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COMTRADE

**Managed services:
Software engineering
management and
performance**

You lead,
we manage.

**Focus on your organization's vision and leave the risky business to us.
You define the project outcome, we take care of development and
resource management.**

The outsourcing problem

As current business models undergo change, IT outsourcing is faced with a major challenge – how to transform itself and become more business-focused. With standardization becoming more common and sourcing decisions more fact-based, the traditional approach to outsourcing is losing traction.

There is also a higher degree of **multi-sourcing practice.** Rather than working with one provider, companies are engaging a number of specialized small service providers.

To minimize the risk of poor service quality, outsourcing clients are moving toward **outcome-based contracts.** As a result, CIOs are managing outsourcing partners and teams of engineers instead of focusing on key IT activities.

Comtrade: A different approach

Today, the true value of outsourcing comes from **minimizing direct operational management and risks** associated with managing multi-site teams and instead **shifting the focus to business strategy.**

Our expertise range from complete R&D outsourcing services for some of the largest global IT vendors to optimizing IT performance of multinational enterprises that operate across many locations. As a multi-site and multicultural company, we are uniquely equipped to deal with **operational efficiency and performance.**

We have created **several engagement approaches** so we can best meet your needs for different projects. Whether you need to contract a specific task, a fully managed service or simply additional skilled and trained engineering staff, we can help.

How we partner with you

Engagement models

Client team extension

Together, we define project scope and timeline, assemble and organize the team, monitor progress and make adjustments as needed.

Process, project or product execution

Comtrade defines the project scope based on your requirements. We organize, manage and support the team throughout the duration of the project. We take full responsibility for the process, project or product in order to incorporate agile development.

Managed services – a true partnership model

Comtrade takes on the complete management of the project, including resources, delivery performance, quality and timeline, and most importantly the final outcome.

We take over the full risk and responsibility for optimizing resources, technologies and processes by providing:

Managed services and product delivery

Managed resourcing

Managed quality, performance and support

Benefits to your business

01 Operational management and risks associated with managing multi-site teams are reduced

02 Retain market share, revenue and profitability with redesigned products

03 Accelerate time-to-market of redesigned and next generation products