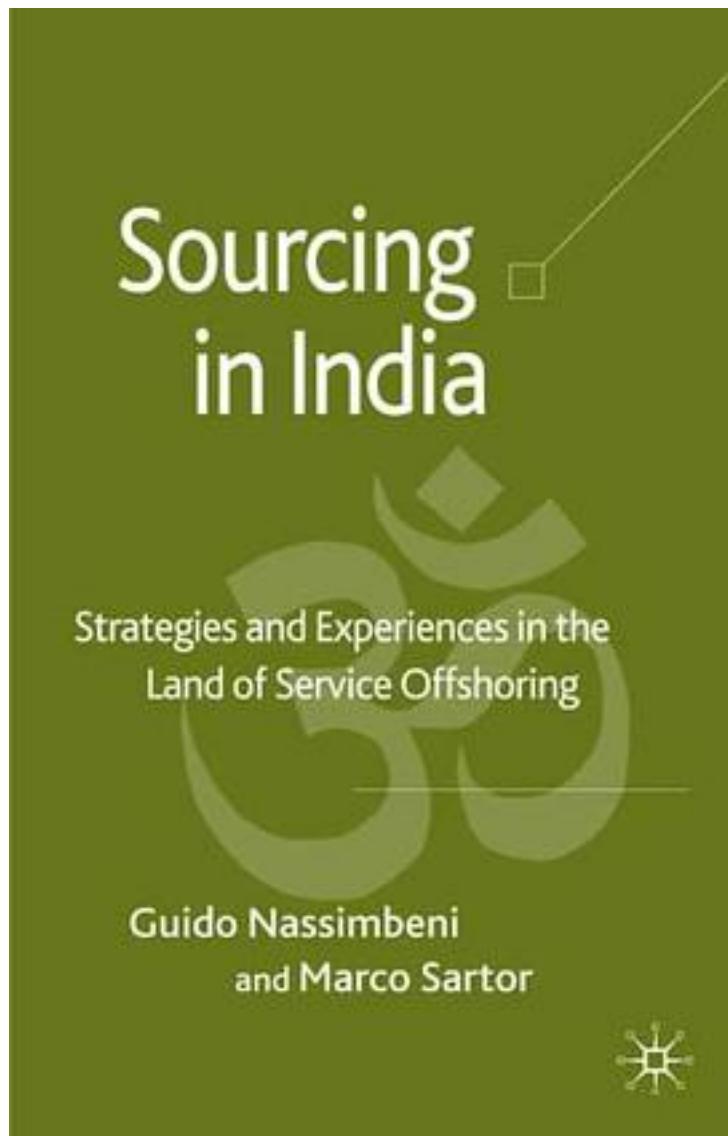


# Sourcing in India



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Ranked as the second most important growing economy in the world, India represents one of the most interesting sourcing and selling markets. A real 'global strategy' cannot ignore it. Using the experiences of leading international companies (including Accenture, DHL and IDS), this book illustrates opportunities, threats and approaches in the management of an offshoring project in India. It clarifies issues concerning FDIs, intellectual property protection and transport/communication, and closes with a detailed description of five in-depth case studies.

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