



## Support without Overhead

### Reduction of Overhead

One of the greatest boons of the co-sourcing model is the reduction of overhead. Virtually all organizations are finding it increasingly difficult to recruit, retain, and manage exceptional engineers. For example, organizations may sporadically require systems DBAs, load-balancing experts, networking pros, or a senior staff of Linux, Windows and virtualization engineers. However, it is highly unlikely that they would simultaneously need full-time employees for each of these specializations. A managed hosting provider is continually staffed up with these experts and can offer them to a client on an "as needed" basis. By leveraging a talented bench for these situations, both parties benefit from an enormous amount of labor efficiencies.

### Good-bye to HR Headaches

**Hume takes on the task of recruiting, training, promoting, managing and retaining talented systems engineers and removes that chore from the client's plate.**

**Of course, clients still maintain an IT staff around their core competencies, but reducing labor overhead goes beyond payroll -it comes down to the time clients save in the HR process that leads to the real cost savings.**

**CIOs need to focus on their key priorities, not HR issues such as interviews, performance reviews, and other related discussions that detract from time that should be spent on aligning IT initiatives with corporate goals.**



1 Furzeground Way, Heathrow Stockley Park, UB11 1BD United Kingdom

Tel: +44 (0) 20 8622 3422, Fax: +44 (0) 8622 3255

[info@humetechnologies.com](mailto:info@humetechnologies.com)

[www.humetechnologies.com](http://www.humetechnologies.com)

# Co-Sourcing: Simplified

### SOLUTIONS FOR A NEW ECONOMY

Co-sourcing is a business practice where a service is performed by staff from inside an organization and also by an external service provider.

Co-sourcing earns advantage over total outsourcing in a way that it minimizes sourcing risks, brings in transparency, clarity and better control over the process co-sourced.



### HUME ADVANTAGE

Hume Technologies has a number of associate companies in the major IT parks all over India.



## Share Your Load with HUME

**Hume Co-sourcing model** helps the client focus on supporting their core competencies and leaves the rest to us to ensure application availability.

Hume acts as true extension of our clients' operations, accessible 24/7 with a familiarity and comfort unattainable in the traditional, offshore outsourcing model.

Co-Sourcing is ideal for you if you have plans for at least three months to outsourcing activities and would like to avoid investments into infrastructure and recruiting headaches.

This model can be used for various activities such as software development, IT and application support, back-office process delivery and anything under the sky. Your capital investment is almost zero since Hume is taking care of headhunting and HR administration of these global delivery teams. This allows you to have a low cost entry into India and ensures the leverage of local presence and networks.



## A STRATEGY: SIMPLE AND STRAIGHT FORWARD

Hume's co-sourcing strategy is simple and straightforward. It is ideal for both small and large organizations.

As a CIO or CTO headhunting will be an expensive, time-consuming and painstaking exercise.

In the post-recession era every penny counts at the end of the day.

It is not wise to hire a permanent employee when you are going for a short-term process.

Hume Technologies has a number of associate companies in the major IT parks all over India.

Skilled, qualified and experienced talent is not at all a problem there.

You can have a specialized team of IT professionals or a single consultant/developer as an extension of your in-house IT department.

# REACH the Skies with ZERO Capital Investment

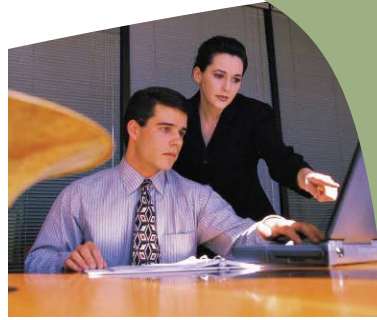
*In HUME co-sourcing model your capital investment is almost zero...*



- You can hire an exceptional talent pool by spending just 40% of the cost you would incur in Europe.
- You can retain the talent through well defined human resources management practices.
- You can develop rapid domain expertise and foster innovation through retention of core talent.
- You will have effective teams of 10-500 professionals ready to take any new challenge.

## HUME TAKES CARE OF HEADHUNTING TO HUMAN RESOURCES ADMINISTRATION

Your capital investment is almost zero since Hume is taking care of headhunting and HR administration of these global delivery teams. Hume also supports BOT (Build-Operate-Transfer) model of co-sourcing where you can use the team in India as your offshore wing under the roof Hume's associate companies. This allows you to have a low cost entry into India and ensures the leverage of local presence and networks.



**Industries**

- Banking & Financial
- Communications
- Consumer Industries
- Construction
- Energy & Utilities
- Healthcare
- Information, Media & Entertainment
- Insurance
- Life Sciences
- Manufacturing
- Retail
- Technology
- Transporting & Logistics
- Travel & Hospitality

## Advantages of Co-sourcing Model

**Hume Technologies** will either assign a team or recruit the best professionals with the required skill. We don't mind whether you are co-sourcing a single seat or an entire division. You don't need to spend a penny for setting up the infrastructure facility or recruiting an experienced team. We will do it absolutely for free.

We will provide the new team the basic training. In addition to that we arrange a virtual class-room with video conferencing facility to train them from your in-house mentors.

### Co-sourcing provides you with the following advantages:

1. You can shrink or expand your co-sourced team as you like.
2. Full control over the team work- you select the team members and have a direct control on them.
3. Increased productivity: Remote Team members know you personally, know your business and perform the work better and faster.
4. Consistency in Manpower: Your remote team will develop their

knowledge on the same way the in-house team develops; even if an in-house team member resigns it will not affect your work or process.

5. Co-Sourcing model keeps your budget always fixed.

6. The co-sourcing team can be programmers, call centre agents, sales people, customer service reps, virtual assistants, system administrators, SEOers, graphics designers, data processors, 3D modellers etc. You name it.

7. Better, but Cheaper: You can save at least 60% of your project budget by adopting co-sourcing model.



**hume**  
Technologies