

WHY OFFSHORE IS FAILING — AND HOW NEARSHORE + AI HAS THE BEST ROI

Why GAP's Nearshore Model Delivers Superior Outcomes



EXECUTIVE SUMMARY:

Every company pursuing digital transformation faces the same urgent challenge: how to innovate faster without sacrificing quality or breaking budgets. In today's digital gold rush, the stakes have never been higher.

As of July 2025, U.S. tech companies are actively hiring for specialized roles in AI, cybersecurity, cloud and fintech. According to a Wall Street Journal analysis, about 25% of new U.S. tech job listings in 2025 explicitly seek AI-related skills. And while overall hiring is more selective and strategic, demand remains high for niche technical skills.

Success hinges not only on acquiring the right talent and technologies, but strategically integrating both to achieve real competitive advantage. The question is, where can organizations turn to find this essential combination of world-class skills, disciplined cost management and powerful innovation?

More traditional solutions, like costly in-house teams, and distant offshore providers often fail to deliver on promises of efficiency and innovation. Instead, they're either prohibitively expensive or operationally cumbersome.

Growth Acceleration Partners (GAP) offers a uniquely powerful answer: **elite Latin American engineering talent combined with cutting-edge AI skills and advanced technologies.**

Gartner forecasts that by the end of 2025, AI-augmented teams will execute 40% of enterprise workloads, positioning human-AI collaboration as essential rather than optional. At GAP, we've operationalized this reality to drive unmatched productivity and rapid innovation for our clients.

GAP's nearshore model doesn't just adapt to these trends — it capitalizes on them to deliver measurable improvements in cost-efficiency, becoming a competitive advantage for the companies we partner with.

This white paper details why GAP's approach of melding human expertise with AI-driven strategies is the most strategic option for forward-looking companies.



The Talent Crunch: Why Nearshore is the Smartest Move

Tech leaders today are painfully aware of the talent crisis: rising salaries, fierce competition for engineers and spiraling attrition have become business as usual. Offshore outsourcing, whether in India or Eastern Europe, initially appears cost-effective, but often introduces delays due to time zone differences, communication barriers, cultural misalignments and hidden management overheads.

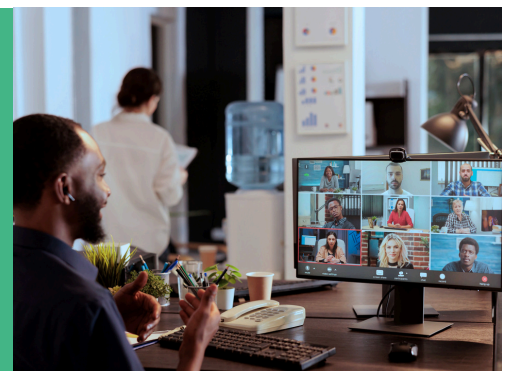
Nearshore outsourcing to Latin America changes that equation entirely.

With more than 450,000 STEM graduates annually, Latin America provides not only an abundance of skilled engineers, but cultural alignment, time-zone compatibility and fluency in English. Also, as IDC research indicates, nearshore teams deliver projects 25% faster due to real-time collaboration and shared working hours.



"Nearshore delivery significantly boosts agility and shortens project cycles compared to offshore alternatives."

– IDC MarketScape, 2023



The True Cost of Offshoring — and How GAP Avoids It

On paper, offshore rates in India or Eastern Europe might seem attractive. And making a decision to keep existing staff augmentation engineers offshore can feel like a safe choice. But companies repeatedly discover hidden costs — project delays, inconsistent quality, rework, high turnover and constant onboarding of new team members — that rapidly erode savings.

GAP's nearshore model strategically addresses these pitfalls. Our clients typically realize a total **cost savings of 30–50%**, driven by:



Higher productivity



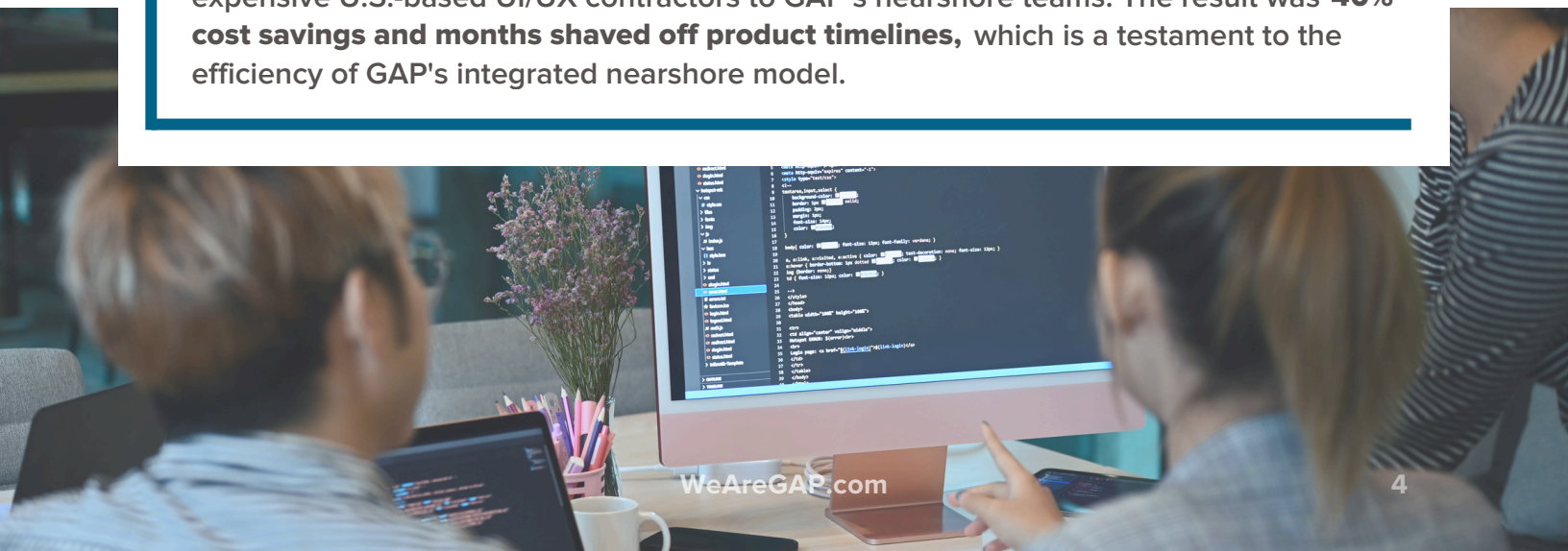
Exceptional retention rates (over 80%)



Minimal communication and project management overhead

At GAP, we leverage these strengths into high-performing, agile engineering teams that integrate seamlessly into your existing operations. The stability of GAP's engineering teams means continuity and deeper institutional knowledge, factors that dramatically enhance overall efficiency and project outcomes. Our Latin American teams also provide immediate responsiveness, cultural alignment and reduced risk.

Consider MediQuant, a leading healthcare SaaS provider. They transitioned from expensive U.S.-based UI/UX contractors to GAP's nearshore teams. The result was **40% cost savings and months shaved off product timelines**, which is a testament to the efficiency of GAP's integrated nearshore model.



How AI Elevates GAP's Nearshore Advantage

At GAP, artificial intelligence isn't a marketing buzzword — it's fundamental to our approach. In fact, GAP has been at the forefront of AI-assisted software modernization for over 30 years.

From the earliest use of rule-based systems to today's advanced machine learning and large language models, our teams have continuously leveraged AI to accelerate, enhance and de-risk modernization efforts. GAP has successfully supported thousands of organizations, including industry leaders such as Thomson Reuters and Nissan, and our proven approach ensures secure data handling, seamless execution and accelerated time to value.

GAP's engineering teams harness AI tools that dramatically enhance productivity, quality and outcomes:



AI-Powered Code Generation & Reviews

Accelerate development cycles through context-aware auto-suggestions and automated code review tools that ensure best practices and reduce bugs.



QA Automation & Predictive Testing

Identify bugs earlier and reduce rework through machine learning models that identify test gaps, predict defects, and reduce rework — improving QA coverage and confidence across release cycles.



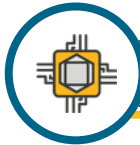
ML & Analytics Consulting

Design and deploy LLMs, data pipelines, and AI features within client products.



ML & Data Science Consulting

Design and implement machine learning models, data pipelines, and predictive analytics that enhance core products and accelerate business insights.



AI-Augmented Engineering Productivity

Empower developers with tools like GitHub Copilot to automate repetitive tasks, improve code quality, and increase velocity by 20–40%.



Natural Language Interfaces for Business Users

Develop intuitive AI-powered interfaces and chat-based experiences that enable non-technical users to query systems, access insights, and take action in real time.

One example is with GAP’s client, Self Financial. When struggling with data integration bottlenecks, they partnered with GAP to implement an AI-driven data solution. Within weeks, their BI reporting speed improved threefold, enabling strategic initiatives that were previously delayed.

GAP’s specialized nearshore team streamlined data integrations and accelerated business intelligence reporting by threefold, aligning perfectly with Self’s strategic growth objectives.

“By leveraging GAP’s nearshore AI capabilities, we accelerated our data strategy significantly. Now insights come in days, not weeks.”

– Engineering Lead, Self Financial



Three Strategic Differentiators That Set GAP Apart

GAP is more than a service provider — we're a strategic partner in your technology journey. We consult, design, build, and modernize complex software and data solutions that power revenue and mission-critical outcomes.

Whether you need to replatform legacy systems, implement a robust data infrastructure, or operationalize an AI roadmap, GAP delivers at every stage with precision and speed. Our holistic delivery approach ensures alignment from the first discovery session to long-term optimization.

Our success as a strategic technology partner hinges on three key differentiators that consistently deliver superior outcomes.



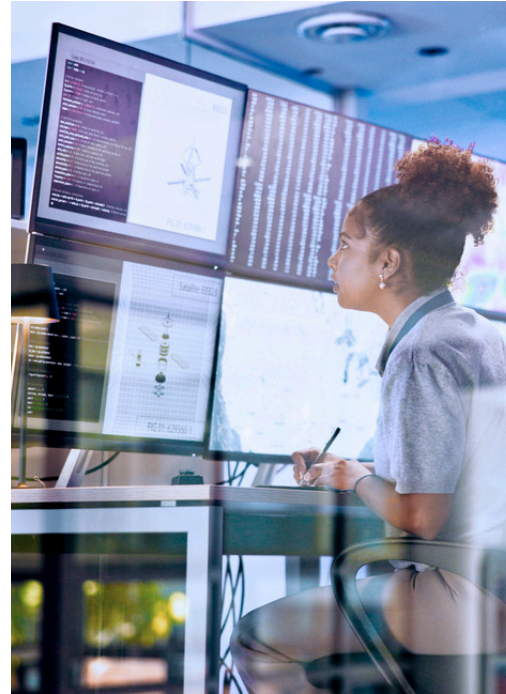
End-to-End Innovation Engine

We partner closely from strategy through implementation, aligning technology investments directly to business goals. We can handle every phase, including consulting, design, development, modernization and ongoing optimization. This holistic approach ensures your technology investments are strategically aligned with your business goals from day one. Our comprehensive capabilities include software modernization, cloud migration, data engineering, and AI roadmap execution.



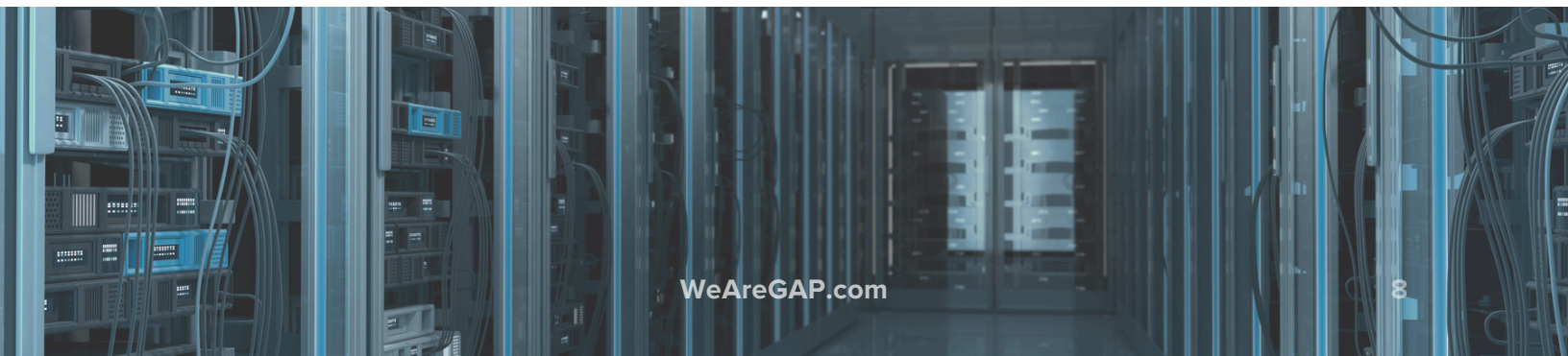
AI-Driven Delivery

AI isn't an add-on or side offering — it's infused into how we build and embedded deeply into every aspect of GAP's service. Our teams routinely leverage advanced AI tools like GitHub Copilot and predictive testing frameworks, creating unparalleled efficiencies and higher-quality outcomes. Our certified teams are also trained to think consultatively about where AI creates value, whether through intelligent workflows, accelerated development or product innovation. The result for clients is faster time-to-market, smarter products and teams who are ready for what's next.



People-Powered Excellence

Our greatest strength is our people. GAP recruits top-tier engineers from Latin America, offering continuous professional development, AI certifications and a supportive, growth-focused culture. Our technologists are fluent in both English and modern development frameworks. This approach yields exceptionally low attrition and a long-term commitment from high-performing teams. It also ensures your team is composed of curious, creative problem-solvers who stay and scale with you.



Industry-Specific Impact: Proven Results Across Verticals

GAP's nearshore model is designed to excel across diverse industry verticals by aligning precisely with unique sector-specific needs. Here are some examples:



In **Healthcare and HealthTech**, we understand the stakes — HIPAA compliance, clinical integration, interoperability and real-time data flow are non-negotiables. Our teams have built telemedicine and data platforms that shipped faster and more securely than in-house competitors, helping scale innovation while keeping costs predictable. And GAP's solutions have enabled clients to deploy innovative digital health platforms faster, achieving up to 70% cost savings compared to U.S.-based teams.



For **Finance, Banking and FinTech** firms, regulatory risk and uptime matter above all. GAP's security-focused approach to software development and deep regulatory compliance knowledge provide unmatched advantages. GAP's engineers architect resilient systems, whether it's AI-powered fraud detection, automated compliance for lending platforms, or real-time trading infrastructure — always grounded in U.S. business realities. One client improved transaction processing speeds by 40% while maintaining strict compliance, thanks to GAP's specialized talent.



In **Manufacturing**, industrial clients count on us for IoT integration and process optimization, driving Industry 4.0 with smarter sensors, predictive maintenance, and supply chain efficiency. We have significantly reduced operational downtime, streamlined production processes and optimized production schedules, directly impacting the bottom line for leading manufacturing brands.





In the **Food and Beverage** sector, GAP's expertise in end-to-end traceability solutions and supply chain optimization has allowed clients to dramatically cut down waste, improve recall response times and boost consumer confidence. We help ensure food safety, streamline logistics and create standout customer experiences — on timelines and budgets never thought possible.

Across the board, GAP teams have delivered projects with **28%** jumps in productivity and **25–40%** faster rollouts simply by embedding these advances into the delivery lifecycle.

For instance, Saatva, a luxury e-commerce mattress brand, needed rapid innovation to meet market demands. GAP's nearshore team delivered their new platform three months ahead of schedule, highlighting the strategic speed advantage of nearshore collaboration.

“We anticipated delivery in July, but thanks to GAP's LatAm team, we launched in April. The collaboration, code quality, and velocity exceeded expectations.”

– Saatva Product Lead





Why Choose GAP? The Strategic Partner Difference

Choosing GAP goes beyond hiring affordable, skilled talent to execute tasks. It's about embracing an AI-first strategic partner committed to your business outcomes and strategic success. GAP's consultative approach, flexible engagement models and deep AI expertise provide a clear competitive advantage.

GAP's engineers proactively solve problems, contribute innovative ideas and engage deeply with your business. By merging the best of Latin American engineering talent with powerful AI technologies, GAP delivers a partnership designed for long-term, measurable success.



Alignment: We focus on your strategic goals, not just tasks.



Leadership: Our teams proactively contribute ideas and solutions, not just code.



Flexibility: We adapt quickly as your priorities evolve, scaling our support accordingly.



Transparency: Clear, consistent communication ensures smooth, predictable outcomes.





Take the Next Step: Build Smarter with GAP

What separates leaders from followers isn't who builds faster or cheaper — but who builds smarter, with partners that anticipate, adapt and accelerate your vision. In a technology-driven marketplace defined by constant change, your choice of a technology partner can make the difference between leading your industry or falling behind.

GAP is ready to put our expertise, people and passion to work for you. The next chapter of your innovation journey starts here.

Your next competitive breakthrough depends on the choices you make today. Partnering with GAP unlocks strategic advantages in engineering speed, cost management and AI-driven innovation. Our nearshore model is designed not only to keep pace but to set the pace in your industry.

Are you ready to redefine what your teams can achieve?

LET'S TALK!



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