



NEST{*} COLLECTIVE

Empowering Near Shore Digital Business in Portugal

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What is the Nest Collective

The Nest Collective is a Tech Hub, located in Coimbra, in the center of Portugal.

It is a privately owned Business Incubator that was founded by local entrepreneurs, aiming to implement a new model for business collaboration:

highly specialized teams that focus on specific domains or technologies, join forces for providing world class quality services to our customers.

Mission

- to help small portuguese tech companies with specific competences to reach bigger opportunities in international markets that would be otherwise hard to reach
- to support international technology companies in finding development partners or create a subsidiary in Portugal

Services Provided

Incubation Services

(to companies joining to the collective)

- Office rental
(two workspaces in Coimbra)
- Legal support
- Accounting
- Event organization

Nearshore outsourcing

(to companies looking for a development partner)

- Product Design and Specification
- Software Development
(mainly web and mobile)
- Usability and Design (UI/UX)
- Digital Marketing

Value Proposition

University spinoff

we are closely tied to the University of Coimbra; influenced by state of the art innovation, practices and technologies, that also grants us access to a privileged high quality talent pool

No cultural barriers

over 80% of our business volume comes from english-speaking clients abroad, so we're very used to working with international customers

Highly flexible

We employ modern development methodologies and processes internally while keeping very flexible and adaptive to our customers needs and practices.

Value Proposition

Highly skilled

Our teams focus on very specific domains and technologies, leveraging experience and skill sets for each situation

Competitive

Our nearshore outsourcing model provided from Portugal allows us to deliver very high quality services with minimal engagement barriers at competitive rates

In numbers

100+ people through our offices on a daily basis

About **2.2M€** of business volume in 2019
(from Software Development Services)

86% of services total volume coming from international markets

By country:

US **62%**

Netherlands **17%**

Ireland **12%**

Others **9%**

Case Study #1 - SRG (since 2015)

Sursumcorda Resource Group (US based software development services company) subcontracts in Portugal, in the Nest Collective.

- Multiple companies within the Nest Collective partnered to be able to fulfill demand for this business opportunity that required multidisciplinary teams with a broad range of skill sets, in several occasions

Results:

- Over **2.5M€** aggregate business volume from this single customer in the **last 4 years**
- Customer only needs to subcontract from a single entity for all his necessities
- High customer satisfaction (referral, recurrent and returning business)

Case Study #2 - Assure Hedge (2019)

Assure Hedge (Irish company) opens an office in Portugal, in the Nest Collective.

- Local Lead hired in Portugal (software development expert) by referral within the Nest Collective
- Looking to hire further in 2020
- Partnered with other companies at the Nest Collective for increased development resources with immediate readiness

Results:

- Immediate increased capacity working in conjunction with the Dublin based team.
- Reduced costs when compared with subcontracting in Ireland.

Case Study #3 - Fidizzi (2020)

Fidizzi (Dutch company) opens an office in Portugal, in the Nest Collective.

- Local Lead hired in Portugal
- Looking to further hires in 2020

Results:

- Most recent company to join the Nest Collective
- Initially only wanted a coworking model for a Portuguese employee but meeting the collective took them through a strategic change, deciding to open an office in Coimbra and looking to hire throughout the rest of the year



Thank You!

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