

## OUTSOURCING INFO PACK

### North Macedonia

Official name of the country: Republic of North Macedonia (Република Северна Македонија)

Population: 1.8 million

Capital: Skopje (650,000 inhabitants)

Other major cities: Bitola, Tetovo, Kumanovo, Veles, Prilep, Shtip

Official and business language: Macedonian, Albanian, business English

Ethnic composition of the population: Macedonians 64.2%, Albanians 25.2%, Turks 3.8% others 6.8%

Religions: Orthodox 64%, Muslims 34%, Catholics 2%

Currency: Macedonian Denar (MKD)

Average gross salary: 641 EUR

Minimum gross salary: 430 EUR.

VAT: 18%

Income tax: 10%

### Outsourcing to North Macedonia

Having an outsourcing partner that will not only save you money but will give you additional value and even increase your income, any company looking for.

What is your interest:

1. Professional services
2. Full transparency
3. Low costs
4. Tax deduction
5. Time and dedication to limited number of clients

Many companies hesitate to outsource due to distance, control and trust issues. We offer to establish a healthy communication for a full transparency and monitoring to all the processes. We offer confidentiality agreement as a part of any possible outsourcing cooperation.

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#### ABC Consulting

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We give you four reasons why outsourcing to North Macedonia really works:

### **1. Talented and motivated young professionals**

Even though North Macedonia is a small country with a population of only around 2 million you can find a lot of talented and motivated young professionals here.

Plenty of education centers focused on creating well-trained professionals in many areas that are competitive in the market.

### **2. High English language proficiency**

Do you have trouble finding an outsourcing partner that possesses English proficient staff?

North Macedonia is known to have a high rate of English proficient people. Children start learning English from early ages. English is a mandatory subject in primary and secondary schools in North Macedonia and lot of education centers that offer English and Business English courses. Our English is with no unique accent, gives the opportunity to avoid misunderstanding and possible language barriers.

### **3. Just a few hours away from most European cities**

Do you want to be a 2 hours flight away from your partner? Would you like to be in control of what is happening with your projects? Do you want timely updates – at the fraction of the second of any issue? This is where location matters. Skopje is in GMT +1 hour time zone.

Being located in the heart of the Balkan Peninsula, North Macedonia is the perfect spot to start looking for your next outsourcing partner in Europe. Low cost flights to many destinations makes it easier and flexible for travel.

### **4. Great quality-price ratio and low taxes. Cost reduction**

Skilled employees for a low price. This is another big reason why you should consider outsourcing to North Macedonia – it really works and lot of successful companies have decided to outsource here.

Basically, you get your work done for a lower price by people with experience and skilled expertise. You also skip the costs related to hiring, health insurance and vacation pay and all related taxes in your country. To make it short, you get quality at a lower price compared to your country, and you are free from all the problems that might appear while you are searching for an expert in the field.

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Thank you for your time and consideration!

Looking forwards for a very successful cooperation.

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