



Brazil

A Near-Shore Opportunity

www.ciandt.com



7th largest economy in the World -
GDP=\$2.1 trillion

} IT in Brazil

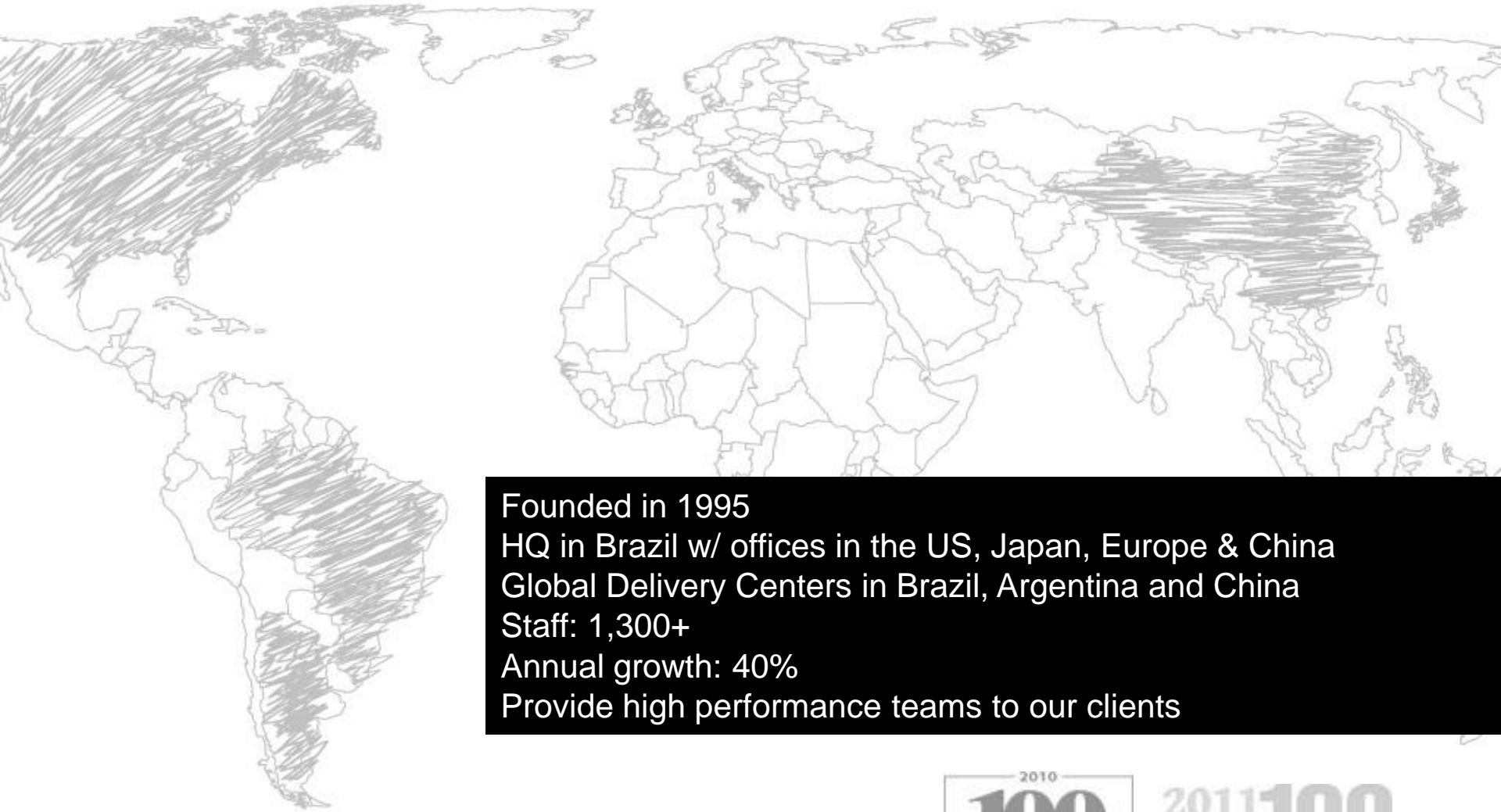
\$165.7 bi : ICT Market Revenue

Exports
\$ 2.4 bi

BUT @ 20% compound annual growth

IT/BPO
\$ 85 bi

} Ci&T at a glance



Founded in 1995

HQ in Brazil w/ offices in the US, Japan, Europe & China

Global Delivery Centers in Brazil, Argentina and China

Staff: 1,300+

Annual growth: 40%

Provide high performance teams to our clients



} Our Clients



} What we do

Nearshore ITO services using

Agile development methodologies
Lean IT principles

We deliver value to our customers by

Eliminating waste
Improving quality, speed and agility

} What we do

Service Offerings

Application Development & Management

Mobile Solutions

Cloud Computing

SAP

Business Intelligence

} Brazil – IT Employment and Education

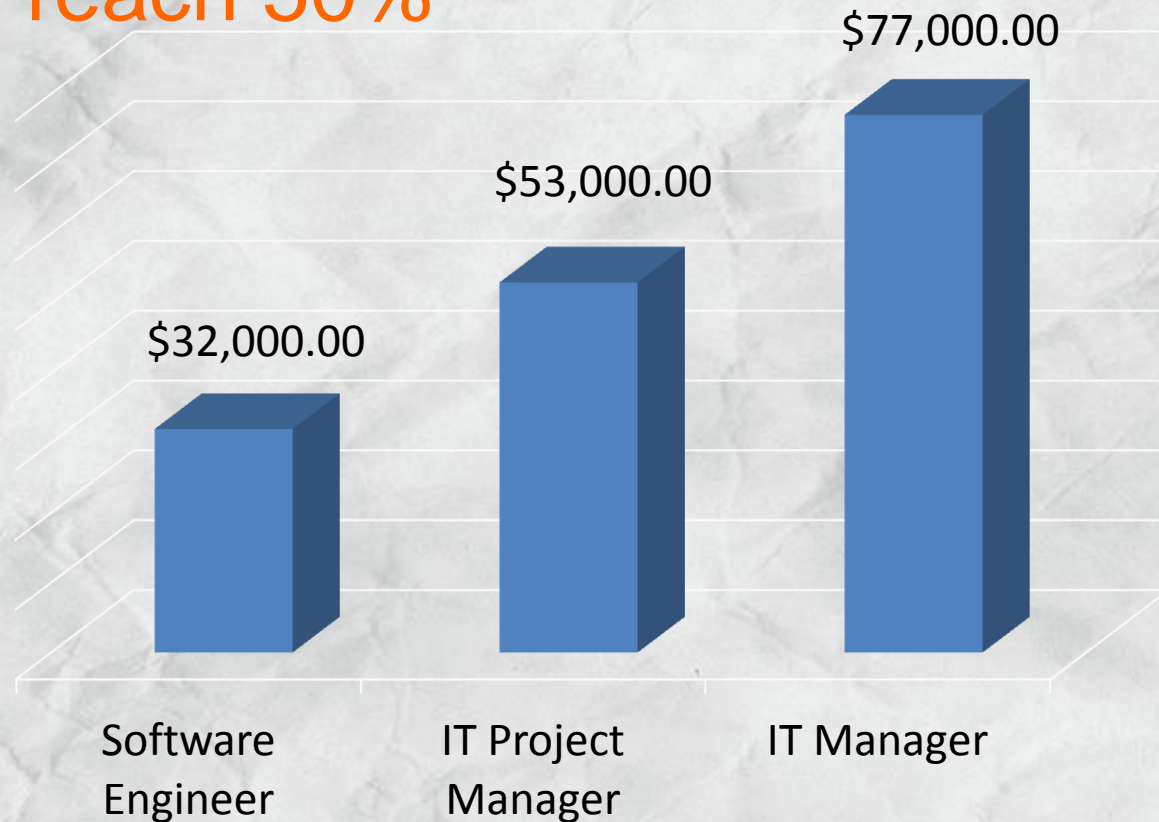
IT employs 1.2 million

Demand Growth at 6.5% / year

Technological Education Courses growth was 29% in 2008

} Brazil – IT Employment and Education

Cost differences between Tier 1 and Tier 2 cities can reach 50%



So what are you looking for?

An average team, responding to requests at a minimal cost

Or...

A high-performance team,
delivering value quickly and
constantly

} Brazil – IT Culture

Diversity
Flexibility
Creativity
Client Empathy

} Brazil – Multicultural

“2010 was the year when we hired our 1,000th employee: a Russian designer to work at our unit in China, in a team headed up by an Indian and providing services to a Japanese client.”

Cesar Gon – CEO and Founder Ci&T

} Innovation & Entrepreneurship Spirit

Global Entrepreneurship Week

November, 14th to 20th
2010 Attendance: 2.6 mi.

runens
running is social



Thanks!

http://bit.ly/Lean_IT
www.facebook.com/ciandt
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Lucas Persona
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8 years at Ci&T
12 years in IT
22 years programming ☺

Reviewer of
“The Leader’s Guide to Radical Management: Reinventing the
Workplace for the 21st Century” – S.Denning – Jossey-Bass (2010)

“The Practical Guide to Enterprise Architecture” – J.McGovern,
S.Ambler, et.al. – Prentice Hall (2003)