Articles

Offshore Engagement Models in India

India, the outsourcing capital of the world, is the most preferred destination for software development. With its highly skilled resources, use of latest technologies and high–end infrastructure, India can handle any type of software development. Oracle application development, embedded software development, software coding, product development, mobile application development and software testing are some of the most outsourced software development services to India.

When you partner with an offshore vendor in India for software development, you will be asked to choose an offshore engagement model. Choosing the right model can be critical to the success of your project, as it can not only accelerate your software development lifecycle, but can also considerably contribute to the net profit of your company.

The following are some of the offshore engagement models that you have to choose from when you outsource software development to India.

Fixed bid model

If your company has a fixed set of software development requirements that you have already decided upon, then the fixed bid model will be the best suited model for you. You will have to give your offshore vendor a requirements document. Your vendor will discuss with you and decide on a timeline for each phase of the development procedure. Milestones will also be set and the payment terms will be decided on. Your offshore vendor will then quote a price based on your requirements. Once these are finalized, the actual development process will begin. Your offshore vendor will then quote a price based on your requirements. The fixed bid model does not allow the integration of any upcoming changes/ additions in the requirement that was not already mentioned in the requirements document.

The fixed bid model involves the following steps:

  - You get in touch with a suitable vendor with your fixed set of software development requirements

  - The vendor, along with technically qualified resources will discuss your requirements in detail to understand your requirements better

  - The vendor then analyzes the requirements and freezes the requirements in your document. If need be, a representative from the vendor can come to your company to carry out this step

  - A fixed price will be quoted to you based on the finalized requirement document. The quoted price would be based on the milestones, deliverables and project timelines

  - The vendor will select a team to work on your project and also decide on the testing and development processes to be followed. The communication process and deliverables will also be decided upon

Hourly model

If your organization has software development requirements that would likely change in the

future or if you would like a flexible model, then the hourly model is the perfect model for you. If your company has varied requirements that require an offshore vendor to work on based on priority, then this is the best model for you. Throughout the course of the project, the hourly model allows for changes, modifications and deletions to happen along with the expansion of the project. Your offshore vendor will work with you based on your flowing requirements. The payment happens through invoices which will be sent to you for the number of hours spent on the project.

The hourly model consists of the following steps:

   - You select a suitable software development vendor in India with your software development requirements

   - The vendor, along with technical resources will contact you through a conference call to understand and discuss your requirements in detail

   - The vendor will create a software development team based on your requirements

   - You can interview and select resources from the vendor's company to work on your project. Throughout the course of the project, you can communicate with the team and project manager about your requirements

   - With the team selected and the requirements document finalized, the testing and development process will be decided. The communication process and deliverables will also finalized

Development center model

If you choose the development center model, you can hire dedicated resources from your offshore vendor's development center and get access to teams of experts in varied software technologies. Each team would be headed by a project manager and a leader who will work with you to ensure a smooth and seamless process. Every software team would have a hierarchy of tasks and responsibilities. Whether you require software application development from scratch or you require minor changes in your software project, the development center model can give you access to software experts who will work on perfecting your project.

The development center model consists of the following steps:

   - You choose a software development vendor from India and get in touch with them with your software development requirements

   - The vendor, along with software development experts will get in touch with you to understand and discuss your requirements and the technologies that you require

   - A team/ teams headed by project managers would be created based on your software development requirements

   - Throughout the course of the project, you can communicate with the vendor's software resources and project managers to ensure a smooth process

   - With the team requirements document finalized, the testing and development process will be decided. The communication process and deliverables will also finalized

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