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The ability to increase scale and/or headcount is one of the key location selection criteria for most organizations (both enterprises and service providers). Whether expanding operations in an existing location or selecting a new location, the fundamental question that companies often ask is, "How much scale can we achieve over 3-5 years?"

This whitepaper investigates several internal/company-specific and external/location-specific factors and their impact on a location's scalability potential, including ways to look at the issue. Typically, companies look for scale achieved by other peers in the same vertical doing similar work to assess scalability; while this approach offers a view of the scalability achieved in the past, it might not be sufficient to estimate a more "realistic" view of future scalability.

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