

Case Study: Managed Operations

Business Need

The Client, which has just raised \$18 million in venture capital, is a leading provider of cloud-based quote-to-cash solutions. Every year, it performs millions of CPQ, billing, and revenue recognition tasks. To expand its Asia-Pacific operations, it requires an offshore service delivery center that is quick to build, easy to scale, and virtually risk-free.

Solution

People4u helps companies set up shop in the Philippines fast, without shelling out a large upfront investment. We offer fully fitted office spaces coupled with IT and back office support, including HR and payroll services. Laptops and other equipment are purchased at cost price. Clients also get a professional, experienced local staff – we have a dedicated recruitment arm that does all the hiring. Our job is to give all the assistance our clients need during their incubation, so they can opt to start small and grow at their own pace. This way they can test the waters before making long-term, large-scale commitments.

Result

With minimal capital expenditures, the Client significantly lowers offshore operating costs. Moreover, the readiness of first-rate facilities and availability of trained personnel allow it to secure an advantageous position. It gains the flexibility to focus on core processes, and ensures the success of risk mitigation plans.

We are People4u

We assist foreign companies establish operations in the Philippines, helping them reduce costs, gain access to a highly-skilled workforce, and increase time to market. We show them a progressive path they can take to gradually – and safely – scale up operations.

Our Managed Operations Services consist of four sections:

Recruitment, Office Space, Human Resources, and Purchasing. While each is a separate and comprehensive service in itself, it is also an integral part of the whole. Taken together, they allow our clients to run their offshore business operations smoothly and profitably.

Learn more about our services online at www.people4u.com

- Staffing Solutions
- Managed Operations
- IT Service Management
- Training Solutions
- Managed Support Services
- Salesforce Consulting



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