

## Company

Unosquare is a bi-national corporation with offices in Portland, Oregon, Guadalajara, Mexico, and a new location in San Pedro Sula, Honduras.

The company is unique in two ways: First, it only hires bilingual, travel ready, senior engineers to lead North American client projects. Second, it leverages fully captive Nearshore development and testing centers in Guadalajara and San Pedro Sula, thereby driving down cost while increasing productivity and quality. Unosquare clients normally start out with one or two Unosquare developers working onsite at client locations, or remotely from Latin America. From the beginning, that initial team works with client teams to uncover business and technical requirements and identify work elements perfect for the Nearshore model. Afterward, ongoing development, testing, and support is setup in Mexico or Honduras to leverage the time zone and cost advantages.

“In our opinion, this is the only way to do nearshore,” said Mike Barrett, CEO of Unosquare, “Our senior team has worked for companies like TCS, IBM, HP, and many of the largest Latin American companies. So we’ve seen how easily projects can fail if done poorly. We know that outsourcing anything is a risk. Our model is proven to remove as much of that risk as possible.”

Unosquare’s business model also includes a back-end staff augmentation component for large scale projects. To help build teams quickly, Unosquare has formalized partnerships with both Kelly IT in the US and Mexico as well as Hildebrando and ScreenIT in Latin America. These partnerships give Unosquare access to over 5,000 additional IT resources that can be drawn upon for large scale projects and application support teams.

For its core team in Mexico, Unosquare only hires bi-lingual, travel ready, senior engineers who can travel to client locations in the US. The company successfully dispatches engineers and senior consultants with the innovative NAFTA Visa, a government issued work visa that has no annual quota and takes an average of 2 weeks to secure. The NAFTA Visa is a competitive advantage for Unosquare because only Mexican and Canadian residents may apply.

Today, Unosquare has fulltime resources in Mexico, Honduras, and the US. All engineers are paid an above average salary plus private health insurance. Needless to say, our employee turnover is negligible. The company is closely held and believes that the only true foundation for financial stability is profitability and managed growth.

## Technologies and Approach

We use an agile development approach that morphs itself into each client SDLC. This approach includes daily standup meetings in your time zone, SCRUM meetings, weekly or bi-weekly code drops, and full integration with client product and development teams. For smaller clients we provide a proprietary technology platform that helps manage existing applications, new development, new code, test plans, test cases, and issue tracking for each part of every project. For larger clients, Unosquare uses remote access technologies and a high bandwidth secured connections to work within client environments.

In addition to testing and support teams, Unosquare practice managers oversee all development within Java, .Net, and Open Source frameworks. Deep knowledge of application integration, business intelligence, reporting services, dash-boarding, and integrating customer facing web applications with back end services means we know how to get the job done. All this to say, we have defensible experience in rapidly building web applications and mobile applications for our enterprise clients... applications that work the way they should the first time.

## Leadership





For an in depth background on each leader please visit their LinkedIn profile.

- Mike Barrett - CEO and Co-Founder
- Mario DiVece - CTO, Co-Founder, and .Net Practice Manager
- Ignacio Miranda - Delivery Center Manager
- Noe Anton - Java Practice Manager
- Luis Gonzales - Open Source Practice Manager

## Industry Accolades

- 2009 - Voted as one of the “Red Hot Startup to Watch” by Nearshore Americas  
<http://nearshoreamericas.com/latin-america-tech-startups/>
- 2010 - With Steve Ballmer, Unosquare presented a mobile device application built and delivered from the Microsoft Cloud <http://www.youtube.com/watch?v=F6vX1QJup58>
- 2011 - Publisher of the eBook, “Nearshoring to Latin America – An Executive Guide to Outsourcing IT Services in Latin America” The first book every published on the subject.  
[http://www.amazon.com/Nearshoring-to-Latin-America-ebook/dp/B004Z9CLPO/ref=sr\\_1\\_1?ie=UTF8&qid=1314211229&sr=8-1](http://www.amazon.com/Nearshoring-to-Latin-America-ebook/dp/B004Z9CLPO/ref=sr_1_1?ie=UTF8&qid=1314211229&sr=8-1)

## Select Customers

Customer	Type of Work Provided	Duration	Resources
	1200 employee company. We provide a nearshore team of Java engineers for ongoing application development and QA services for the prepaid mobile phone industry	2 Years	17+
	\$600 million public healthcare company. We provide .Net based software product development, support, and maintenance services.	2 Years	5 - 8
	Columbia Sportswear is a global provider of sporting goods and apparel. Custom web application development and support using .Net technologies.	9 months	4 – 5
	Canoe Ventures is owned by the 6 largest cable companies in the US. We provide Java based web application development and test automation in the Java/open source frameworks.	6 Months	3

## Contact Information

Mike Barrett, CEO, [mike@unosquare.com](mailto:mike@unosquare.com)  
Unosquare LLC  
1800 Blankenship Road, Suite 200  
West Linn, Oregon 97068  
503-722-3480

Unosquare USA  
(503)722-34800

Unosquare Mexico  
+52 (33) 3839-1855

Unosquare Honduras  
+504 2580-2015