

NXTIDE



# BUILD OPERATE TRANSFER MODEL

The Faster Way to Set Up Your  
Own Software Development Center



## BUILD-OPERATE-TRANSFER – THE NEW CORPORATE OUTSOURCING MODEL

The **Build Operate Transfer (BOT)** model is a complex approach to IT project delivery. In contrast to traditional models, it consists of setting up independent and operational subsidiaries of the company in remote locations. If you are considering setting up a company in Poland, read more about the decisive factors, the advantages of this model, and its phases.

Companies decide on **IT outsourcing** to expedite software development, lower their costs and complement their internal teams with unique competencies, as well as expand their operations onto new markets. So far, many providers have delivered the services of single specialists or entire teams in either Agile, fixed, or hybrid methodology. Nowadays there are more client engagement models which address companies' strategies for developing their own scalable IT centers. The BOT model allows clients to set up an operational subsidiary of their company in a remote location with the support of a local provider.



The estimated time taken to set up such an office of course depends on mutual agreements in the contract. Once the project reaches a satisfactory level of maturity within a specified time, the service provider transfers ownership to the client.

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## KEY ADVANTAGES OF BUILD-OPERATE-TRANSFER OUTSOURCING MODEL

The Build Operate Transfer model is designed to speed-up IT Hub delivery through cooperation with local IT Partner.

The local IT Partner takes care of all aspects of running local software center until the full transfer of the ownership to the Client.

The entire process is designed for speed up delivery so that you to need your local entity, management structures or the office to start.



Here are some key advantages of BOT model:

### KNOW-HOW & RESOURCES

You gain access to the technological stack and the recruitment power of the service provider and take advantage of the newest technologies in your project.

### LIMITED, SHARED RISK

The contractual agreement determines the extent to which each side takes responsibility for particular aspects of the project.

### EXPEDITED TIME TO MARKET

We do our best to make sure the first candidates will join your company after a month from the beginning of our cooperation. The entire IT Hub should be ready for transfer between 6 and 9 months.

### REDUCED INITIAL COST

Thanks to BOT, you can lower the initial costs of the project related to the recruitment process and setting up the office.

### YOUR OWN BRAND ON LOCAL MARKET

Every candidate is fully aware of your brand, company values & standards. We act as a intermediary company only for agreed period. This helps to create a stronger bond with a team.

### FLEXIBILITY, SCALABILITY & SUPPORT

We are committed to supporting you not only during our standard cooperation but also during and after IT Hub transfer. We can help establish a legal entity, build a management team and continue hiring.

## OPEN A COMPANY IT CENTER IN POLAND AND TAKE ADVANTAGE OF NEW TALENT POOLS



The strength of STEM education and hard-working mindset put Poland as a new IT powerhouse. For companies competing for this talent, it's important to understand where IT organizations are opening their hubs

The Polish labor market's available skill and dynamism has consolidated the country's ability to harness its window of opportunity. Poland houses one of the largest tech talent pools in Eastern Europe,

The most popular business destinations at present include:

- Warsaw – the capital and largest city of Poland
- Kraków – the second largest city in all of Poland
- Wrocław – the largest city in Western Poland
- Łódź, Katowice, Rzeszów, Lublin, Poznań, Tricity



Global confidence in the region has also become more and more apparent. According to PFR Ventures, VC investment in the country's startups came from 85 different VC funds internationally and reached €294 million in 2019, more than in the nine years beforehand combined. By 2030, the McKinsey Report predicted the economy could grow to EUR 890 billion by 2030.

Poland's economy has matured to a point that it's no longer about trying to catch up with the leaders in Europe, or waiting for the next injection of EU support: Poland is now charting its own path of development. This has made the country a more complete destination for suitors.



## THE THREE PHASES OF BUILD-OPERATE-TRANSFER MODEL

The BOT model addresses the needs of companies that are willing to develop operational centers within a reasonable time and budget.



### PHASE 1: BUILD

First, we setup your brand on our career website to make sure candidates are well informed. Then we run marketing campaigns alongside direct search activities to attract the best talent to your future IT Hub.

Over 800 000 software developers and IT professionals are located in several academic cities with modern business infrastructure. Opening your local software development office is very simple.

### PHASE 2: OPERATE

Our Project Managers takes care of the onboarding, employee wellbeing and team building activities. Our role is to make sure everything runs smoothly so that you can reach scale with ease.

### PHASE 3: TRANSFER

Upon your request, we transfer the fully operational IT Hub to the Client making you the owner of it. You can still take advantage of our support, so the cooperation and scaling can be continued.



Kraków



Warsaw



Wrocław



Katowice



Poznań



Łódź



Gdańsk



Bydgoszcz

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