



Metagyre, Inc.

1249 N.W. Arcadia Ct. * Suite 300
Poulsbo * WA. * 98370
360.697.3386 voice * 360.697.6676 fax

Recently, a country desiring to provide outsourcing services to US businesses commissioned a study concerning offshore outsourcing. As part of that study Metagyre was asked to provide experiential answers to the questions below. Paul Thompson will provide answers to those questions in order for the legislators to understand the issues from an outsourcer's point of view.

1. Please describe your role/job in the off-shore investing industry.
2. How would you define/describe off-shore investing by companies to someone who was unfamiliar with the concept?
3. How would you characterize the environment in the U.S. in terms of companies who are engaging in off-shore investment?
4. What is driving the off-shore investment climate in the U.S?
5. What types of companies are most likely to seek off shore investing opportunities?
6. In what geographic region of the U.S. are these types of businesses most likely to be located?
7. What are the most popular off-shore locations companies invest in?
8. What aspects are critical considerations when companies investigate a location for off-shore investment?
9. Who are the decision-makers with respect to setting up off-shore operations/investment (CEO, Board of Directors, Consultants, Owner etc)?
10. How will off-shore investment for U.S. employees change over the next five years?
11. A country is seeking to increase offshore investment in their country. What steps would you advise them to take?