

Nash
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Driving innovation through partnership

We believe transparency, trust and communication are central to the success of long-term partnerships. When you partner with NashTech, we become an extension of your team and totally align ourselves with your business mission, goals, values and culture.

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NashTech: the power of collaboration in digital transformations

Formed more than 20 years ago, global technology solutions business, NashTech, builds collaborative partnerships to help organisations' digital journeys

Since starting out more than 20 years ago, NashTech's mission has been to create the best solutions powered by excellence in people and technology.

"NashTech provides technical solutions, whether that's supported by people, process or technology, from primarily an offshore delivery capability" explains Paul Hunt, NashTech's International Pre-Sales Director. "These solutions are combined with a blended model of nearshore colleagues who can help support each customer's unique needs."

An example of how NashTech collaborates with its partners

comes through its relationship with the legal firm, Pinsent Masons, comments Tom Lee, a Director at NashTech. With Pinsent Masons looking to embark on a digital transformation, discussions began to take place on how NashTech could support the legal firm's goals.

"Pinsent Masons did have experts internally, but they wanted to partner with an organisation which could really help supercharge that transformation," Lee explains. "Now, we have a couple of teams working for Pinsent Masons, largely involved in developing new products and helping them differentiate themselves from other law firms."

For NashTech and Pinsent Masons, the future is looking exciting. "We're building new products which haven't been built before, and that's not an easy undertaking," explains Lee. "Working in an open and collaborative way has enabled us to effectively develop new products at speed, enabling Pinsent Masons to recognise the successes they're seeing from their digital transformation journey."

As Hunt explains, building partnerships based on trust is hugely important. "Trust doesn't come at the start," he says. "It comes out of development and it comes out of good delivery."

"It is an important strength of ours that we go on the transformation journey with our customers because technology's moving quickly," concludes Hunt. "There are all sorts of things coming into play but who better to join you on that journey than a partner you can truly collaborate with?"

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