

A close-up photograph of a teal motorcycle's front end, showing the headlight, handlebars, and mirrors. The background is a blurred outdoor setting with greenery.

The Project Management Problem

*Extend Your Enterprise:
Aotea Offshore Business Centres*

WE'LL GET YOU WHERE YOU WANT TO BE

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~ The Project Management Problem ~



Budget is tight, and you are short on resources. One way to solve this problem is to hire offshore contractors, who are often less expensive and easy to increase and decrease as needed. Hiring outsourced contractors is an excellent way to address this need. The problem is that hiring outsourced contractors, directly or through an outsource partner, often does not work out well in practice, especially for software development.

Aotea offers you the most cost effective options for supporting your staff and customers.

~ *The Traditional Way* ~

The traditional way is to hire outsourced contractors for the software development project. In other words, secure the proper talent and complete the project. On the surface, this seems to be the right way to do things and should lead to a satisfactory result but sadly it's plagued with many challenges. When you use a project-based approach, it requires a project management methodology, and creates a project management mentality.



~ *The Project Management Methodology* ~



This methodology means you need to define the scope of the project, determine timelines and deliverables, and manage those expectations. Anyone who has managed a software development project knows the number one thing that you need to prevent is “scope creep”. As the person managing the offshore contractors that means “no changes”; changes mean more money, more negotiations, more management and project overruns.



~ Contract Signed, Budget Set – Now You Need Changes? ~

WHAT HAPPENS WHEN you need to make a change after the budget is fixed and the contract is signed, how do you manage “scope creep”? Do you negotiate with the contractors or make trade-offs on the project?



~ Purchasing Has Done “A Good Job” – What Are You Left With?~



Has purchasing put you in an even bigger bind by putting in bonuses for on-time completion, and penalties for missing a due date? Purchasing gets to be a hero, but you are stuck - trying to satisfy your customers while being held to the project scope and timeline by your contractors because they want the bonuses and not the penalties.

If that wasn't enough you know one of the challenges with software development is that you do not entirely know the scope at the onset of a project. Things often change during the development process, and you need flexibility. Users will naturally ask for changes as they begin testing and using the software. You find yourself at complete odds with your outsourced contractors that want things tightly defined, no changes, and clear deliverables so they can get paid. So how on earth can a project go smoothly when you and the contractors are at complete odds with each other? It is doomed to fail. We call this The Project Methodology Problem.

With The Project Methodology Problem you find yourself caught in the middle between purchasing, your customer and your contractors each with their own set of opposing needs, desires and wants; this can be an immensely frustrating position to be in.

You're in a constant tug of war with your contractor and your customers.

You know this to be true. If you could just add to your existing team this is what you would do. But you can't and therefore you are forced to use contractors which then get you caught in The Project Methodology Problem.





~ Is There A Better Way? ~

What if you could still outsource, get the offshore cost advantages and still have all of the advantages that come with a dedicated resource? It is possible; it just requires a different approach.



~ Of Course, That's Where we Come In ~

Imagine - Get off the plane, clear customs and be met by someone holding a sign with your name on it. You are chauffeured directly to your office. Once there, you are greeted by the developers you work with and see all the time in your video conferences. It feels good to meet these highly skilled developers face-to-face and you are looking forward to the team dinner tonight.

~ Welcome To YOUR Aotea Global Branch Office~

You are comforted how much this feels just like being back at the office. Your logo is on the wall, the colours are the same. Other than a plane ride instead of a car ride, everything is the same.



This is what life can be like when you establish a global development office with Aotea. Just as you would do it, and with the budget you need to be competitive in today's Global Marketplace.

(You could have done this yourself, but you would have had to: find a location/lease the space/pick a contractor/monitor the build out and possibly visit to check on progress/purchase the equipment or try and get it through customs/figure out how to advertise and hire all the developers/setup a company/deal with local customs and HR/local law/local TAX. A project in itself, complete with all the headaches).



~ Aotea Works With You,. Every Step Of The Way! ~

Aotea works with you to define your exact requirements for your global office including physical, network, security and technology requirements. Lastly we define the technical and communication skills requirements. Aotea will then line up all the interviews for the pre-screened candidates and begin building out your office space. If everything happens on-time you can have your new global development office up and running in as little as ninety days, due to our unique parallel establishment approach.

Imagine not having to think about how. You are not going to do any of this setup. You get to sit back and oversee the process, and focus on who you will be working with. Aotea takes care of all the build out, procurement, HR, and security so that you can focus on your business and it's development requirements.



At Aotea we use a completely different methodology to manage your needs. We fully understand The Project Methodology Problem and know that the solution is not to spend more time and effort on defining the project and managing scope creep but instead approaching the problem from a whole new light. Whether you decide to work with us, use another outsource provider, or hire someone directly you should consider the Aotea Global Offshore Development Office approach.

With the Global Offshore Development Office we do not spend time defining project scope and generating project management contracts. Instead, we work with you to understand the technical requirements required, the skill sets needed, and the complexity of your needs. We discuss the project with you from a broad perspective so that we can help you determine how many people you will need for how long.

Over the years we have discovered that Development Managers often have a very good sense of how much resources they require. We then use this information to hire your team.



~ *Here Are The Differences!* ~

So how is this different? With Aotea's Offshore Development Office you get exactly that, a team dedicated to you and your project. If you need to change priorities today, you inform the team and the priorities change. If there is a change in direction, you communicate that to the team and the direction changes.

There is no renegotiation of scope, creation of change controls, or contract changes required. The relationship is exactly like it is a staff person who is working from home.

Our **Offshore Development Office Program** takes care of all your security needs, placing you in full control of the employees, the setup and the development processes. You can feel confident with the Outsourced Team Programme that you will never run into "scope creep" or the Project Methodology Problem.

When you hire Aotea, you get a dedicated team of developers that you hand-select to meet your requirements. We create a secured workspace and secure technology infrastructure so you can focus on the development requirements. We create a complete outsourced development office for you.



We lease the space, provide the necessary physical security, and you pick your new employees from our list of exceptional candidates that have been recommended by their College Deans. They are provided with state of the art equipment that connects directly to your organisation as defined by your network security department.

Purchasing still gets a defined contract; the costs fit your budget. You have an offshore office with highly motivated employees eager to tackle the demands created by your user community.



There are other benefits to this methodology as well. While it is often difficult to tightly define scope and deliverables, Development Managers often have a good sense of how much time is needed on a project. They can often quite accurately say they need 2 developers for six months. But what if they are wrong and the project only takes 4 months.

Under The Global Offshore Development Office Programme you still have those resources that you know and know you. We do not know a Development Manager on the



planet that cannot find other projects for them to work on. Under the more traditional Project Management Methodology, when a project is moving faster than expected, everyone slows down. (We would like to think it is not true but it happens). They want to get paid.

If the project is fixed price, it gets done quickly and now you have paid more. It is simply an approach that does not work well. It also has problems when a project comes to an end.

A development project often has phases and if it is successful the expectation is that you are going to move on to the next phase. When you hire contractors on a project basis the project is often just that phase. So, when the phase ends the contractors look for work elsewhere and if they are good, they find work elsewhere. If they are through a traditional outsource partner, then they will already be allocated to the next project (unless you've extended already). This means that when go to start the next phase you need to find completely new contractors, bring them up to speed, refine scope, define deliverables etc. What does all of that cost? There must be a better way.

And there is. That better way is The Global Offshore Development Office Programme developed by Aotea.

~ Contact Us ~

Britain and Europe: +44(0)330 3801174
 Norway and Northern Europe: +47(0)239 62659
 New Zealand: +64(0) 9 985 3556
 Enquiries: info@aotea.global
 Support: support@aotea.global

To sign-up to, or to find out more about us: hello@aotea.global



~ We'll help you get to where you want to be! ~