



GDC
FOCUSON

A stylized world map rendered in a golden-brown color with a dot-matrix or halftone texture, centered in the upper right portion of the page.

GAME OUTSOURCINGSUMMIT

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Game Developers Conference

How Does it Work, and How to Implement it?

- Ben Wibberley
- VP North America
- Babel Media

The 5 Fallacies of Outsourcing

- Let It Ride
- My Way or the Highway
- Offshore vs. Nearshore
- A Cow and \$50 a Month
- Summer School vs. Boy Scouts

Common Pitfalls

- Too Good to be True
- The Guinea Pig
- The Silver Bullet (Lies)
- Nickels and Dimes
- Hidden costs

Hidden Costs

- QA Cost Scenario 1 = \$25
- QA Cost Scenario 2 = \$30

Actual Scenario 1

- Functionality Tester = \$25
- Project Manager = \$32
- Test Lead = \$45
- Test Manager = \$80
- Duplication = \$5 per disc

Actual Scenario 2

- Functionality Tester = \$30
- Test Lead = \$30
- Duplication Cost = \$5 per disc
- All other support inclusive

Know What and When to Outsource

- Keep an internal team
- Quality vs. Quantity
- 14 languages on 10 platforms
- 600 handset ports
- 400 trees in a racing game

What to Look For in a Vendor

- Pedigree
- Process
- Security
- Scale
- Cost

Selecting the Vendor Process

- RFP/RFI
- Pilot Tests (metrics)
- Audit
- SLA's

Ongoing Relationship

- “It’s our job to catch you out”
- Supplier vs. Partner
- Regular defined meetings

Questions?

- ben.wibberley@babelmedia.com

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