



HRAmerica pioneers HRO and BPO Offshoring

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HR vendor innovates to provide higher quality at lower cost

PR9.NET January 16, 2007 - CHARLOTTE, N.C - The practice of companies turning to offshoring in order to create a cost advantage is well-known. Along with this trend comes the "conventional wisdom" that offshoring leads to accelerated declines in quality. HRAmerica, an HR outsourcing firm offering comprehensive employee administration solutions, has joined forces with Caliber Point, a division of Indian BPO services giant Hexaware, debunking the cost-versus-quality myth.

In the search for the right outsourcing company, HRAmerica CEO Stephen Boyd and other executives visited the continent to evaluate potential partners firsthand. They determined that the size and quality of vendors varied widely, but they knew they had found the right partner in Caliber Point, citing a progressive culture and work environment, a high level of education among employees and a process and execution discipline in place. Case in point: the only HRO superstars from India are from Caliber Point, including President and Executive Director Ashok Bildikar.

"With Caliber Point's help, HRAmerica is reinventing itself in the global marketplace and pioneering a new way of doing business," stated Vivek Khanna, a Caliber Point representative. "The result is two companies working seamlessly together as one. We're like another (highly educated) team within the same company, working at a remote location and collaborating across a geographical distance."

Validating the partnership is Caliber Point's true global delivery. With the ability to cut costs in repetitive outsourcing as well as Six Sigma-level speed and accuracy, Caliber Point is less expensive and more efficient than in-house and provides a higher level of HR service for the customer.

"This is heads-down business, with concise metrics and real-time dashboards," said Stephen Boyd. "I know more about what's going on real-time in India than what's going on in a cubicle down the hall."

For those companies hesitant to outsource, this relationship may provide the encouragement needed to overcome uncertainty.

"There are preconceptions about India, and we are about 10 years behind truly understanding the deliverables they offer," said Stephen Boyd. "Indian companies have leveraged their dominance in areas like IT to expand into complex, high value business segments such as human resources outsourcing (HRO), business process outsourcing (BPO) and management consulting. And they are successful, not just because of short-term cost advantages, but because of world class service and quality."

Media Contact
Angela Johnson
(704) 377-1960

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About HRAmerica

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HRAmerica is an HR outsourcing firm offering comprehensive employee administration solutions such as payroll and benefits administration, employee benefit plans, training and recruiting. HRAmerica utilizes the Internet to deliver top tier management and reporting capabilities as well as employee self-service functionality.

Website: <http://www.hramerica.com>