

“They changed my mind about outsourcing.”

Problem: One-size-fits-all outsourcing can't cut it.

Solution: Custom tailoring from IT Anyware.

When he first considered outsourcing for his fast growing consulting business, EXP Inc., Sree Velicheti looked to India, where he knew the price for programming help would be right.

He found a firm promising fast and reliable service, sent them specs for the work and looked forward to a cheap-and-cheerful way to bulk up his staff.

But when deadlines were not met, and work quality was poor and did not meet specifications, he began to doubt his decision to go with the Indian firm.

“They didn't seem to understand what I wanted or just couldn't do it. I was surprised and very disappointed,” Sree recalls.

It was a double blow to his plans. Not only had he wasted time and money in an effort to save time and money, but at the end of the day, he had little to show for it.

“I was resigned to continuing to search offshore, which filled me with trepidation, or finding a reliable solution closer to home and bracing myself for the price tag.”

Sree's predicament improved when he learned about IT Anyware and their different approach to providing talented offshore engineers and programmers to companies like his.



IT Anyware understood Sree's concerns and previous bad experience with outsourcing.

By taking the time to understand our clients needs, IT Anyware is taking outsourcing to a new level of service and satisfaction.

“They promised me a highly responsive customer service, which everyone does, but also a full understanding of our needs and concerns. That was different. So, I gave them a shot. They delivered.”

IT Anyware doesn't throw bodies against a problem. They're matchmakers, taking the time to understand what a client needs. Then they pre-screen the best candidates and present clients with a small group, any one of which will meet their needs.

IT Anyware offshore engineers become part of the company and interact directly with project managers.

“I didn't think outsourcing could provide me with dedicated resources that would work under our direction regarding tasks and schedules,” admits Sree. “But they were high quality programmers with strong experience in areas relevant to our business. We now have valuable resources that we consider part of our internal team.”

IT Anyware finds their talent in Eastern Europe, where programmers and engineers are mastering

English, both spoken and written, and you see this in the quality of the work.

It comes into play in things as simple as the grammar in an error message. They can better understand the directions and return a more polished product.

IT Anyware never loses sight of its core approach: provide low cost, high quality outsourcing solutions to fast growing firms like EXP, Inc.

What started as one dedicated IT Anyware engineer has expanded to three and Sree Velicheti can focus on building his business. “They changed my mind about outsourcing”, he says.

IT Anyware never loses sight of their core approach: to provide low cost, high quality outsourcing solutions to fast growing firms like EXP Inc.

By taking the time to best understand who they are serving, they're taking outsourcing to a new level of service and satisfaction.

To learn how IT Anyware can help you improve your business, send an email to: info@it-anyware.com or call **1(484) 604-1690**.