalization, business people find it easy to access the right man power. The internet and mobile usage has made a dramatic revolution in communication. News are spread at a much faster rate than ever before. The science and technology of modern trend thinks beyond limit. Multinational companies have increased in number. Business people are always in focus of quality, time and money. Local workers sometime may not fulfill their needs. So they seek for offshore companies.

Research has shown that long-term relationship between the offshore and onshore companies have made remarkable success in offshore software development. Twenty years back, people realized a lot of risks and difficulties involved in offshore outsourcing. Today software development at offshore countries is no longer a tedious process.

Today though outsourcing companies expect many virtues from an offshore consulting, they give utmost importance for dedication. They believe that dedicated programmers and web developers are able to accomplish the project successfully. If you show 100% commitment, learn continuously, response quickly, communicate clearly and deliver the project within their time-frame and budget, then you're dedicated.

Chapter 3

Hire Indian Programmers and Developers for Offshore Software Development

Offshore staffing, dedicated team creation, offshore software development, offshore project management are running as hot business in India today with the perspective of offshore outsourcing.

Indians have state of the art offshore development centers with a focus on security, reliability and scalability. They own dedicated servers for application demos and presentation, high-end workstations and multi platform servers. They provide state of the art communication with VOIP calling, instant access through messengers and Skype, dedicated FTP, virtual networking computation, 24/7 backup support and fast email services.

Indian programmers deliver cost-effective services to meet the client needs and become favorable IT partners for Americans and other western countries. Over a couple of decade, Indian IT professionals have a great experience and expertise in IT and ITES industry.

Not only in offshore outsourcing but also in other business that delivers software and IT solutions, India delivers the best product in world arena. In particular, Indians are good at programming and scripting, technology platform, database, operating system and development methodologies. The key for the success of Indian offshore outsourcing business is dedication.

Their Dedication involves hard work, obedience, team work, continuous learning, full-time support, instant solutions and quick response, time to market, cost-effective product and quality control.

While you hire a programmer or developer for php, .net, ruby on rails or other projects, choose the right team or person. There are many strategies and tips that have been suggested by experts and technical authors. One of the best ways to hire personnel is looking at the portfolio of the company.

Portfolio will give you a detailed idea about their history, experience and services. It's our duty to check whether the products listed in the portfolio are true to our prudence.

Chapter 4

Hire Indian Software Programmers and Developers

Indian programmers are well equipped with basic and formal education in the field of Computer science in order to cope up with technological needs in the global market. Majority of them are skilled engineers in this field who are fresh in thoughts and innovative in creation, they try their level best to explore every possible way to simplify a program in order to make it user friendly and time saving. They are known for their greater interest in learning and better execution of the same with much efficiency with the sole intention to bring out accuracy to a notch nearer to perfection. Programmers from India stick on time and are very much economical with regard to efficiency compared to any programmer available.

Software programmers are the people behind any successful application that runs having technology as its support. A software programmer works in writing a particular program in order to make an application function with the help of the computer languages which are otherwise called as programming languages. As the whole world is technology dependent the need for software programs to run applications in every walks of life rests a load of dependency on these software programmers who in fact make life easy with their inventions. Software programmers on the other hand develop technology amending the available trends in technology, rejuvenating them to the current standards.

Programmers from India are the most sought out to build up programs on a global perspective mainly because of their accuracy in handling and delivering software which helps to function applications at a much efficient and an economical manner. All these aspects contributed to an edge to the Indian programmers over the others which resulted in much offshore success and emphasized the importance of the sensitive programmers from India.

As Indian being rich in human resources, it is the need of the hour for the other developed countries to figure out human power that are intellectually strong thereby to construct programs as per their requisites in a much economical way. This contributed to a huge growth for Indian programmers as they worked out miracles in the field of programming which indirectly resulted in offshore success as well. All these facts give a clear idea about why Indian programmers are most hired globally.

Chapter 5

Hiring Process in Offshore Software Development

The rapid growth of economy and the pool of internet projects have triggered the corporations to hire dedicated and skilled programmers. This hiring process helps to avoid project delay and some risk factors as programmers shortage at its worst can cause serious consequence while doing important applications.

Today, there is no scarcity for projects. Outsourcing companies are ready to hire people in large number. But they need developers who are highly talented, contribute in multiple ways and can furnish tasks at any complexity of its nature to make the software development successful.

Experienced programmers who have good evaluation skills, competent, love to write codes, work well with the available time and resources, develop interactive applications with little or no guidance are paid high salary compared to freshers and junior programmers.

Programmers who are specialized in Java, PHP, Perl, CGI, MySQL, .NET, ruby on rails and other programming languages useful for making websites are hired in huge number on an hourly, daily, monthly and yearly basis. Programmers are hired as full-time as well as part-time employees. Offshore companies train their programmers in different core to ensure the best IT staff augmentation. Individuals, personnel and consulting are hired for on-site software development depending upon the project requirements and specifications.

When you hire people, not allow them to work on their wish, but ask them to do what you need as you know your business, customers, look and feel of the website better than anyone else.

The offshore software development companies from various countries show difference in the hiring cost, infrastructure, work environment and supply chain management to drive their hiring process successfully.

Chapter 6

Merits of Hiring Indian Software Programmers by Outsourcing

Apparently, there is a huge demand for outsourcing Indian programmers now a days and it may significantly increase in the future as well. You may wonder why western countries show interest in hiring Indian programmers while they can make use of their in-house programmers.

Few people believe that western countries show interest in outsourcing because the companies in India offer comparatively low cost when compared to companies in western countries. Apart from cost effectiveness, there are some strong reasons, which make outsourcing in India a huge success.

Some of the merits of hiring Indian software programmers include:

1. Reliability
2. Commitment
3. Quick turnaround time
4. Flexibility
5. Accuracy
6. Assistance
7. Round the clock work

Indian programmers are dedicated and experts in their respective fields. Maintaining quality is one of the biggest assets of software programmers in India. The programmers are exceptionally good in different languages like PHP, Visual Basic,.Net, MS SQL etc.

Western countries have many advantages by outsourcing a company offshore. The cost cutting will be 35-40% when compared to hiring in-house programmers. In order to get better outputs, you can interact with the hiring company as they work round the clock. It helps the businesspersons to concentrate on their core business and improve them.

The Indian companies not only give technical assistance, but also perform the background analysis, after getting the necessary information from the clients in order to provide a professional output. As plenty of outsourcing companies are available in India, choosing the best one may be a dilemma for many persons. Just check out the testimonials page on the company website and it reveals the success rate of the companies.

The above-mentioned factors clearly indicate why outsourcing companies in India are a grand success.

Chapter 7

IT Staff Augmentation and IT Staffing Services in Offshore Software Development

Today many offshore software companies prefer IT staffing services to achieve competency and qualified human resources to match standard of working.

The need for dedicated developers, competent staff, skilled Indian programmers, adequate human resource, competitive pricing, considerable marginal profit, additional staff, efficiency in work process, manpower to work with subsidiary task and human resource management to improve the working standards of the staff urges OSD companies to go for IT staff augmentation.

Programmers who are hired in large number through IT staff augmentation are

1. PHP programmers
2. Dot-net programmers
3. Ruby on Rails developers
4. CMS developers
5. vTiger CRM developers
6. Sugar CRM developers
7. Open source developers
8. Java programmers and
9. Share-point programmers

Business with the right staffing strategy and the right outsourcing partner can reap substantial rewards, as many have already witnessed success. In current challenging economic environment IT Staff Augmentation is even more strategic than ever before and can help you stay competitive and survive the challenging market conditions.

Countries like India, Ireland, Canada and Israel are doing good IT at providing effective staff augmentation services. These countries supply the hidden talents, specialized programmers and experts with their advanced search techniques and recruitment policies.

Companies who offer this service have been growing in huge number today. Most of the offshore development companies have understood the demand for human resource, mismatching work-standards, intention of outsourcing companies who are ready to hire programmers from anywhere around the world. This triggers them to supply developers and programmers to the IT and ITES industries.

Chapter 8

Project Management in Global Software Development

Though there are many risks and challenges involved in global software development, the steep rise in globalization in the minds of young generation finally paves the way for software development offshore. Let us discuss how the projects are managed in offshore software development consulting.

Most of the software projects are unique and innovative which involves a lot of risks on the way products are conceptualized, conceived, designed, developed and delivered to clients. These risks are very well managed through documentation.

Documentation is nothing but a study and analysis of our success and failures while developing software in the format of papers. This documentation will eventually help us to handle the complex nature of the project efficiently. Unfortunately many offshore countries do not document them resulting in poor risk management.

To ensure the transparency of the software development in terms of security, the offshore consulting should produce an empirical security policy. This security policy will answer all the questions of the client's review.

The linking or connectivity between the ODC and the client's network should involve modern techniques to experience a better communication. The configuration management must be implemented properly in order to make the client to feel virtually that the offshore developers are their on-site developers and not remote developers. Better configuration management will avoid unauthorized intrusion, hackers and virus threat.

The offshore companies should protect their legal and intellectual properties. Trade secrets, customer data and financial information must be managed safely as many third world countries do not have an established law against cyber crime to investigate and prosecute the injustice happening through cyberspace.

Therefore regular security reviews, proper documentation and policy procedures, transparent offshore model, clear configuration between the offshore data center and the client must be handled properly while undertaking offshore projects to ensure better risk and project management in offshore outsourcing consulting.

Chapter 9

Reasons for Hiring Indian Web Developers and Programmers

Foreign clients hire Indian programmers and developers for web development in PHP, .NET, Ruby on rails, WordPress, Joomla and open source programming. There are some interesting reasons for why Indian web developers and programmers are hired by outsourcing companies. Let us see in detail.

Indian companies provide the best offshore staffing solution today. Reduced cost without any compromise in the quality of the projects make India the first choice in offshore software development.

Today hiring is a common term. The companies expect gain ultimately. To make profit in business, programmers who accomplish the project successfully are hired at cheap cost. Indian programmers are having good knowledge about outsourcing companies and can easily approach them to send their developers for on-site. Another reason for this hiring is excellent supply chain management of Indian software development.

Of-course, there are so many difficulties while hiring programmers. But Indians have documented their success and failures of the projects as their case studies.

Many Indian software companies are multi-national. These companies communicate with the local outsourcing company, get the projects and assign them to one of the branches laid at offshore. People who work in multi-national companies when hired for the on-site web development, they may not find a different work culture as they have one of their branch over there.

As there are enormous programmers and developers, IT staff augmentation has been successful in India today. Those programmers who are hired from India have proved that they are dedicated, disciplined and talented enough to finish their project within their time frame and budget.

Chapter 10

Significant Stages in the Offshore Software Development

There are four significant stages in the offshore software development life cycle. They are inception phase, elaborate phase, construction phase and transition phase. Let us study them in detail.

In the inception phase, the feasibility of the project is checked before it enters into elaboration phase. The requirements are modeled and tasks are assigned with a executable architectural plan. IT staff solution, labor rates and time-to-market are determined in this phase in order to ease pressure and managerial complexity.

In the elaboration phase, the requirements are prioritized and the projects are channelized. Proper communication and co-ordination defines the success of this phase. The project manager analyses the risk factors, project strategies and proposed development plan to determine the schedule and effort to implement the project successfully.

In the construction phase, the projects are defined, designed, developed and deployed. The predefined architectural plan is worked out. The products are tested with beta version.

In the transition phase, the software project is released for end-users. This phase normally gets lot of attention as the product comes into market completely.

The backgrounds, development processes, business domain knowledge, experience levels, work cultures and organizational practices are different for the offshore and onshore team. These differences have to be solved to ensure smooth flow of the overall offshore development process.

In the offshore project development life cycle, the progress of offshore development process is monitored to ensure that the deadlines are met and quality is guaranteed.

India, China, Brazil and Eastern European nations perform well in offshore development process as they are successfully implementing all the above mentioned significant steps in offshore product development life cycle.

Chapter 11

How to Hire Web Developers and Software Programmers

You may have a project plan, know your budget and time-to-market and looking for web developers and software programmers. In this scenario, where shall you find them, how much the personnel will charge you, how come you trust them whether they can perform well or not. Let's find the ultimate solution to overcome these challenges in the hiring process.

Research has shown that hiring web development firm is better than hiring individual contributors for software development overall as the former one ensures team performance, work relationship and quality output.

If you want to do smaller projects that can be performed alone without assistance, you can go for individual contributors. If you want to do mediocre or bigger projects that needs graphic designer, HTML programmers, database programmers and others who can accomplish the project as a team, you can choose a development firm.

The employee you hire today may work for your competitor tomorrow. In that case, there are possibilities that he/she may leak out your confidential information. To avoid this it is always good to pick a development firm instead of solo contributors and implement advanced trade secret protection program.

Most of the web developers today are interested in hourly based payment than flat fee. So clarify with the pricing policies and the payment terms.

Limit employees access to trade secrets, beef up physical security and computer security, restrict photocopying, oversee documents before shared in the community and inform your employees about non-disclosure agreement.

The budget of project depends on who hire and what you develop. If you are an experienced hirer and have management skills, you can hire freelancers in different core and manage the project yourself. In case you are not able to oversee the development process, better hire full-time employees who can work as a group of dedicated experts.

Chapter 12

An Overview of Offshore Software Development

Today, in the world of globalization, offshoring and outsourcing has become a powerful business for software companies. Lot of development projects are outsourced every year. The growing shortage of programmers and developers especially in the most developed countries is the most important reason for the progression of offshore companies apart from cost reduction and internationalization.

Substantial reduction in project costs, compression of software development and implementation time, easy access to skilled programmers and developers, world-class quality of developments have been attracting potential customers to outsource their projects.

India, the destination of IT services has gained lots of popularity because of its talents and especially for lower labor cost for overseas software development services. Therefore a number of overseas giants have already established their presence in India for IT outsourcing.

Recent reports and survey states that India stands top and next comes China, Mexico, Ireland, Canada, Malaysia, Philippines, Russia and Singapore in the popularity of offshore industry.

A project under offshore software development is not deemed complete until the proper documentation is made clear. A request for the layout of the working process should be made, quality assurance team must be implemented and the complete hardware and software specifications should be studied to furnish the flow of information and to improve the performance of the proposed projects.

At every level during the progress of the product development, proper response and positive feedback will ensure the success of the offshore process. It is our duty to satisfy or impress the customer by our dedicated work and quality assurance.

Chapter 13

Positive Perspectives in Offshore Software Development

As our world is globalized and interconnected, IT services are dispersed around the world. English language has become one communication medium of the world and there is a rapid growth in worldwide telecommunication. Today offshore software development has been considered as a good business.

Entrepreneurs who have overcome the challenges such as cross-cultural issues, cultural and geographical distances, communication and coordination challenges, and knowledge transfer complexities are always sharing their profitable experience in offshore software development. Understanding the complex nature of software development and applying intensive coordination and control throughout the development stages will lead to successful software development.

Transparency and openness among the team members in dealing with problems associated with project, excellent communication skills particularly for on-site coordinators and project managers who lead the OSD projects, competency in terms of business knowledge, technical skills and cultural understanding are found to be the critical issues that contribute to success of offshore outsourcing.

Genuine sign-off for complete requirements and business specifications, documentation, empirical engagement model, standard process and guidelines, proper interpretations between the client and vendor during the course of the project, clear objectives and goals will result in progress of the offshore business.

Indian vendors have been handling the offshore projects well in recent years. They are beyond comparison in offshore outsourcing. Though there are few failures and attempts in product development, they have shown a good record of delivering many successful projects.

Communication issues, competency issues, formal project management process issues, formal project management output issues are some of the common issues that the offshore outsourcing management and staff, outsourcing companies and stakeholders have been facing these days. But all these issues and challenges in OSD have been solved and found solutions.

Chapter 14

Offshore Software Development and Project Management in India

Most of the software projects that Indians develop are for foreign clients. Particularly stakeholders from United States and United Kingdom show large interest to outsource their projects to India.

The predominant aspect that attracts foreign clients to handover software development to India is their dedication and cost reduction.

Though Indians are lacking in their communication and work experience, they show their commitment, behave smoothly with customers, dedicated and obedient.

Today most of the Indians who work in the US, UK, Australia and some European countries are either software professionals or physicians.

As India was a British colonized country for years and Indians work for and work in America in huge numbers, there are many features that connect India with the western countries. This helps India in a big way to understand their culture, civilization and society.

Some of the major cities in India where offshore software development is undertaken for years are Chennai, Bangalore, Hyderabad, Mumbai, Delhi, Pune, etc.

Finding the best offshore company that suits an outsourcing company is really a hectic task for the onshore investors. This going to be the crucial factor in deciding the time to market,

percentage of marginal gain, project coordination and cooperation, quality, security, culture and business understanding.

Companies who outsource long-term projects, who are experienced with many offshore companies, who can better understand the offshore countries and their work culture, good in remote monitoring can handle the above mentioned challenges effectively.

Thus India shines well in offshore software development and project management due to its commitment, dedication and business strategy.

Chapter 15

Indian Programmers Salary in Software Development

Most of the Indian programmers and developers are paid for the full-time development. Part-time Indian developers are mostly working as freelancers. The salary of Indians is steadily increasing because of their demand in global software development. Let's discuss about their average salary in IT industry.

Employees are paid based on their experience levels in India. The year of experience is directly proportional to wages of the employees. The salary structure of experienced candidates who do programming in PHP, Java, Dot-net, Ruby on rails, C++, etc are given below.

- Freshers are paid Rs.6000 to Rs.8000
- 1 year experienced candidates are paid Rs.10000 to Rs.12000
- 2 years experienced candidates are paid Rs.15000 to Rs.20000
- 3 years experienced candidates are paid Rs.20000 to Rs.35000
- 3-5 years experience candidates are paid Rs. 30000 to Rs.45000
- 5+ years experience candidates are paid Rs. 45000plus

Other than the experience, the interviewer will also analyze the personal background, educational background, financial background, previous work, analytical and logical stuff, communication and practical knowledge.

It's well known that the salary paid in any country differs from person to person and company to company as the labor cost is based on the performance, demand, market stability, quality delivery and productivity. The salary levels mentioned above are organized based on the case study of an average Indian software guy.

In India, the programmers are given payment based on how much they actually demand. In this scenario, even a well experienced developer may demand low and a fresher may demand high. It depends on the individuals how they esteem themselves. The salary range of India is very low when compare to Ireland, Canada and Israel.

Note: This article is furnished based on the facts and information collected from employees of different Indian software companies confidentially on 21st April 2010.

Chapter 16

Challenges and Solutions to Offshore Outsourcing

Outsourcing companies and offshore companies differ in their communication with respect to word pronunciation, usage of slangs and dialect, intonation, phonetics and style of the speech. Personnel in offshore countries do not communicate in a way the stakeholders feel convenient to understand things. The best possible solution in this scenario is, speaking in an accent that the client would feel better to communicate. Try to speak in a neutral accent.

The cultural differences between the onshore and offshore companies may complicate the things further. The consequence of misunderstanding or not understanding the culture will result in delay in delivering the products, complexity in the project development, missing creativity and innovation, etc., and finally affecting the entire process. This problem can be handled easily when the working staff are given cultural training and general knowledge.

Companies find it difficult to deal with inexperienced offshore development teams from the basic establishment to product finish. The best way to solve this issue is appointing a good mediator or agent who is well-versed with the offshore management strategies, experienced and communicative to deal with the entire process starting from selecting a vendor ending with delivering the finished product between the supplier and the customer.

Outsourcing companies may assign long-term projects to offshore consulting to reduce the cost considerably as well as to avoid communication misunderstanding.

Now-a-days offshore software development companies in India, Ireland, Canada, Philippines, etc., are shining in this business concept as they are disciplined and congenial in their approach with the foreign stakeholders.

Chapter 17

Why Indian Offshore Software Development Companies Have Been Successful Today

Trends are gone, India is no-longer uneducated, unhealthy and a poor country. Now India has slightly recovered from these drawbacks. It has now been recognized as a source of human resource in the field of software, IT and ITES industry.

The growth of Indian economy, rapid increase in literacy rate, empowerment given to women, abundance of Engineering colleges and Universities have led India at this level. The foundation of software management and human resource management is so strong in India.

Though the government of India has not been taking steps to improvise the standard of road, water supply and the infrastructure, the private organizations initiate the steps and improvise the essential elements to run the management at their own risk.

Today, there are so many software companies in India. Particularly south India stands as a hub of Indian software production. Indian IT people are good in English that unleash the

communication barrier with the foreign companies. The current generation pupil in India are working a lot to develop their English language skills overall.

As the number of working Indians in western countries are higher, the work flow among the countries of India, United States and United Kingdom have been good for many years.

Thus the management strategy in delivering the quality products at a cheap cost, human resource and development, supply chain management, good communication, understanding the cultural differences have led India to witness its success in the field of offshore software development.

That's the reason, in recent years; Indian offshore software development companies have been successful.

Chapter 18

Hire the very best personnel

Hiring is one of the most profitable and booming market today with the emergence of globalization. With this fact in mind, stakeholders start to hire people who are globally competitive and skilled. But the hiring process is bit complicated. Let's look at the classy ways to hire the very best personnel.

The hottest question today in the field of offshore software development is how to hire software programmers or a web developer. On one side hiring is about probability and on the other side it's a booming business strategy.

Language, government support, infrastructure, educational system, costs, cultural compatibility, and data /IP security are the variables which benchmark the value of the offshore programmers.

Every country has its uniqueness. Considering the variables overall, Indians shine in offshore outsourcing. Apart from poor infrastructure, India show excellence on government support, man power and overall development costs.

Hire well trained staff who are taught about the culture, HR policy, technology and business domain. Hire experience personnel who think differently rather than working in the same old style and speed. Hire dedicated developers who are committed to success. Hire people who have better managerial and project organizing skills.

To choose the best country, best consulting and good coders for hiring, one must undergo a thorough study into offshore software development and hiring procedures.

Our experience, project specifications and requirements, investment limit, time-to-market, data security, sales and delivery are the determining factors to guess whom do we hire for our project. In short, hire smartly.

Chapter 19

Which is the Strongest Predictive Indicator in the Hiring Process?

The companies which hire personnel have to double-check whether they really had the necessary to hire them. Sometimes the in-house programmers may do well. There must be proper reason for why you hire offshore developers.

Of-course hiring is all about probability, but not for the companies who hire for long time. The success of probability of an established and experienced outsourcing company is one. Hiring may be a challenging process but once you hire qualified consulting or professionals, you can run a profitable business.

Long-term relationship with the offshore companies will considerably benefit the outsourcing companies in getting profit. There will be a good balance between the companies who indulge in long-term relationship in terms of communication, supply chain management, production and marginal gain.

Programmers and developers from countries like India, Ireland, Canada and Israel are hired the most by outsourcing companies from United States, United Kingdom and some European countries. The main reason behind the success of these countries is the offshore software development and management. The Engagement model of these countries brings the attention of long-term customers.

Hire the personnel who are experienced, intelligible, problem solving, continuously learning, dedicated and obey the client as well as the team management. Hiring process has been successful not only because of the money management, time management but also the quality of the product which eventually delivered by the offshore software development companies.

Though there are many factors that decide the success of hiring process, the strongest predicative indicator is the reading and realizing of how they delivered the product earlier through their portfolio.

Chapter 20

A Case study of Offshore Software Development

In the case study of offshore software development we are going to analyze the success and failures of projects. This case study will help us to achieve our goals towards successful software development.

Let us start with the case study considering four important variables which coordinate the offshore development process. They are standards, planning, mutual adjustment and team selection.

Good planning, clear deadlines, usage of collaboration and instant messaging tools, hard working and flexible team members only can ensure success. Uncertainties, poor management, improper communication and internal conflicts surely will lead to loss and failure.

Normally the offshore product development cycle involves requirement analysis, designing, coding, integration testing and maintenance. Those who are well exposed to cultural differences, communication, relationship building, coordination and control, documentation, staff attrition, quality management issues, estimations, test environment, types of contract and release management can achieve the goals easily.

Reasons for failures.

1. Lack of transparency
2. Communication difficulties
3. Misunderstanding
4. Constant change in project scope
5. Lack of business knowledge

Effort, Size, Elapsed Time, Rework, Complexity, Number of Incremental Releases, Number of Project Status Meetings, Number of Liaisons, Contract, Rework Stage, Requirements Volatility, Prior Experience and CMM KPAs are the determining factors of successful software development.

Requirements managements, software product engineering, software configuration management, software product planning, training program, peer reviews and defect prevention are the key process areas to accomplish the technical and quality process in the offshore software development.

Off all these facts and factors, communication and coordination between the customers and the vendors is the foremost factor that should prevail throughout the life cycle of offshore software development life-cycle leading to successful software development.

For hire personnel and for offshore software & web development services you can [contact](#) us through e-mail: info@securenext.com or toll free: 800-511-5540. Thank you.