

Everything You Need to Know About Outsourcing to Canada



Looking for an outsourced solution that offers onshore quality at an affordable price? Canada is the perfect choice – here's what you need to know to make an informed decision.



Attractive Exchange Rate

The US Dollar is strong, giving American businesses a lot of buying power outside their borders. Plus, the exchange rate of 1 US Dollar to approximately 1.30 Canadian Dollars has remained fairly steady for years and is projected to stay that way for the foreseeable future. So, you can get more bang for your buck when you spend it in Canada.



World-Leaders in Education

More than half of all Canadians have a college or university degree – one of the highest rates in the world. While the US is close behind, 42% of adults with a degree, there's no denying that the Canadian labor pool is rich with talent.



Accessible Talent Pool

Canada's unemployment rate is 5.8% with a labor force participation rate of 65.9%. These are higher rates than the US, making Canada's labor market attractive. On the flip side, the US struggles with "full unemployment" at under 5%, resulting in talent shortages across most industries.



Affordable Cost of Living

Cost of living is a key factor to consider– it impacts the quality and affordability of the employees on your program. In Canada, cost of living is 3.74% lower than the US while rent is 25% lower.



Home Away from Home

Traveling to metropolitan Canada is no harder than traveling to any US city. In fact, most major Canadian cities offer daily direct flights to major US hubs. It's easy access for onsite visits both before and after kickoff.

Eye on Halifax, Nova Scotia

Halifax is a city of about a half a million people and the major economic center east of Montreal.

Unemployment rate:

a comfortable 6.6%

Education rate:

70% of adults have completed a post-secondary degree or certificate.

Cost of living:

71.33 (vs 100.0 in New York, 79.21 in Chicago, and 78.35 in Los Angeles) It's an affordable place for entry-level workers to live.

Accessibility:

Daily direct flights to major US cities. For example, Newark is a two-hour flight from Halifax. Preclearance of US customs in Halifax makes travel back home a breeze.

What You Need to Know About Doing Business in Canada



You Need a Passport

We're one of your closest neighbors, but the 49th Parallel is still an international border – that means you'll need a valid passport to enter the country.



Taxes Are Determined Case By Case

Whether or not Canadian taxes are applied to US-based clients for services provided by Canadian companies depends on the client's specific operational landscape. Ask your potential partner for clarification on what, if any, Canadian taxes could apply in your circumstance.



You Can Be Billed in US Dollars

Many Canadian businesses, including Blue Ocean, like to make it easy for US clients and your processes and budgeting by billing in US Dollars.



Exchanging Funds Is Easy

Automatic Funds Transfers (AFT) make exchanging funds between you and your Canadian outsourcer simple and straightforward.



Adherence to US Privacy & Security Standards is the Norm

Both Canada and the US have robust regulations to protect personal and corporate data. You can expect your Canadian partner to be able to comply with US privacy requirements, including PCI, Safe Harbors, PIPEDA, HIPAA, and more. For our part, we rarely (if ever) store client customer data. Our data strategy is founded on customer data being stored on client servers. In addition, if it's required, Canadian citizens can, and do, complete US-specific background checks as part of standard pre-employment security clearances.