

12 benefits to hire a PM to your Outsourcing team

Sometimes happens that projects do not realize their full potential or even fail, that's why having a skilled, well-rounded, and dedicated project manager on the team, even if it is an outsourced crew, the likelihood the project will be successful and profitable regardless of your and business vision and direction. Yeah, maybe you see this as a risky leap, but it's a great option to get an experienced person who will positively influence your business lower costs, innovate, and grow.

Our clients usually appreciate the decision to hire a dedicated Project Manager. They understand that a project manager is a person who will organize and will streamline the workflow, focusing on dozens of issues simultaneously. In such a way, customers overcome the problems, keeping the timeline, productivity, and motivation of the team and other key processes.

42% of companies don't understand the need or importance of project management. (Project Management Institute)

The PM not just leads the team, navigating any hiccups, awkward situations like failure to meet deadlines, overstated and unjustified costs, provide clear specifications of tasks and mitigate risks. This person is always in touch with clients regardless of the time zone difference, organizing regular calls, demonstrations of the project, and getting feedback constantly. He is responsible for the project's success, meeting deadlines, and balancing the complex components of a project, and still, it's only the tip of the iceberg.

Companies start looking for project managers when they're already hurting for one between 10 and 20 employees. (Divvy)

Many businesses should already have a project manager for a team that exceeds 7 people. But the majority of outsourcing projects that are do not have a person who will take the lead, suffer from inefficiency, and work more on project development than it's necessary.

If you want to have a management to match the business vision but not a storm of inefficiency, lack of accountability, extended timelines, and blown budgets, we kindly suggest to hire a confident and dedicated PM with wide and complex competencies as are the following:

| Soft skills: | Hard skills: |
|--|--|
| <ul style="list-style-type: none">✓ leadership✓ clearly communication✓ critical thinking✓ flexibility✓ proactiveness✓ open-mindedness | <ul style="list-style-type: none">✓ IT expertise✓ planning✓ team management/integrity✓ cost management✓ risk management✓ project management tools |

- ✓ stress
- ✓ transparency
- ✓ decisiveness
- ✓ power to motivate others

- ✓ solution-oriented
- ✓ empowering others
- ✓ math and analysis
- ✓ delegation
- ✓ conflict management

The primary benefits of hiring a project manager for the outsourcing team:

- reducing development costs and time allocated to this process;
- regular communication with the client and keeps a client in the loop;
- steers the project in the right direction.

ARGUMENTS

But if you still doubt that you're an outsourced project is an optional addition, carefully read all the clearly stated reasons below for hiring such an important expert. Learn about key tasks, responsibilities and see the importance of hiring a PM for your outsourcing team.

1. Industry expertise.

- The project manager clearly defines the vision, the direction of the project, based on a high-level view of business goals. As a result, he creates the action plan to be followed in order to deliver a successful and qualitative project.

2. Diversity.

- A temporarily hired project manager will come up with more new ideas, due to his extensive experience delivering projects of various sizes to customers in various industries and countries, while in-house PM works only for a particular project. When you work on different projects, your ideas progress. The same thing would have happened to your employees if you offered them to an outside company. They will constantly exchange experience, ideas, and knowledge. Plus, the experience of an outsourcing project manager does not permit to dull but important administrative tasks to be overlooked and focus being thinned. Perfect!

3. Openness.

- The subcontracting project manager is more transparent, more open, and focuses on the outcome because he doesn't rely exclusively upon you for their income. Which rarely happens with the in-house project managers.

4. Persistence.

- The project manager has a commercial interest to deliver the project qualitatively and to get a good review, because the number of customers will depend on the work done, influencing the profit.

5. **Dedication.**

- As a lot of changes may arise on the go (adjustments, new ideas' tests, etc.). Having a PM outside your company, you're fully committed to the completion of the project throughout every stage of the project life cycle; from planning, right through to the final execution and delivery. He monitors closely every step of development. In case you have hired yourself, there may be risks such as loss of work efficiency, loss of motivation, and many others that will put the project at risk.
- In case of subcontracting a project manager, you're assured that the employee has the experience and that he will deliver the project successfully in the established terms and up to standard. Otherwise, the PM will pay penalties and will have to compromise his paycheck.

6. **Flexible workforce.**

- Working with worldwide customers in a variety of industries, the outsourced project manager is always flexible and adapts to any conditions. Even if is a significant difference of a client' and our PM's time zone, our expert adjust to the client's preferred way and time of communication.
- Moreover, the zone difference in our case this is a benefit. In this way, PM organizes his work in the most efficient way in order to have a productive conversation, and with the responsible team to structure all the necessities quickly and operatively at the same time.

7. **Cost-effectiveness.**

- You pay for exactly the length of time you employ thus you save a project's budget in the long run. A qualified PM with vast experience will cost you enormously, having him as an employee in your company. But only taking strict advantage of the hours of an external project manager will save you money. In addition, for the in-house project manager you need to allocate money for some additional costs that you don't have to pay for contractors:
 - Employer-provided benefits;
 - Insurance;
 - Social Security and Medicare taxes;
 - Office space;
 - Equipment;
 - Education and development (trainings, courses);
 - Team buildings.
- Thereby, you save a substantial amount of money that can be used for your project development if necessary.

8. **Quicker time-to-value.**

- Solving small problems takes a lot of time and when there is a person who is responsible for the effectiveness of the team and the optimization of processes, both the client and the developers can focus on the key things, business/project development.

9. Quality assurance.

- Before launching the project, the project manager tests the product and makes sure that the app corresponds to the real scenarios of the user's behavior. This is just one and the most important stage in which the client should not get involved and waste time. He will always remove obstacles or solve sudden issues, because he has problem-solving skills.

10. Budget overruns.

- PM is the person who ensures that engineers meet the deadlines. Due to regular reviews of the project budget, he makes sure that no specialist is misusing/overuse project resources in order to ultimately avoid idle expenses.

11. Risk management and analysis.

- Due to the comprehensive experience of the project manager, he constantly analyzes and isolates the risks to minimize the possibility of the breakdown. But even if the worst scenario happened, he knows how to find the solution even if it is the most complicated situation.

12. Skillful communication.

- When the team consists of specialists with different responsibilities, communication is key. As a bridge between developers and client, the project manager streamlines the process by receiving feedback that clearly defines the project's vision. He knows better how to filter information and transform an hour-long conversation into clearly defined tasks.

Generally, no matter the size of your business, projects, or required skills. Therefore, you need an expert with a highly specialized area of knowledge and skill who will deliver successfully your final product, on time and without a prohibitive budget.

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