



CASE STUDY:

**PROVEN DELIVERY,
AT A FRACTION
OF THE COST**

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The Customer

One of InterEx's largest clients are a manufacturing business, specifically a market leader within the semi-conductors industry. They have over 27,000 employees and made a revenue of \$14 Billion in 2021. We've been working with them for over a year now and currently have over 40 contractors in the technology organisation across Cloud, Data and Analytics, and Cyber Security.

27,000+
EMPLOYEES

\$14B+
REVENUE

40+
CONTRACTORS



The Situation

When we first met this client at their HQ in Austin, Texas, they explained to us that they had been outsourcing both the delivery of an Azure migration and all of their Data Science organisation to 2 major solution integrators.

Their global cloud director outlined the rate cards they had in place and showed us that they had been paying between 200-350 USD/hour for resources. She felt that this was their only option as they had a preference to work with local professionals in the US due to bad experience in the past with offshore models through TCS and Wipro.



The Solution

We proposed that the business look at building a hybrid team, of both US based professionals and high quality professionals in Eastern European locations. Specifically, Poland, Romania, Czech Republic and Slovakia. Some of the best technology talent in Europe is situated in these locations, InterEx have delivered huge bodies of work with this model and have had excellent customer feedback on both quality of resources and cost.

Before expecting this client to completely restructure their team we wanted to show them some of our best professionals in these locations to gain confidence, over the following 10 weeks the client interviewed and on-boarded 12 professionals. Across Azure Cloud Architecture, Data Engineering and Data Science, this has continued to scale to the point where we now have over 40 contractors working for them.

60%

OF THOSE CONTRACTORS
ARE IN THE EASTERN
EUROPEAN LOCATIONS
AND THE REST ARE
SITUATED REMOTELY

ACROSS THE US



Results Achieved Through the Partnership

As you will know, it is difficult to quantify exact monetary impact in situations like this, however over the course of 12 months with the resources we've placed we have saved the client between 6-9 Million USD purely calculated upon the rates of the contractors.

\$6-9M

SAVED



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