



## Outsourcing

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Germany is known to have a glaring shortage of skilled workers in the ICT sector. In Rwanda, on the other hand, there are many very qualified specialists who can compensate for this shortage. That's why we help German and Rwandan companies with matchmaking and arrange outsourcing projects.

The commonly used word in the software development spheres is “outsourcing” but due to the project’s long term business partnership and human-level collaboration approach; “cosourcing” seems to be the best fit word in this case. Co-sourcing is increasingly becoming a trend in software development and in IT in general.

In Rwanda the national sales market for the IT sector in Rwanda is small. This makes it more important for IT companies to tap into the international market. Therefore, Rwanda has positioned itself as an outsourcing destination.

This is supported by a young talented and bilingual workforce that gives confidence on the ability of the sector to thrive which makes it of interest for German companies who are looking to outsource some components of their services in Rwanda.

On the Germany side the demand for digital solutions has risen sharply since the last five years. However, IT SMEs find it difficult to meet this high demand with existing human resources. Therefore, outsourcing is being used increasingly as a solution.

Moreover Rwanda has a good reputation on the continent where other African

countries are looking into benchmarking from its success in the IT field. However, this is hindered by a limited number of senior technical personnel/experts, hence making sense for Rwandan companies to outsource sophisticated and complex tasks to experienced German experts.

When it comes to creating an extended workbench abroad for IT teams in the DACH-region (Germany, Austria and Switzerland), time proximity and language skills, in particular English, are mandatory. Here Rwanda is ticking both boxes and is automatically adding value when it comes to the question which country to consider when thinking about the next IT outsourcing destination:

Rwanda is located favourably in terms of time zone at UTC +2, so during Summer exactly like Central European Time, in Winter just one hour ahead.

With the global market for BPO and KPO growing, our partnership project ensures that there is the right skills set in Rwanda compatible with the German market demands to guarantee relevance.

We support you making connections between your company and local/international outsourcing service providers through Business to Business Matching , study tours and other initiatives.