

Nearshoring IT Services



Why nearshore to Eastern Europe?

- Proximity to Western Europe
- Budget savings
- Easy communication and control
- Similar business processes
- Cultural affinity
- Honesty in business
- Competitive costs.

Geographic Proximity

- Flight time between London and Prague: 1 hour 50 minutes
- Flight time between London and Minsk: 3 hours
- Minor or no time difference: real time online or personal meetings.



High Quality

Established
infrastructure

International
standards (CMMI,
ISO)

IT expertise
& positive
client
references

High quality services

Vast Talent Pool

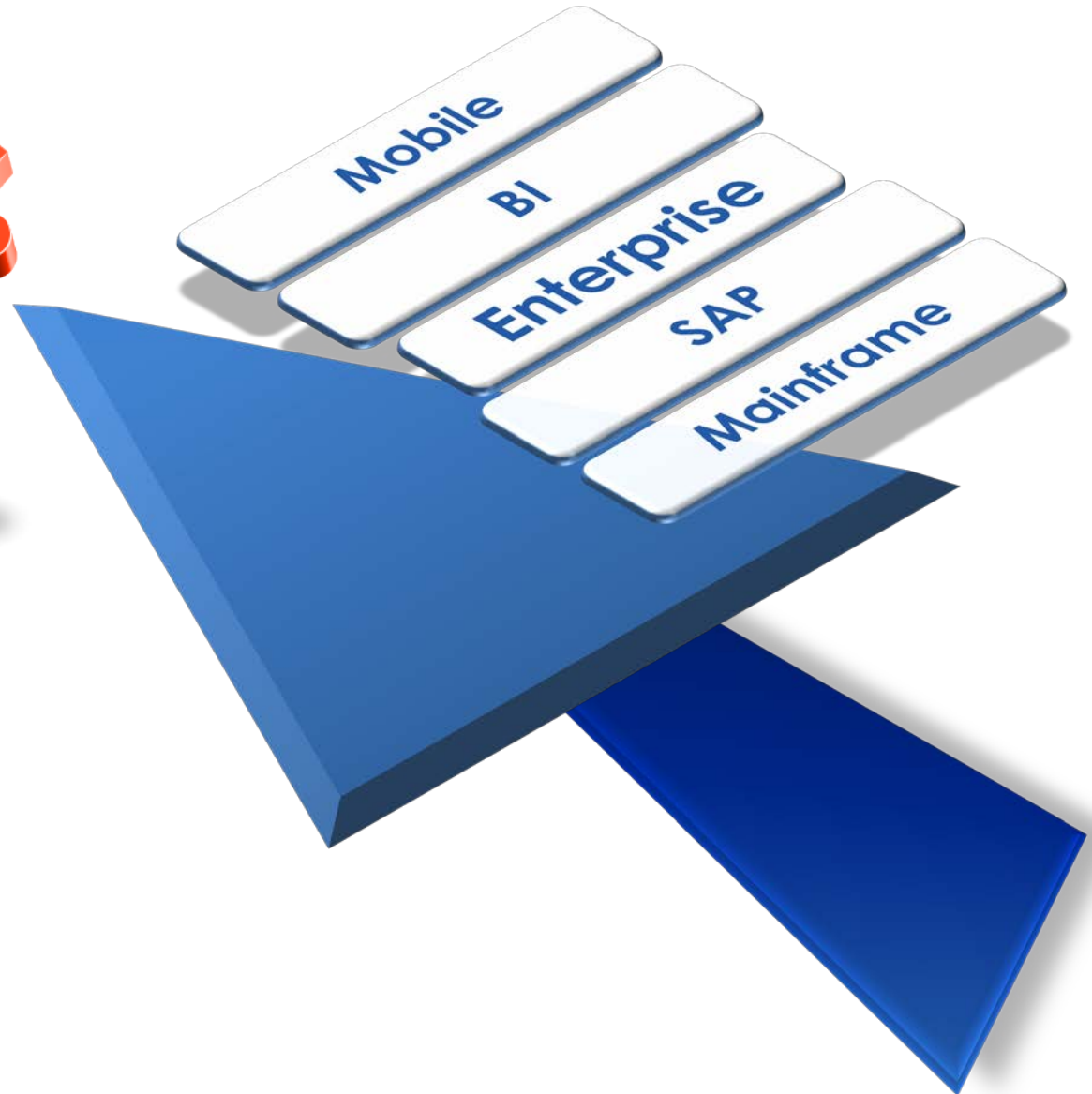
- Profound educational background with emphasis on engineering and sciences
- Creative minds and proactiveness of EE developers
- Young dynamic generation of IT professionals wanting to prove themselves
- 16,000+ university graduates with technical and IT skills per year in Belarus and 13,680 technical university graduates in Czech Republic.



Why IBA Group?

- Offices in the UK, Czech Republic, Belarus, Russia, Bulgaria, US, Cyprus, Germany, Great Britain, Kazakhstan and Ukraine
- 2,500+ IT and business professionals
- Customers in 40 countries
- Low attrition rate: roughly 5%
- Diversified portfolio of skills and services.
- Turnkey approach to projects.

Diversified Service Portfolio



Mobile

BI

Enterprise

SAP

Mainframe

Different Operating Models

- **Offshore**

The work is performed in IBA offshore locations and supervised remotely by the customer.

- **On-Site/Offshore**

The IBA Liaison Person (and one or two analysts, if needed) is on-site, while the IBA team works offshore.

- **Onsite**

The IBA team works onsite in close cooperation with the customer.

- **Customer Project Manager Offshore**

The IBA team works offshore and is supervised by the Customer Project Manager who is also offshore.



Thank you 😊

IBA Group

2583/13 Petrzilkova St., Prague 5,
15800, Czech Republic
Tel.: (+420) 251 116 206
Fax: (+420) 251 116 211
Email: info@ibagroupit.com
www.ibagroupit.com

IBA UK

43-45 Portman Square
London W1H 6HN
Great Britain
Tel.: +44 (0) 20 7969 2715
Fax: +44 (0) 20 7969 2800
Email: info@ibagroupit.com
www.uk.ibagroupit.com