

India-to-India (I2I) pricing

Everest Group's playbook for enterprises and GCC leaders to unlock value via GCC

Get in touch
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A shift from global, often USD-denominated contracts to I2I contracts in INR – allowing enterprises and GCCs to cut hidden costs, improve governance, deliver savings, and give GCC leaders more control.



Cost efficiency and optimization

Eliminates forex volatility, hedging costs, and remittance charges while enabling better vendor pricing and tax efficiencies



Improved liquidity and cash flow

Local invoicing accelerates cash cycles, improves liquidity, and reduces dependence on global treasury structures



Stronger control, governance and agility

Simplifies contract governance and compliance, while enabling greater operational control, faster decision-making, and easier scalability through localized framework



Everest Group Engage is a **premium-experience educational and networking event** for executives in Global Business Services (GBS) and global sourcing and vendor management.

Everest Group Engage is the number one event focused on tech and business services from the number one tech and business services research firm.



Learn more

www.everestgrp.com
With you on the journey

2026 Conference Theme

The Execution Curve: Turning Strategy into Global Impact

2026 Dallas Conference

Conference Dates

October 5-7, 2026

Location

Renaissance Dallas Hotel Dallas, TX

350+ attendees

from global business services, sourcing, vendor management, CX, and other shared services functions.

2026 Bengaluru Conference

Conference Dates

November 18-19, 2026

Location

TBD

400+ attendees

from global business services and global capability center organizations.

Forward-looking Research and Actionable Recommendations for GBS Organizations

Make confident decisions powered by tenacious research

Everest Group's GBS Memberships and Custom Offerings

Everest Group assists clients in capturing value from their GBS through **memberships** and **focused projects**.

Memberships

GBS membership growth and evolution

- Refine and shape GBS scope and influence
- Strategize market intelligence, business case, and roadmap
- Orchestrate capability build and articulate GBS value

Locations insider membership delivery portfolio optimization

- Strategize workforce, work placement, and location selection
- Streamline operational costs and identify cost-takeout opportunities
- Establish robust business resiliency and mitigate risks

Outsourcing excellence membership value from outsourcing

- Outsourcing model advisory
- Portfolio design and rationalization
- Outsourcing risk management

Key projects

- GBS transition management
- Locations benchmarking
- Cost and price benchmarking
- Work fingerprinting
- Peer intelligence and benchmarking
- GBS performance benchmarking
- Building product operating models in GBS
- GBS persona maturity assessment
- GBS value perception assessment
- Value quantification and articulation

Top 3 provocations in the GCC market

- 1 Transformation spend is rising fast** – are you actually realizing measurable ROI from AI and tech investments?
- 2 GCCs are evolving quickly** – are you still seen as just a cost center, or showcasing your true value?
- 3 Expectations on impact are increasing** – are you credibly tracking, reporting, and communicating real business impact?

If these themes resonate, feel free to reach out to our analysts for perspectives on how leading GCCs are responding.

5,868
Number of offshore/
nearshore in-house GCCs

29%
Share of the
offshore/nearshore
global services
market, that is
GCC model

3.4 million+
FTEs deployed by in-house GCC setups

>60%
New in-house centers set
up by first-time adopters

11-13%
CAGR¹ for in-house GCC
headcount

6%
Year-on-year growth for
in-house GCC setups

~30% Share of the total global workforce,
which includes GCC FTEs in
companies with a GCC model

>75% Offshore/Nearshore
in-house GCCs
located in tier-1 cities

Does enterprise perception align with GBS value?

GBS leaders report a persistent **perception gap** – how they view their value and performance vis-a-vis how enterprise perceive the same.

These misalignments (**unclear expectations, inconsistent engagement, etc.**) can limit GBS' ability to deliver its full potential.

This Everest Group toolkit offers a **self-assessment approach to measure the perception gap** between GBS and enterprise.

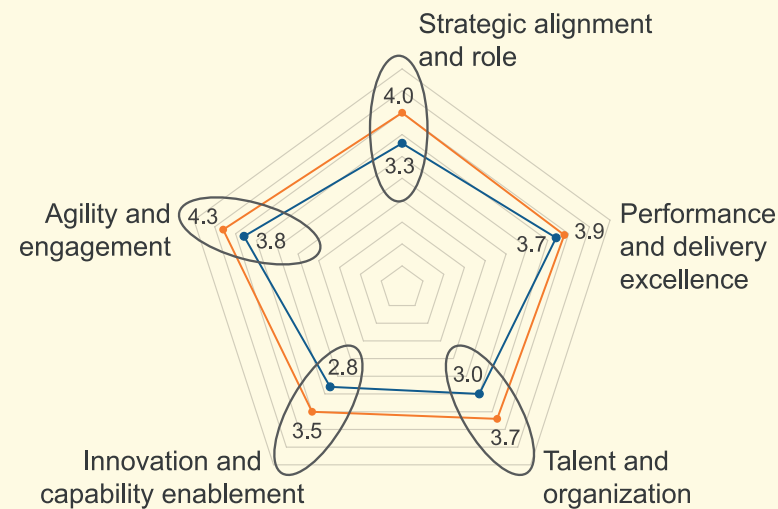
Results from focus group study

— GBS/GCC leaders — Enterprise leaders

Enterprise leaders' perception of GBS/GCC value is **~20% lower** than that of GBS/GCC leaders, with the most important stakeholders being the most disconnected from GBS/GCC leaders.



Participate in the GBS Mindsets Assessment to get a complimentary report (offer only valid for GBS executives).



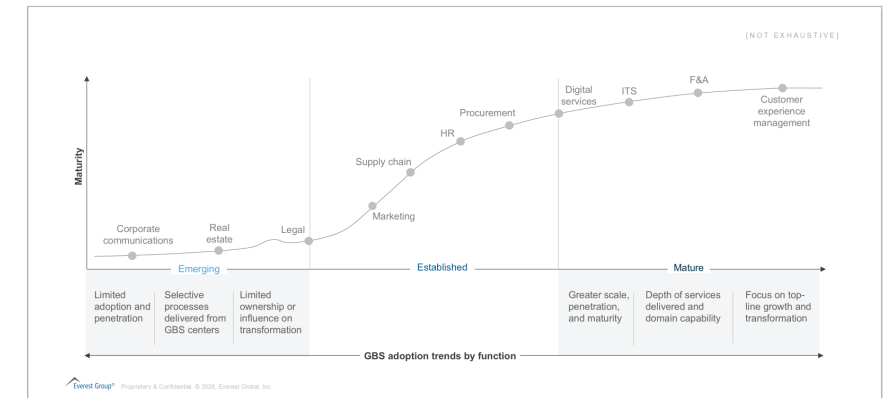
¹ CAGR estimated from Q1 2023 to 2025
Source: Everest Group (2026)

Get a sneak peek into Everest Group published research

Service Adoption in GBS

GBS organizations are increasingly playing a strategic role in corporate functions delivery as enterprises seek greater agility, cost-efficiency, and innovation.

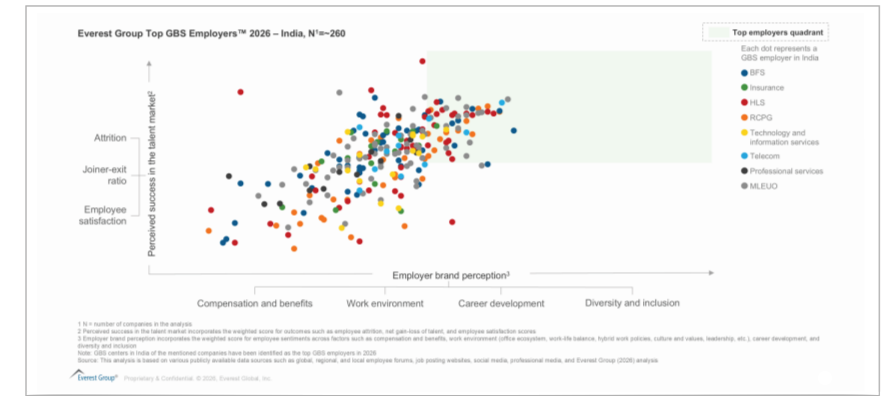
Legal | Marketing |
Procurement | Human Resources |
Finance & Accounting



Reputation Matters in Tech and GBS

Know the top GBS employers in India and get a complimentary copy of the report.

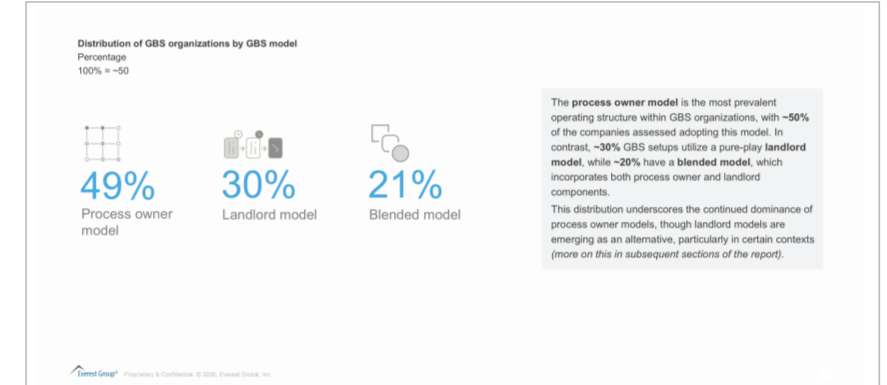
Scan here



GBS Architectures

Explore insights from leading GBS organizations to examine the foundational elements of GBS architecture.

Scan here



GCC setup capabilities in India – PEAK Matrix® assessment

- Competitive benchmarking by evaluating providers on their GCC setup capabilities
- Clear view of each provider's strengths and areas of improvement to understand their relative positioning in the GCC setup landscape



Scan to
know more

