

Offshore Outsourcing: IT Services & Recruiting

At the 2004 NACCB Annual Conference, author Dan Pink suggested during his keynote address that the impact of offshore outsourcing was “over-hyped” in the short-term and “under-hyped” in the long-term. I think he was right then and is still right today. While offshore outsourcing has not devastated our industry as some had believed in the early years, it continues to influence the thought-process of many clients. What IT Services currently being performed in the U.S. will be “offshored” in the future? What impact will it have on our industry?

NACCB's Annual Conference Addresses Key Industry Issues

- *Increasing Profitability Through Offshore Resources*
- *Offshore Recruiting Resources – A Users Perspective*

While offshore outsourcing of IT Services presents a potential challenge for domestically focused IT Services companies, offshore outsourcing of all or part of the recruiting process (Recruiting Process Outsourcing or RPO) holds out the potential to improve profitability. Will it be effective in reducing costs for IT Services firms? Will it be broadly embraced by the industry? It is too early to tell. What is certain is that globalization will have a profound impact on our industry in the future.

In addition to your focus on the day-to-day activities of your business, take some time to step back and contemplate the major trends confronting businesses in our industry. Considering these major trends, your management team should ask: Do we have the right strategy for now? Do we have the right strategy that will allow us to succeed in the future? ❖

Members Making News

The Brokers Group CEO, Dan Reynolds Named Forty Under 40 Recipient

Dan Reynolds, CEO, The Brokers Group was recently named a 2006 Forty Under 40 recipient. The awards program, produced by NJBIZ, New Jersey's business news publication is sponsored by AXA Advisors, and Wiss Certified Public Accountants. The Forty Under 40 awards program honors men and women who have been making headlines in their field and who share a commitment to business growth, professional excellence and the community.

MAKE Corporation Named #15 on SIA List of Fastest Growing Companies

In 2002 MAKE Corporation formed a business partnership and realigned their business model which resulted in an average 5 year growth of over 35%. MAKE Corporation is proud to announce that they have just been named #15 on Staffing Industry Analysts list of fastest growing companies in the country.

Steven Austin Named Business Development Representative for TRASYS

TRASYS, a provider of technology, resource and convergence solutions, has named Steve Austin, Business Development Representative. In his new role, Austin will establish and expand relationships with current and prospective clients to demonstrate how TRASYS can help organizations improve business efficiencies, increase revenue, reduce costs, minimize risks, and gain a competitive edge in their market. Austin's background combines IT sales experience with financial expertise gained during eight years of working as a foreign exchange broker on Wall Street.