

Benefits

- More value with reduced cost
- Lower Risk
- Desired Security levels
- Round the clock productivity
- Access to global skill-set
- Ease of Scaling up and down
- Flexibility in choosing Processes and Methodologies
- Higher degree of project control
- Protection against skill obsolescence and attrition

“IT outsourcing is a US\$244 billion global industry with an impressive 7 percent annual growth rate “

- Gartner Inc. 2005

What is Balance Shoring?

Balance Shoring is defined as a service delivery framework to efficiently, consistently, and rapidly address unique IT requirements of any organization.

Balance Shoring aims to optimally engage best-in-class technology, infrastructure, human capital, processes and methodologies available in any part of the world. Balance Shoring facilitates round the clock delivery of high quality IT solutions and services at significantly low costs.

A local partner with a global reach – is the core mantra of Balanced Shoring.

Balance Delivery Model is a systematic and holistic approach for distributed project management and development methodology.

Balance Delivery Model entails the following three logical steps- more like a 1..2..3..Go strategy to achieve Balance Shoring.



1. Knowing the business constants/imperatives

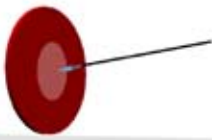
- Budget
- Time
- Risk
- Security
- Complexity

The organization must spend considerable time in identifying the above constants. Clearly understanding the constants paves the way for meeting business objectives. The organization must clearly define the funds available to address the business problem in question, the time line to solve the business problem, the risks associated with non-completion, the security of data or information systems and the complexity of the business problem itself.

2. Knowing the variables and their impact on the business constants

- Location
- Resources
- Infrastructure
- Process
- Methodology

The organization then must determine the above variables. It is imperative to understand that the selection of these variables impact the constants already identified. Each of these variables directly impact at least two constants and may indirectly impact others. For example, an organization may choose an offsite/offshore location to reduce cost, however it requires stringent security measures. Additionally, the choice of location may bring down the delivery time, taking advantage of the time zone differences between an onsite and an offsite/offshore location.



**Striking the right balance between
COST, TIME & QUALITY**

3. Identifying the “Go-To” plan to achieve business objectives

- ✓ Plan
- ✓ Provision
- ✓ Select
- ✓ Train
- ✓ Audit

The “Go-To” plan encompasses five stepping stones which are performed throughout the entire lifecycle of a Balance Shoring engagement. As depicted in the diagram the organization must initially plan for the infrastructure, location and the methodologies keeping in mind the risk and security constants. Subsequently, the provisioning of infrastructure, location and resources must be commenced considering their impact on budget and security. This is followed by selection of resources, processes and methodologies in line with budget and complexity. The organization then must conduct process and methodology training depending on the complexity and timeline. The last stepping stone is to audit the implemented processes, methodology and infrastructure to ensure minimum risk and required security levels.

About LanceSoft

LanceSoft is leading global IT Consulting and Services provider. Headquartered in Virginia. LanceSoft provides advanced information technology solutions and consulting services to a host of corporate clients in the BFSI, LifeSciences, Healthcare, Telecom, Manufacturing, Technology, Retail, and various federal, state and local government agencies, across crucial markets.