



# The Ontario Ministry of Economic Development and Trade

*invites you to an informative breakfast seminar*

## Exploring Nearshoring as an Alternative to Offshoring

a thought-provoking symposium on the  
benefits of globalization of services and the  
role nearshoring can play in  
building competitive enterprises.

**Wednesday, December 6, 2006 8:00 - 11:30AM**

Renaissance Hotel, 9721 Arboretum Boulevard, Austin

**Please RSVP by December 1:**

**E-mail:** [RSVPAustin@2ontario.com](mailto:RSVPAustin@2ontario.com) or **Phone:** call Rashmi Kilam at 512-305-0505.

Supporters of this event include, Texas Global, Global Equations, LLC,  
the Austin Technology Council, International Center of Austin and the following companies:



# ONTARIO CANADA

## Exploring Nearshoring as an Alternative to Offshoring

Breakfast and Networking		8:00 AM
Welcome and Opening Remarks	Geoffrey S. Connor, Texas Global (former Texas Secretary of State)	8:30 AM
Ontario's Nearshore Advantage	Eric Hochstein, Ontario Ministry of Economic Development and Trade	8:40 AM
Delivering High Quality Customer Support from a Nearshore Location, <i>Dell's Experience in Ottawa</i>	TBD, Dell (Invited)	9:00 AM
Nearshore Outsourcing: A Critical Element of a Global Delivery Strategy	Michael Filak, CGI,	9:20 AM
Break		
Contracting for Global Outsourcing Services	John Howell, Hughes & Luce LLP	10:00 AM
Accelerating Product Innovation through Outsourcing	Ted Burnett, BitHeads, Inc.	10:20 AM
Panel Discussion, Questions and Answers	All Speakers	10:45 AM

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