



Pemba
Capital Partners



Outsourced

Outsourced is a leading provider of offshore, outsourced staffing solutions to businesses globally, with a strategic focus on high-skilled, white-collar positions.

BASE CAMP

Dedicated Offshore Staffing

Outsourced

Outsourced partnered with Pemba to accelerate its growth and help drive its ambitious global expansion strategy. Outsourced has scaled to over 1,500 loyal full-time employees across a range of high-skilled disciplines including IT services (e.g. data scientists, programmers and developers), finance and professional services, as well as customer experience.

THE PARTNERSHIP

Since partnering with Pemba Capital Partners (Pemba) in 2022, Outsourced has added over 1,000 billable fulltime staff. Pemba has helped Outsourced manage this hyper growth by assisting with the recruitment of a number of c-suite management to support the founder, completed a strategic acquisition that expanded the business from the Philippines into India, developed a proprietary people management technology system, and organically launched in Columbia, Argentina, Malaysia and Vietnam.

ABOUT OUTSOURCED

Founded in 2012, Outsourced is a premium offshore staffing provider helping companies build world-class, dedicated, remote teams. Outsourced is recognised for its award-winning culture and exceptional staff retention. The company attracts the top 1% of talent through premium facilities, ISO certifications and AI-enhanced recruitment. Outsourced partners with SMEs and multinationals, delivering scalable, high-performing teams that act as a seamless extension of client organisations.

BACKGROUND TO THE PARTNERSHIP

The offshore staffing industry is highly fragmented, with growing demand for skilled, cost-effective and scalable teams. Pemba identified Outsourced as a leading operator in the space and formalised the partnership in May 2022. The partnership has helped Outsourced access capital, networks and strategic support to accelerate global expansion.

Together, Outsourced and Pemba have expanded into five new markets across Asia and South America. With a deep management team and a large addressable market, Outsourced is well positioned to lead industry consolidation and become a leading global provider of offshore teams.

THE VENDOR'S PERSPECTIVE

“Outsourced was bootstrapped and growing fast, but I saw the opportunity to 10x growth with the right partner. Pemba backs entrepreneurs, offering strategic guidance, industry connections, and support while letting founders run their business.”

MIKE LARCHER, FOUNDER & CEO, OUTSOURCED

THE FUTURE

With Pemba's support, Outsourced continues to deliver on its ambitious international growth plan through both organic market entries and via acquisitions to consolidate the highly fragmented offshore staffing industry. By combining premium services with a global footprint, Outsourced is well positioned to become the leading provider of offshore teams worldwide, delivering value to clients, staff, and shareholders.

PEMBA & BUSINESS SERVICES

Pemba Capital Partners is a leading investor in the Australian and New Zealand Business Services sector, with other relevant investments in companies such as Ampion, Stannards, Sequana, ctrl:cyber, Rennie and ConnellGriffin.

Pemba is actively looking to partner with other high-quality opportunities in Business Services. If you are considering external investment and would like to learn more about how a partnership with Pemba works, get in touch at opportunities@pemba.com.au.

PEMBA CAPITAL HAS EXPERTISE IN THE FOLLOWING SECTORS:

Business Services / Technology / Education & Training / Healthcare / Non-Bank Financial Services.



More about Outsourced