

# THE ULTIMATE GUIDE FOR THE DECISION MAKER

Selecting Software Development Providers

With Criteria from Gartner

## What Gartner Says

The top provider is in the "eye of the beholder". The most suitable service provider will be the one that meets the client's evaluation criteria, and the criteria will vary from case to case based on aligning values, business model, technical fit and needs for collaboration and teaming.

1

### Labor Pool Size & Quality

Critical factor of a country's value proposition while evaluating offshore and nearshore options for outsourcing.

2

### Time Zone & Culture Affinity

Primary strategic business drivers for projects that require high interaction, constant collaboration, and real-time communication and information exchanges.

3

### Ease of Doing Business

Can be ranked by English proficiency, cultural compatibility, communication tools, government support, and IP security and privacy laws.

4

### Application Services Availability

Crucial service category in which attainability must be taken into consideration before choosing Nearshore or Offshore vendors.

5

### Availability of IT Framework

Maturity in the country's investments that fuels and enables the local IT industry.

6

### Cost of Core Services

Taking into consideration the cost of labor, communications, managing remote teams, and facilities (infrastructure and real estate).

7

### Data Privacy & Protection Laws

Effective legislation relating to intellectual property protection; data protection and privacy; and copyright, trademark and patent laws.

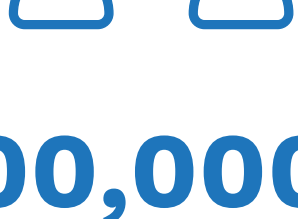
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### Quality of References

Check, check, check! Gartner encourages you to consult reliable and direct references for the established Nearshore outsourcing that align to your business and innovation goals.

## Mexico as Nearshore Destination

What data is available from Nearshore vendors to assist CIOs and IT leaders with fact-based decisions? Let's explore some data points and evaluate Nearshore options based on criteria from Gartner.



500,000+

IT industry professionals



85,000+

STEM graduates per year



1,000s

of tech companies in the ecosystem



100s

of technology universities and centers

5 Reasons for Tech Dev in Mexico

Discover Mexico's Silicon Valley

Mexico, The Next Frontier



1

shared U.S. border with CST time zone

4

hour-flight avg. from most U.S. cities

5

easy-access international airports

How We Deliver Nearshore Teams

Is Mexico The New India?

10%

software job growth rate

#3

trading partner with U.S.

11<sup>th</sup>

largest economy by GDP

Convenience: The Core of Nearshore

6 Steps to Build a Nearshore Team

53%

total savings with iTexico compared to onshore teams in the U.S. West Region

44%

total savings with iTexico compared to onshore teams in the U.S. Central Region.

49%

total savings with iTexico compared to onshore teams in the U.S. East Region.



Nearshore Teams Cost Calculator

14.2

million unique IPv4 addresses — the same as Canada

5<sup>th</sup>

fastest internet connection speed in the Americas

\$4.6

billion USD invested in port infrastructure through 2018

100s

USD billions on transportation, communications through 2018

Over 230,000 application services jobs in the country.

Mexico: The New App Epicenter



1

Free trade agreement between United States, Mexico, and Canada (USMCA) that includes a modernized, high-standard Intellectual Property chapter.

More About USMCA

NPS 58

iTexico

NPS 41

IT Industry Avg.

Watch Client Testimonials