

How a legal SaaS company gained an offshore Ruby on Rails team and launched a new product

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17-person
team of in-demand specialists

34% average savings
per role compared to hiring in the US

New serverless product
launched and continuously developed

Nextpoint

Nextpoint is the leading cloud-based eDiscovery platform that enables legal organisations to review documents, find information, filter data, and streamline legal documentation.

LOCATION: **CHICAGO, US**

INDUSTRY: **Legal SaaS**

NUMBER OF EMPLOYEES: **85+**

PARTNERSHIP SINCE: **2022**

CHALLENGE

Nextpoint needed specialised developers for its unique tech stack. Finding and training candidates took time, and they were often poached by tech giants with more recruitment pull. They had tried outsourcing before, but the results didn't match their standards. Candidates lacked skills, had poor communication, and weren't integrated well with the company.

SOLUTION

Nextpoint agreed to let The Scalers source potential candidates with zero upfront costs. They were instantly impressed by the quality of talent that The Scalers found and soon had a dedicated team of 6 Ruby on Rails Developers and one AWS Developer.

The new team onboarded faster and ramped up quicker than their US counterparts, so Nextpoint decided to expand to a team of 11 by the end of 2023, adding a Scrum Master and additional developers. This provided Nextpoint with a stable development pod that they had desired and led to increased development velocity.

Over the next two years, Nextpoint continued to expand its team, adding more frontend, AWS, and junior Ruby on Rails developers. Two Senior Developers were promoted to Associate Tech Leads with a path towards becoming Tech Leads. This is part of Nextpoint's move to increase independence and allocate more research responsibility to the Bangalore team.



ROLES:

Lead Ruby on Rails Developer | Senior Site Reliability Engineer | AWS Developer | Front-end Developer | Mid-level Ruby on Rails Developer | Junior Ruby on Rails Developer | Project Manager | People Ops Manager |

Dec 2022

2023

2024

2025

Agreement signed

Initial team of 7 fulfilled

New serverless solution launched, team expanded to 11

Team expands to 17, two members promoted to tech leads

RESULTS

Nextpoint's Bangalore team has allowed the company to deliver more impactful updates faster. This is thanks to the increased stability and scale of their development team due to the availability of talent and higher retention rates. These new roles have an average savings of 34% compared to hiring in Chicago and have provided the skills needed to launch and develop a new serverless solution.



The quality of service from The Scalers is unmatched. We've been extremely happy with the talent we've been able to onboard. The one-stop nature of The Scalers going beyond just recruitment has been key for our success, and they're great people to work with, too.



Katy Herforth, Director of People Operations, Nextpoint



TOP RATED ON Clutch 4.8 RATING

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