

# MANAGING OFFSHORE

Strategy and Tactics for Global Sourcing

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## MEET THE OFFSHORE 100

(For full analysis, subscription is required.)

Company	Headquarters (City, State)	(Country) Headquarters	URL
24/7 Customer, Inc.	Los Gatos, CA	USA	<a href="http://www.247customer.com">www.247customer.com</a>
Accenture	New York, NY	USA	<a href="http://www.accenture.com">www.accenture.com</a>
Adea Solutions, Inc.	Irving, TX	USA	<a href="http://www.adeasolutions.com">www.adeasolutions.com</a>
Aditi Technologies	Bangalore, Karnataka	India	<a href="http://www.aditi.com">www.aditi.com</a>
Affiliated Computer Services, Inc. (ACS)	Dallas, TX	USA	<a href="http://www.acs-inc.com">www.acs-inc.com</a>
AICOM Solutions Corp.	Toronto, Ontario	Canada	<a href="http://www.aicomssolutions.com">www.aicomssolutions.com</a>
Ajuba International, Inc.	Novi, Michigan	USA	<a href="http://www.ajubanet.net">www.ajubanet.net</a>
Akela, LLC	Bucharest	Romania	<a href="http://www.akelasoftware.com">www.akelasoftware.com</a>
Ambergris Solutions, Inc.	Pasig City	Philippines	<a href="http://www.ambergrissolutions.com">www.ambergrissolutions.com</a>
ANTAR Eslabon Systems, S.A. de C.V.	Monterrey, Nuevo Leon	Mexico	<a href="http://www.eslabon.com.mx">www.eslabon.com.mx</a>
Appteck, S.A. de C.V.	Monterrey, Nuevo Leon	Mexico	<a href="http://www.appteck.com.mx">www.appteck.com.mx</a>
ASCI S.A. de C.V.	Guadalajara, Jalisco	Mexico	<a href="http://www.asci.us">www.asci.us</a>
AsiaInfo Holdings, Inc.	Beijing	P.R. China	<a href="http://www.asiainfo.com">www.asiainfo.com</a>
Astron BPO	Leicester	United Kingdom	<a href="http://www.astron.com.uk">www.astron.com.uk</a>
Aztec Software Inc.	Bangalore, Karnataka	India	<a href="http://www.aztecsoft.com">www.aztecsoft.com</a>
Bearingpoint	McLean, VA	USA	<a href="http://www.bearingpoint.com">www.bearingpoint.com</a>
Bleum, Inc.	Shanghai	China	<a href="http://www.bleum.com">www.bleum.com</a>
Blue Star Infotech Limited	Mumbai, Maharashtra	India	<a href="http://www.bsil.com">www.bsil.com</a>
BPL Telecom (P) Ltd	Palakkad, Kerala	India	<a href="http://www.bpltelecom.com">www.bpltelecom.com</a>
Caliber Point Business Solutions	Mumbai, Maharashtra	India	<a href="http://www.caliberpoint.com">www.caliberpoint.com</a>
Caliber Point Business Solutions	Mumbai, Maharashtra	India	<a href="http://www.caliberpoint.com">www.caliberpoint.com</a>
Capgemini	Paris	France	<a href="http://www.capgemini.com">www.capgemini.com</a>
CGI	Montreal, Quebec	Canada	<a href="http://www.cgi.com">www.cgi.com</a>
ClientLogic	Nashville, TN	USA	<a href="http://www.clientlogic.com">www.clientlogic.com</a>
Cognizant Technology Solutions	Teaneck, NJ	USA	<a href="http://www.cognizant.com">www.cognizant.com</a>
Convergys	Cincinnati, OH	USA	<a href="http://www.convergys.com">www.convergys.com</a>
Covansys Corporation	Farmington Hills, MI	USA	<a href="http://www.covansys.com">www.covansys.com</a>
Computer Sciences Corp. (CSC)	El Segundo, CA	USA	<a href="http://www.csc.com">www.csc.com</a>
CTGroup	Barnaul	Russian Federation	<a href="http://www.ctgroup.biz">www.ctgroup.biz</a>
Daksh eServices Private Limited	Gurgaon, Haryana	India	<a href="http://www.daksh.com">www.daksh.com</a>
Deloitte	New York, NY	USA	<a href="http://www.deloitte.com">www.deloitte.com</a>
e4e, Inc.	Santa Clara, CA	USA	<a href="http://www.e4e.com">www.e4e.com</a>
EDS	Plano, TX	USA	<a href="http://www.eds.com">www.eds.com</a>
EPAM Systems, Inc.	Lawrenceville, NJ	USA	<a href="http://www.epam.com">www.epam.com</a>
Epicenter Technology Pvt Ltd.	Mumbai, Maharashtra	India	<a href="http://www.epicentertechnology.com">www.epicentertechnology.com</a>
eTelecare International, Inc.	Monrovia, CA	USA	<a href="http://www.etelecare.com">www.etelecare.com</a>
ExlService Holdings, Inc.	New York, NY	USA	<a href="http://www.exlservice.com">www.exlservice.com</a>
Fortune InfoTech USA, Inc.	Vadodara, Gujarat	India	<a href="http://www.fortunebpo.com">www.fortunebpo.com</a>
Friendly Advanced Software			

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Technology Pvt Ltd.	Bangalore, Karnataka	India	www.fastindia.com
GE Capital International Services	Gurgaon, Haryana	India	www.gecapitalindia.com
GTL Limited	Mumbai, Maharashtra	India	www.gtllimited.com
Hangzhou Handsome Electronics Co. Ltd. Global Services	Hangzhou, Zhejiang Province	P.R. China	www.hgschina.com
HCL Technologies Limited	Noida, Uttar Pradesh	India	www.hcltech.com
Headstrong	Fairfax, VA	USA	www.headstrong.com
Hewitt Associates	Lincolnshire, IL	USA	www.hewitt.com
HP	Palo Alto, CA	USA	www.hp.com
Hexaware Technologies	Chennai, Tamil Nadu	India	www.hexaware.com
Hinduja TMT Ltd.	Mumbai, Maharashtra	India	www.hindujatmt.com
HTC Global Services, Inc.	Troy, MI	USA	www.htcinc.com
IBM	Armonk, NY	USA	www.ibm.com
ICICI OneSource Limited	Mumbai, Maharashtra	India	www.icicionesource.com
IDS Comercial, S.A. de C.V.	Mexico City, District Federale	Mexico	www.ids.com.mx
i-flex solutions limited	Mumbai, Maharashtra	India	www.iflexsolutions.com
iGate Global Solutions	Bangalore, Karnataka	India	www.igate.com
Indecomm Global Services	Mumbai, Maharashtra	India	www.indecommglobal.com
Infinite Computer Solutions Pvt. Ltd.	Bangalore, Karnataka	India	www.infics.com
Informatica Integral Empresarial, S.A. de C.V	Mexico City, District Federale	Mexico	www.sinersys.com.mx
United Corporation	Beijing	P.R. China	www.ituc.com
Infosys Technologies, Ltd.	Bangalore, Karnataka	India	www.infy.com
Infowavz International Pvt. Ltd.	Mumbai, Maharashtra	India	www.infowavz.com
Intelenet Global Services Limited	Mumbai, Maharashtra	India	www.intelenetglobal.com
International Business Alliance	Minsk	Belarus	www.iba.by
IT&T Limited	Noida, Uttar Pradesh	India	www.axisitt.com
ITC Infotech	Bangalore, Karnataka	India	www.itcinfotech.com
IT&T Limited	Noida, Uttar Pradesh	India	www.axisitt.com
Keane, Inc.	Boston, MA	USA	www.keane.com
KMG Infotech Pvt. Ltd.	Bangalore, Karnataka	India	www.kmgjin.com
Larsen and Toubro Infotech Limited	Mumbai, Maharashtra	India	www.lntinfotech.com
Luxoft	Moscow	Russian Federation	www.luxoft.com
Mastek Ltd.	Mumbai, Maharashtra	India	www.mastek.com
MedsoftUSA	Bangalore, Karnataka	India	www.medsoftusa.com
MindTree Consulting	Bangalore, Karnataka	India	www.mindtree.com
Motif, Inc.	Ahmedabad, Gujarat	India	www.motifinc.com
Mphasis Corporation	New York, NY	USA	www.mphasis.com
Ness Technologies, Inc.	Tel Aviv	Israel	www.ness.com
Neusoft Group Ltd.	Shenyang, Liaoning	P.R. China	www.neusoft.com
NIIT Ltd.	Gurgaon, Haryana	India	www.niit.com
Nipuna Services Limited	Hyderabad, Andhra Pradesh	India	www.nipunaservices.com
North American Software	Mexico City, District Federale	Mexico	www.nasoft.com
Outsource Partners International	Los Angeles, CA	USA	www.opiglobal.com
Patni Computer Systems, Inc.	Cambridge, MA	USA	www.patni.com
Perot Systems Corporation	Plano, TX	USA	www.perotsystems.com
Pinkerton Computer Consultants, Inc.	Trevose, PA	USA	www.pcci.com
Promantra Synergy Solutions Ltd.	Hyderabad, Andhra Pradesh	India	www.promantra.net

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RCG Information Technology	Edison, NJ	USA	www.rcgit.com
Satyam Computer Services Ltd.	Secunderabad, Andhra Pradesh	India	www.satyam.com
Secova eServices, Inc.	Brick, NJ	USA	www.secova.com
Sichuan Yin Hai Software Limited Liability Company	Chengdu, Sichuan	P.R. China	www.yinhai.com
Sierra Atlantic, Inc.	Fremont, CA	USA	www.sierraatlantic.com
Softtek, S.A de C.V.	Monterrey, Nuevo Leon	Mexico	www.softtek.com
SPI Technologies, Inc.	Manila	Philippines	www.spitech.com
Syntel, Inc.	Troy, MI	USA	www.syntelinc.com
TATA Consultancy Services	Mumbai, Maharashtra	India	www.tcs.com
TeleTech Holdings, Inc.	Englewood, CO	USA	www.teletech.com
U-soft Co., Ltd.	Shiqiaopu, Chongqing	P.R. China	www.u-soft.com.cn
vCustomer Corporation	Kirkland, WA	USA	www.vcustomer.com
vMoksha Technologies Pvt. Ltd.	Bangalore, Karnataka	India	www.vmoksha.com
Vortex Technologies	Hyderabad, Andhra Pradesh	India	www.vortexindia.com
Vsource Asia Berhad	Kuala Lumpur, Wilayah Persekutuan	Malaysia	www.vsourceasia.com
Wipro Limited	Bangalore, Karnataka	India	www.wipro.com
WNS Global Services Pvt. Ltd.	Mumbai, Maharashtra	India	www.wnsgs.com
ZenSar Technologies Ltd.	Pune, Maharashtra	India	www.zensar.com

*Managing Offshore/neoIT 2005 Offshore 100 Study*

## The Tech Awards

### TOP 10 BEST PERFORMING IT SERVICES FIRMS

1. ACS
2. IBM
3. Wipro Limited
4. Perot Systems Corporation
5. HCL Technologies Limited
6. TATA Consultancy Services
7. Cognizant Technology Solutions
8. Infosys Technologies, Ltd.
9. Cap Gemini
10. HP

### TOP 10 SPECIALTY APPLICATION DEVELOPMENT LEADERS

1. i-flex solutions limited
2. Hexaware Technologies
3. EPAM Systems, Inc.
4. Sierra Atlantic, Inc.
5. Larsen and Toubro Infotech Limited
6. Patni Computer Systems, Inc.
7. International Business Alliance
8. Neusoft Group Ltd.
9. Adea Solutions, Inc.
10. Deloitte

### TOP 10 SPECIALTY OFFSHORE INFRASTRUCTURE SERVICE PROVIDERS

1. HCL Technologies Limited
2. Wipro Limited
3. HP
4. TATA Consultancy Services
5. GE Capital Information Services
6. IBM
7. EDS
8. CSC

## THE CUSTOMER & BUSINESS PROCESS AWARDS

### TOP 10 BEST PERFORMING BPO PROVIDERS

1. WNS Global Services Pvt. Ltd
2. ACS
3. Wipro Limited
4. ExlService Holdings, Inc.
5. HCL Technologies Limited
6. MphasiS Corporation
7. Secova eServices, Inc
8. Astron BPO
9. Hewitt Associates
10. Accenture

### TOP 10 OFFSHORE CALL CENTER FIRMS

1. Wipro Limited
2. HCL Technologies Limited
3. eTelecare International, Inc.
4. 24/7 Customer, Inc.
5. ClientLogic
6. Convergys
7. vCustomer Corporation
8. ICICI OneSource Limited
9. Daksh
10. EDS

### TOP 10 LEADERS IN HUMAN CAPITAL DEVELOPMENT

1. WNS Global Services Pvt. Ltd.
2. Hinduja TMT Ltd.
3. Cognizant Technology Solutions
4. MphasiS Corporation
5. Secova eServices, Inc.
6. eTelecare International, Inc.
7. Infinite Computer Solutions Pvt. Ltd.
8. Wipro Limited
9. Hewitt Associates
10. Satyam Computer Services Ltd.

## THE REGIONAL & ROOKIE AWARDS

### TOP 5 TO WATCH SOUTH OF THE BORDER

1. North American Software
2. Softtek
3. ASCI S.A. de C.V.
4. Appteck, S.A. de C.V.
5. Informatica Integral Empresarial, S.A. de C.V.

### TOP 10 TO WATCH IN CHINA

1. Bleum, Inc
2. Neusoft Group Ltd.
3. AsiaInfo Holdings, Inc.
4. Hangzhou Handsome Electronics Co. Ltd. Global Services
5. U-soft Co., Ltd
6. Datang
7. Sichuan Yin Hai Software Limited Liability Company
8. Information Technology United Corporation
9. Kingdee
10. Powerise

## TOP 5 TO WATCH IN CENTRAL AND EASTERN EUROPE

1. EPAM Systems, Inc.
2. International Business Alliance
3. Luxoft
4. Akela, LLC
5. CT Group

## TOP ROOKIES IN GLOBAL OUTSOURCING

1. GE Capital International Services
2. Outsource Partners International
3. Promantra Synergy Solutions Ltd.
4. Bleum, Inc.
5. Akela, LLC

*Managing Offshore/neoIT 2005 Offshore 100 Study*

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