



PRESS RELEASE

Freeborders Announces Zero Cost Transition for Diversifying Risk

Methodology Accelerates Service Provider Transition in the Wake of Recent Geopolitical Events, Satyam Crisis, Wage Inflation, and Attrition

SAN FRANCISCO, Calif. January 13, 2009 — Freeborders, Inc., the leading global provider of offshore IT services and solutions delivered from centers of excellence in China, today announced a value engineering transition methodology and roadmap that provides a zero transition cost to move business from existing IT Service Providers.

In response to recent geopolitical events and the [announcement](#) by Satyam Computer Services Ltd. last week, IT offshore consumers are rethinking their sourcing strategies and diversifying their risks. Freeborders has a tried and true methodology that focuses on transitioning existing work while mitigating risk and cost to ensure business continuity. In most cases, Freeborders is able to absorb transition costs for work moved to its enterprise delivery centers in China.

“Analysts indicate that companies who have been impacted by recent events are rapidly making plans to minimize risk and stabilize their business,” said Jean Cholka, Chief Executive Officer of Freeborders. “They need assistance from a vendor who has the skill sets in place to provide a safe and timely transition of their work. Often, costs to move from one vendor to another can be significant, so we have put a model in place which, in most cases, allows us to absorb the transition costs for clients.”

Now more than ever, it is becoming imperative for global sourcing adopters to consider a diversified sourcing portfolio. Freeborders has worked with a wide range of clients since 1999 that have recognized the value in building risk diversification into their sourcing strategies by adding China to their list of geographies.

“The most compelling feature of Freeborders, within the process and delivery of IT outsourcing, is its development and deployment of the CHINDUS model,” says Frost & Sullivan Program Manager Farheen Pasha. “CHINDUS gets its name from its ability to leverage the best processes, services, and functions across three geographical regions: China, India, and the United States; it combines the experienced, world-class management teams of the United States, deep outsourcing expertise and governance models of India, and technical skills and large talent pool of the Chinese IT market.”

“Most of the large Indian outsourcers are first-class and have paved the road to create a successful industry,” said Cholka. “India will continue to be very strong. However, we strongly believe that China is now a major player and safe destination for offshore outsourcing.”

About Freeborders

Freeborders is the leading global provider of offshore IT services and solutions delivered from centers of excellence in China. Privately held and based in San Francisco, CA, Freeborders is recognized for offering best practices in outsourcing by combining its award-winning global delivery model, CHINDUS, with its governance model ATLAS. Freeborders provides a full suite of services that encompass all phases of a project lifecycle including strategy, design, development, testing, implementation integration, and extended support. Freeborders is assessed at Level 5 of the SEI's CMMI, and is ISO 27001 certified. To learn more, visit www.freeborders.com.

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