



Buyer's Guide to the Russian IT Outsourcing Industry

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Buyer's Guide to the Russian IT Outsourcing Industry

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It is important to apply information in these articles in the context of any recent amendments to the laws and regulations they discuss. This report is intended to provide guidance in understanding legal and practical conditions, but it does not constitute legal advice.

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Editor's Preface

The *Buyer's Guide to the Russian IT Outsourcing Industry* is an essential reference guide for any business or organization investigating Russia as an outsourcing destination. While exploring the capabilities of individual outsourcing service providers, most contractors for outsourcing services have told us they want insight into the nature of the Russian business environment and the overall status of the Russian outsourcing industry. The Buyer's Guide provides this information through a collection of the best analysis and information available today on the Russian IT industry.

Until now, a comprehensive picture of the Russian IT business environment has been difficult to obtain. The necessary information has been scattered, difficult to find or expensive. The leading companies have had most of their energy absorbed by the dynamic and explosive growth of their individual business. In recent years, as the industry has matured, the Russian software industry has begun to promote itself through its own publicity efforts, led by the RUSSOFT Association, Russia's leading association of software development companies. At the same time, the Russian IT industry has drawn the attention of a growing number of analysts, consultants, attorneys and academics. However, the information from all of these sources has not been available in one ready reference handbook until publication of the Buyer's Guide.

The Buyer's Guide represents the first comprehensive overview of the rapidly developing Russian IT outsourcing industry from a third-party, independent point of view in an easily accessible format. The Buyer's Guide contains original and reprinted materials that provide practical information and advice from experienced business executives, analysts, academics and attorneys, case studies from both customers and vendors, and a list of resources for further research.

The rapid growth of the Russian IT outsourcing sector over the past five years is testament to the competitive advantage that many American and European businesses have found through working with Russian-based companies. The *Buyer's Guide to the Russian IT Outsourcing Industry* is an important resource for those businesses and organizations considering whether to follow in the successful footsteps of these companies.

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Buyer's Guide to the Russian IT Outsourcing Industry