

Assisting in Quick Adaptation and Upscaling/Downscaling Projects through Dedicated Offshore Development Centers with Onsite Coordinator

Assisting in Quick Adaptation and Upscaling/Downscaling Projects through Dedicated Offshore Development Centers with Onsite Coordinator

Organizations mostly look to focus on their core strengths and outsource support activities. While cost stays one of the primary concerns, they have other things to worry about like safeguarding their territory from the vendor, ensuring high quality, timely delivery, and scalability, adaptability, and agility of their partners. An empathetic approach to create a deliver model can address all such concerns and can be greatly rewarding.

Client Profile

A healthcare Artificial Intelligence (AI) organization which leverages AI with clinical lab test data to assist pharma, diagnostics companies, and payers forecast disease to drive earlier intervention, wanted to outsource the development of products and processes to help them in executing data analytics and AI-based medical prediction for their consumers.

Requirement

With the growth in business, fluctuating market demand, ever-changing requirements, and increasing cost pressures, the client wanted to focus on their core expertise and outsource system and application development. The client required a partner they could trust to carry out development, maintenance, and enhancement projects within timelines with high-quality output and low cost.

Impelsys' Solution

Impelsys created a High-Performance Sustainable model for clients using its mature processes and systems to ensure reliable project deliveries which included providing Executive and Board level guidance to the client on technology and strategic offshore growth.

The first phase was to set up a dedicated team of handpicked staff to complement the client's skill set and culture. This also helped in understanding the requirements correctly and completing, and asking the right questions to the client.

The next step was to build a robust, secure, and HIPAA compliant infrastructure in line with the client's requirements. This was coupled with Impelsys setting up guidelines and following protocols that established a very transparent and cost-effective business relationship and provided IP Protection with the client owning 100% of IP developed at ODC.

Benefits

The hybrid development model with 80% of the workforce deployed offshore, gave a significant competitive advantage to the client through lower production costs, high-quality outputs, agile response to market needs, and the ability to sustain these factors consistently. This also gave the client better time zone coverage which reduced the response time to customers from a 24-hour window to an 8-12 hour window and improved the speed of development projects.

Impelsys with its best-in-class delivery best practices and transparent cost structures enabled the client to significantly lower costs for infrastructure, labor, and operations and achieve significant savings through its ability to quickly ramp-up or ramp-down.

Bangalore is home to several data and analytics, and software development companies as well as several world-class engineering, science, mathematics and statistical educational institutions, having the development center stationed there helped in quicker and economical sourcing of best talents in all areas at all levels.

Impelsys being an established player in digital publishing and eLearning space with no intention to venture into data analytics for the healthcare domain, posed no threat to the client. The development model ensured that all IP developed at the Offshore Development Center (ODC) to be 100% owned by the client. The client also had the option to cancel the contract if the pilot success criteria are not met with only the winding down charges on actuals to be borne by them, limiting their exposure to any risk.



For details, email us: marketing@impelsys.com or visit: www.impelsys.com