

**Title / Titel**

**Transition to Offshore: 7 Critical Success Factors.**

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**Speaker(s) / Referent(s)**

Pauvert, Frederic (1); Kallaje, Suresh (2)

1: Telefónica o2 Germany; 2: Wipro Technologies (DE)

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**To whom is the presentation addressed? / An wen richtet sich der Beitrag?**

Test Managers, QA Heads

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**Keywords / Stichwörter**

Transition, Offshore

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**Abstract / Zusammenfassung**

Gaining flexibility, reducing costs by maintaining the same quality are the classical goals when going into an out-tasking engagement for testing services. Finding the right partner and signing the contract require a tremendous effort but does not mean the job has been done. A bad planning and execution of the transition phase can compromise the success of the engagement. In a joint presentation both the vendor and the customer will present the 7 critical success factors of the transition phase of their common project, from the right preparation to the final acceptance also focusing on the methodology as well as cross-cultural and organisational challenges.

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**Biography / Biografie**

Frédéric Pauvert is currently working as a Transition Manager and has been with Telefónica o2 Germany for the past 9 years in the IT dept. He started his career as Business Analyst and carried on in various roles ranging from Test Co-ordinator to Test Manager. Frédéric holds a master degree in Business Administration from ESSCA (France).

Suresh Kallaje is currently working as a Transition Manager and been with Wipro Technologies for the last 13 years. He started his career as a developer and holds around 6 years of project management experience in multiple projects under offshore model. Suresh is a B.E in Electronics and Communication from B.M.S college of Engineering, India and currently undergoing black belt training for Six Sigma.

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