Concluded (part 2)

**Outsourcing firm continues robust growth after its founding in HSP**

By Yang Cheng

An Illustration of a water treatment and scenery project along with the Binh’s Nest located by sewage, covering 1,000 sq m.

**Wang Xa, vice-president of leans the language barrier.**

Wang Xa, vice-president of iSoftStone says that China Daily that Capinfo has had a sound business performance in the past year, with average annual sales of more than 300 million yuan. The company has made a profit of about 50 million yuan last year. He pointed that Capinfo will maintain its annual sales of 50 percent in the future.

"Our sales revenue in the second half of 2009 is expected to grow no more than 30 percent year-on-year," said Wang. "Sales growth keeps the financial results to a large degree to the nature of our businesses, which are mainly based on the rigid domestic demand. In fact, we are very optimistic about future domestic demand, which will present huge opportunities for our company."

"As long as we can meet the customers’ needs with satisfying service, our company will have social progress," Wang said. "We are facing challenges, and the biggest of which is in the 30-30 percent annual profit compared to our counterparts that have annual growth of 40-50 percent.

Despite the challenges, Capinfo's business model allows it to secure significant orders, which allow for a competitive advantage.

"Because of high quality service and our strong performance, the clients are looking for Capinfo to do more business with us," Wang said. "We always try to meet the customers’ needs with satisfying service, which is the key to our success.

"We are always trying to learn from our customers’ business model, and we are always trying to develop new business models to improve our competitiveness."