



Offshore Remote Software Dev, Services Desk and IT Support Branch Offices to Supplement Your Onshore Teams



Richard Burke
Founder & Chief Executive Officer

Aotea Global Services
www.aotea.global

Contact:
Richard Burke
Phone: Britain - +44 (0)1424572044
US - +1 2403890867
Email: Richard.burke@aotea.global

Interview conducted by:
Lynn Fosse, Senior Editor
CEOCFO Magazine

CEOCFO: Mr. Burke, what is the concept for AOTEA Global Services?

Mr. Burke: We are trying to bring technical resources in Africa, who have little opportunity to find good work and career advancement, to small to medium sized companies in Britain, America, Europe and Australasia. That way we help smaller companies who would otherwise be unable to obtain technical resources, such as PC support and software development whilst at the same time help the people in Eastern Africa improve their life styles with a leg-up on their career ladder.

CEOCFO: Why have you chosen to be involved in this type of venture?

Mr. Burke: It is a venture we started off in New Zealand and Eastern Asia. It is a type of outsourcing, except that we are more geared up towards team supplementation rather than the traditional Outsourcing model. Therefore, instead of outsourcing in the traditional sense, where you hire a company and give them some requirements and they do it, what we do is provide a dedicated team to supplement staff already in these companies, so that we become part of their day to day team, they just happen to be remote in Africa. We run and manage them and our customers utilise the team as they see fit and tend not get involved in the day to day technical side of things. We help our customers grow their teams with a remote branch office. The reason we went into this is partly because we, obviously whilst trying to make a business out of it, but to help companies in New Zealand particularly and in Britain to get resources quickly and easily whilst aiding the people of Africa.

CEOCFO: Are people sceptical initially, from both sides of the equation? How do you present the vision in a way that people want to be involved?

Mr. Burke: From the side of the Africans it is quite simple; it is a case of giving them a career, because they have very little opportunities at the moment in Africa. However, that is how it was in India before the outsourcing bubble took off. Therefore, they are excited and interested in the opportunities our customers offer, working through Western or developed countries, which provides a good opportunity to grow their career over time. Therefore, they are very, very interested. For our customers in the West, shall we say; it is more a case of the access to relatively cheap resources. They do not have to worry about employee law or employee taxation because we handle that. They do not have to worry about square footage for their properties because we serve as the branch office. They get resources at an outsourced rate, so they get it for cheaper than they would get in country.