

Optumis Value Proposition



Challenge for our customers

- Demand for IT projects continues to grow - cloud/digital transformation, hyper-automation, AI, API integrations etc.
- Pressure on cost reduction due to the overall state of world economy
- Challenges with offshore outsourcing
 - Rising costs
 - Skilled resources, especially for specialist tech, hard to find and retain
 - Delivery and value challenges with offshore resources

The Optumis solution

- Project team led by one or more UK based managing consultants (shared across multiple clients/projects)
- A number of off-shore resources that do all the heavy lifting.
- Managing consultant is the SPOC for client: attends daily calls, manages stakeholders, resolves blockers with client and guides offshore team
- Client gets high-quality, on-shore experience and value out of the project team
- Costs are very low - lower than typical offshore engagement

Cost comparison

	Tier 1 UK consultancy	Tier 2 UK consultancy	UK contractors	Tier 1 Offshore (e.g. Infosys)	Optumis
Daily rate	£1000	£800	£600	£400	£120
Project daily	£5000	£4000	£3000	£2000	£600
Project total	£600,000	£480,000	£360,000	£240,000	£72,000

The Optumis advantage

- significantly better value: better quality due to UK managed delivery, better cost - under 100K budget is easier to sign off