



Competing in a Flat World

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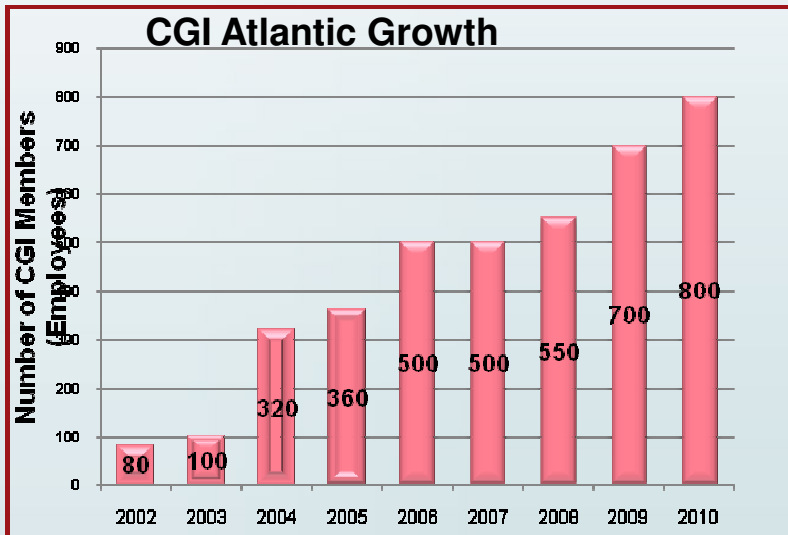
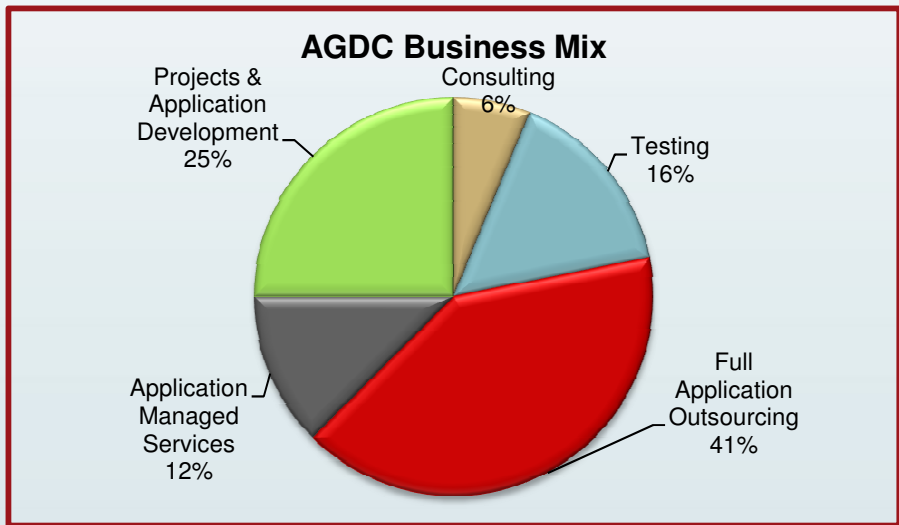
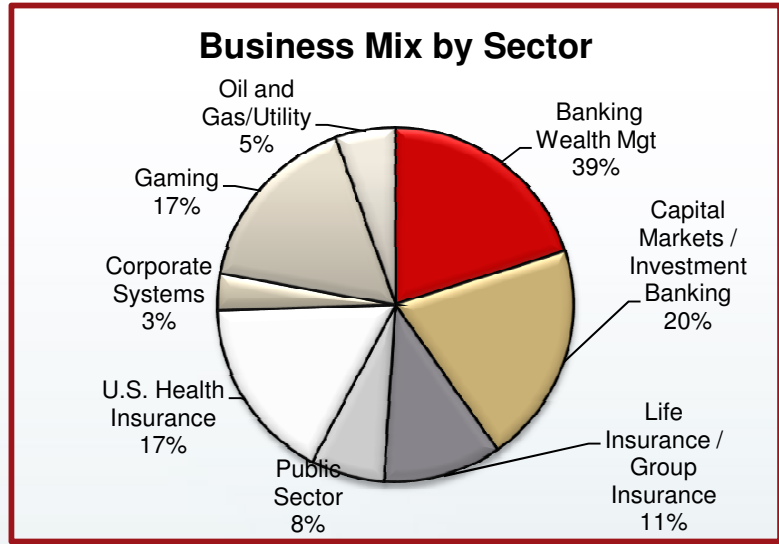


Discussion Agenda



- The playing field and what matters
- Greatest challenges and opportunities
- Nearshore Professional Services context

Atlantic Canada Global Delivery Center (AGDC) Snapshot



The World's Mobile Workforce



- People are mobile and self motivated
- Diminishing domestic workforce
- Immigration and retention skills are key



The World's Clustering Effect



- Major regions of economic activity
- Industry and horizontal specializations



SOURCE: U.S. DEFENSE METEOROLOGICAL SATELLITE PROGRAM

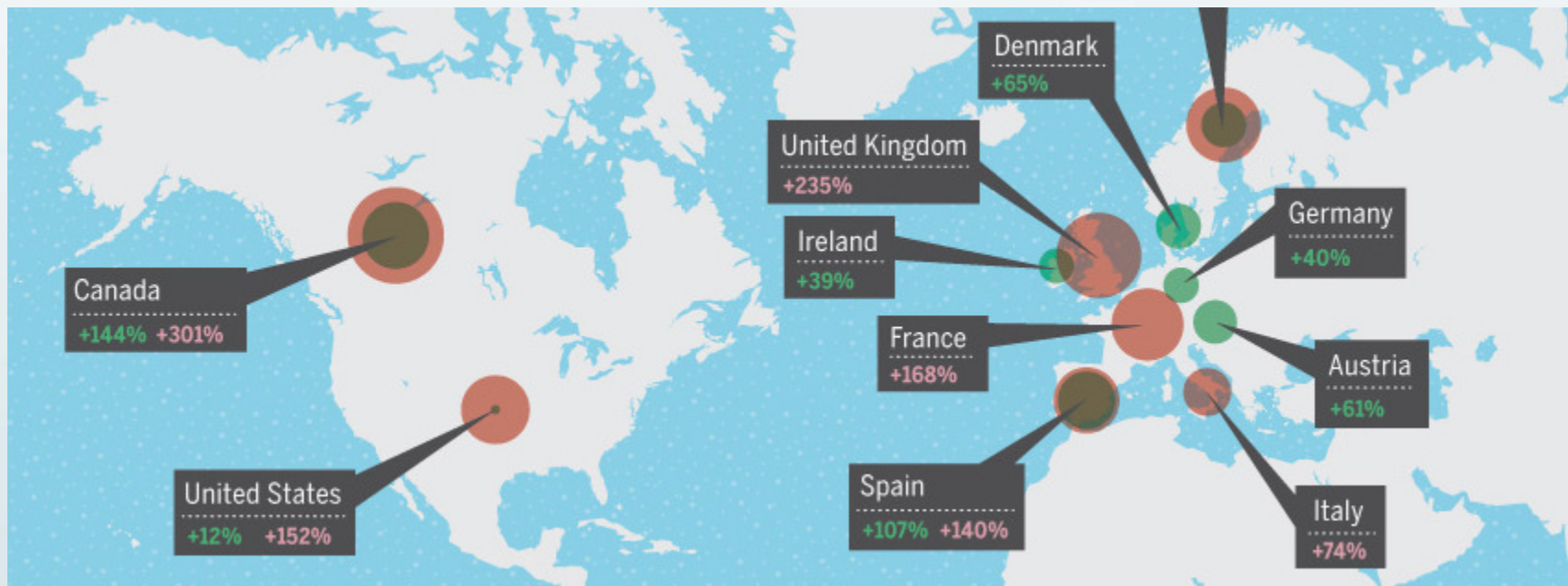
MAP BY TIM GILDEN

www.WhosYourCity.com

The World's Competitive Reality



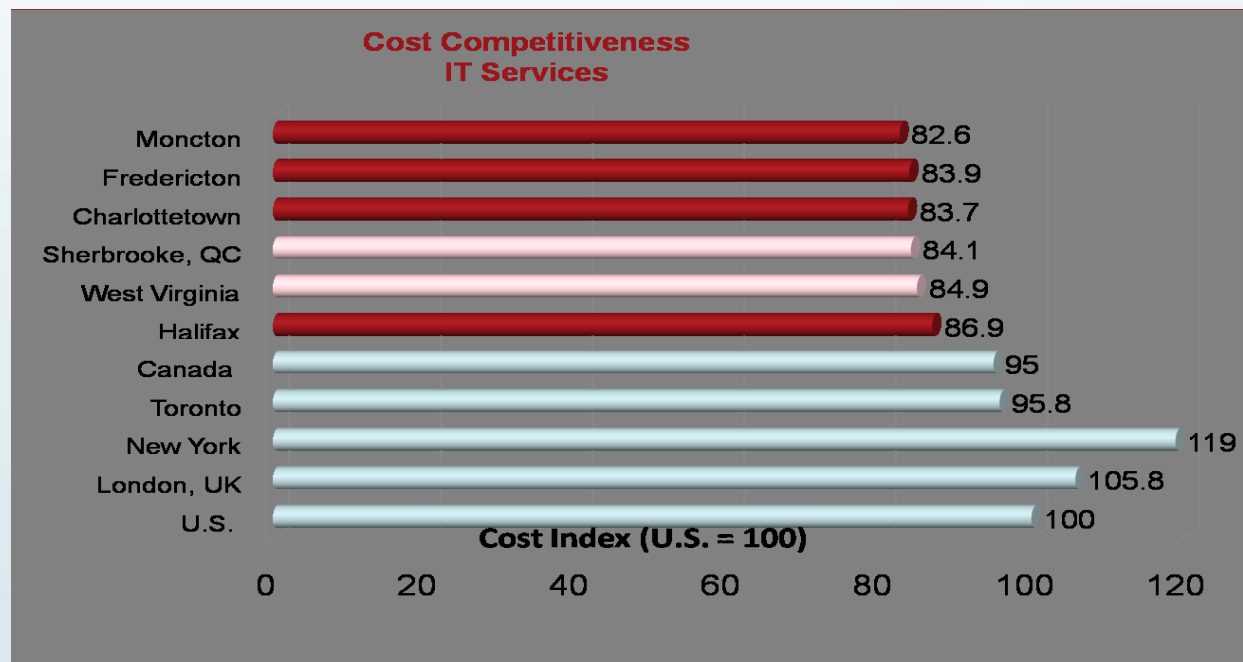
- The China effect
- Innovate, Automate, or Migrate
- An integrated “conversation”



Putting our Strengths to Work



- Timezone and Cultural Proximity
- Space and Environment
- High retention, skilled workforce



Nearshore Industrial Engineers



- Engineering Business Solutions
 - Process Redesign
 - Process Automation
 - Workforce Migration
 - Standards and Quality

Thoughts for Employees



- Diverse skills portfolio
- Onsite/Offsite career
- Who's your city?

Thoughts for Employers



- A premium product
- A part of something more
- People, process and tools

Thoughts for Community



- Leverage intake from Universities
- Target high value jobs
- Welcome skilled immigration
- Embrace Innovation Agenda

Closing Thoughts



- What matters
- Greatest challenges and opportunities
- Nearshore professional services call to action

