



The Offshore Nation: Strategies for Success in Global Outsourcing and Offshoring

By Atul Vashistha, Avinash Vashistha

[Download now](#)

[Read Online](#) 

The Offshore Nation: Strategies for Success in Global Outsourcing and Offshoring By Atul Vashistha, Avinash Vashistha

Widely practiced by many Fortune 500 companies, global outsourcing has become one of the key strategic imperatives for successful enterprises. Often referred to as offshore outsourcing, *services globalization* is the next step in the evolution of global trade and capitalism. Top organizations are performing, buying, selling, and transforming services at an incredibly quick pace.

Written by outsourcing and global services experts Atul and Avinash Vashistha, *The Offshore Nation* presents a comprehensive, balanced view of the rapid growth of outsourcing and its expanding role in corporate strategy, providing a roadmap for business leaders and upper-level managers to plan their own strategies. Drawing upon their vast experience as consultants to Fortune 1000, multinational corporations, the authors help you determine what role offshore services should play in your company, how to integrate the strategy into your overall corporate identity, and successfully manage the initiative on an enterprise-wide level.

This practical, strategy-packed guide outlines the "big picture" of outsourcing, breaking down its different components and examining its impact on world and local economies and employment shifts. Covering outsourcing in many different countries and a variety of services--from IT, telecom, and customer service to accounting--the authors reveal best practices and step-by-step, proven methods for:

- Building a sound globalization strategy
- Identifying the processes that are mature enough to send offshore
- Choosing the right business model for globalizing IT, back office, and other services
- Attracting and retaining customers
- Effectively managing your suppliers

Chock-full of valuable insights and tactical advice, *The Offshore Nation* is the authoritative primer for global outsourcing, helping companies to minimize the risks and maximize their return on investment.

 [Download The Offshore Nation: Strategies for Success in Glo ...pdf](#)

 [Read Online The Offshore Nation: Strategies for Success in G ...pdf](#)

The Offshore Nation: Strategies for Success in Global Outsourcing and Offshoring

By Atul Vashistha, Avinash Vashistha

The Offshore Nation: Strategies for Success in Global Outsourcing and Offshoring By Atul Vashistha, Avinash Vashistha

Widely practiced by many Fortune 500 companies, global outsourcing has become one of the key strategic imperatives for successful enterprises. Often referred to as offshore outsourcing, *services globalization* is the next step in the evolution of global trade and capitalism. Top organizations are performing, buying, selling, and transforming services at an incredibly quick pace.

Written by outsourcing and global services experts Atul and Avinash Vashistha, *The Offshore Nation* presents a comprehensive, balanced view of the rapid growth of outsourcing and its expanding role in corporate strategy, providing a roadmap for business leaders and upper-level managers to plan their own strategies. Drawing upon their vast experience as consultants to Fortune 1000, multinational corporations, the authors help you determine what role offshore services should play in your company, how to integrate the strategy into your overall corporate identity, and successfully manage the initiative on an enterprise-wide level.

This practical, strategy-packed guide outlines the "big picture" of outsourcing, breaking down its different components and examining its impact on world and local economies and employment shifts. Covering outsourcing in many different countries and a variety of services--from IT, telecom, and customer service to accounting--the authors reveal best practices and step-by-step, proven methods for:

- Building a sound globalization strategy
- Identifying the processes that are mature enough to send offshore
- Choosing the right business model for globalizing IT, back office, and other services
- Attracting and retaining customers
- Effectively managing your suppliers

Chock-full of valuable insights and tactical advice, *The Offshore Nation* is the authoritative primer for global outsourcing, helping companies to minimize the risks and maximize their return on investment.

The Offshore Nation: Strategies for Success in Global Outsourcing and Offshoring By Atul Vashistha, Avinash Vashistha **Bibliography**

- Sales Rank: #1727581 in Books
- Published on: 2006-03-03
- Original language: English
- Number of items: 1
- Dimensions: 8.80" h x .95" w x 6.30" l, 1.19 pounds
- Binding: Hardcover
- 256 pages

 [**Download** The Offshore Nation: Strategies for Success in Glo ...pdf](#)

 [**Read Online** The Offshore Nation: Strategies for Success in G ...pdf](#)

Download and Read Free Online The Offshore Nation: Strategies for Success in Global Outsourcing and Offshoring By Atul Vashistha, Avinash Vashistha

Editorial Review

From the Back Cover

Praise from industry experts for *The Offshore Nation*

"The growing trend of globalization of services needs to be understood by everyone involved-businesses, customers, governments, citizens. This book provides a fundamental understanding of this important set of developments."-Harris Miller, President, Information Technology Association of America (ITAA)

"A stunningly thorough rebuttal to Lou Dobbs, *The Offshore Nation* makes a compelling case for the globalization of services and provides a practical roadmap for those with the foresight to seize the opportunity to establish competitive advantage in a global economy."-J. Ross Docksey, Partner, Sonnenschein Nath & Rosenthal LLP , Leading Global Legal Firm

"Globalization, outsourcing, the pace of technology, and the growth of a global services economy combine to have a dramatic impact on corporate enterprises, country economies, and the career of individual workers around the world. This work provides real insight into how these forces relate and operate, and how workers, countries and companies can navigate to their advantage." -Steve Huhn, Vice President, WW Strategic Outsourcing, HP Managed Services

"*The Offshore Nation* demonstrates the changes in how work is accomplished in supply chain, paper and IT-intensive industries in much the same way Henry Ford changed processes in car manufacturing." -Jerry Rao, Chairman and CEO, Mphasis, Chairman, Nasscom

"Regardless of the size of your organization, if you want to compete in the 21st century, read this book!"-Terrence Traywick, President of Capital Markets Business, Fortune 250 Company

About the Author

Atul Vashistha is the CEO and **Avinash Vashistha** is the Managing Partner of neoIT, a leading management consultancy that provides strategic advice on outsourcing and global services to top corporations around the world. The authors' thought leadership and industry knowledge are regularly sought out by Wall Street analysts, global executives, and top business journalists.

Users Review

From reader reviews:

Roy Brown:

Information is provisions for people to get better life, information today can get by anyone at everywhere. The information can be a expertise or any news even an issue. What people must be consider when those information which is in the former life are difficult to be find than now is taking seriously which one is appropriate to believe or which one typically the resource are convinced. If you find the unstable resource

then you buy it as your main information you will see huge disadvantage for you. All those possibilities will not happen within you if you take The Offshore Nation: Strategies for Success in Global Outsourcing and Offshoring as your daily resource information.

Richard Graham:

People live in this new time of lifestyle always aim to and must have the time or they will get large amount of stress from both day to day life and work. So , if we ask do people have extra time, we will say absolutely of course. People is human not just a robot. Then we question again, what kind of activity do you possess when the spare time coming to anyone of course your answer will certainly unlimited right. Then ever try this one, reading books. It can be your alternative within spending your spare time, the actual book you have read is definitely The Offshore Nation: Strategies for Success in Global Outsourcing and Offshoring.

James Koenig:

This The Offshore Nation: Strategies for Success in Global Outsourcing and Offshoring is brand-new way for you who has attention to look for some information given it relief your hunger details. Getting deeper you in it getting knowledge more you know or perhaps you who still having tiny amount of digest in reading this The Offshore Nation: Strategies for Success in Global Outsourcing and Offshoring can be the light food in your case because the information inside this book is easy to get by simply anyone. These books produce itself in the form and that is reachable by anyone, yes I mean in the e-book form. People who think that in e-book form make them feel drowsy even dizzy this e-book is the answer. So there is absolutely no in reading a publication especially this one. You can find what you are looking for. It should be here for anyone. So , don't miss that! Just read this e-book kind for your better life and also knowledge.

Russell Thomas:

Do you like reading a book? Confuse to looking for your favorite book? Or your book ended up being rare? Why so many question for the book? But any kind of people feel that they enjoy intended for reading. Some people likes looking at, not only science book but novel and The Offshore Nation: Strategies for Success in Global Outsourcing and Offshoring or maybe others sources were given understanding for you. After you know how the fantastic a book, you feel would like to read more and more. Science book was created for teacher or even students especially. Those guides are helping them to put their knowledge. In different case, beside science book, any other book likes The Offshore Nation: Strategies for Success in Global Outsourcing and Offshoring to make your spare time far more colorful. Many types of book like this.

Download and Read Online The Offshore Nation: Strategies for Success in Global Outsourcing and Offshoring By Atul Vashistha, Avinash Vashistha #YBVPMAROSZW

Read The Offshore Nation: Strategies for Success in Global Outsourcing and Offshoring By Atul Vashistha, Avinash Vashistha for online ebook

The Offshore Nation: Strategies for Success in Global Outsourcing and Offshoring By Atul Vashistha, Avinash Vashistha Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read The Offshore Nation: Strategies for Success in Global Outsourcing and Offshoring By Atul Vashistha, Avinash Vashistha books to read online.

Online The Offshore Nation: Strategies for Success in Global Outsourcing and Offshoring By Atul Vashistha, Avinash Vashistha ebook PDF download

The Offshore Nation: Strategies for Success in Global Outsourcing and Offshoring By Atul Vashistha, Avinash Vashistha Doc

The Offshore Nation: Strategies for Success in Global Outsourcing and Offshoring By Atul Vashistha, Avinash Vashistha MobiPocket

The Offshore Nation: Strategies for Success in Global Outsourcing and Offshoring By Atul Vashistha, Avinash Vashistha EPub

YBVPMAROSZW: The Offshore Nation: Strategies for Success in Global Outsourcing and Offshoring By Atul Vashistha, Avinash Vashistha