



# Offshoring2PH

Virtual Staffing Made Easy.

A DIVISION OF  CALANOG  
Management Corporation



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# MEET OUR FOUNDER

## Paolo Carlo Calanog, PHD

Paolo is a disciplined operator, not just an entrepreneur.

With over 15 years of experience building and scaling BPO startups and co-managed offshore portfolios, he understands what most founders overlook: execution discipline drives profitability. His background spans customer service, tech support, telesales, lead generation, talent acquisition, and full-scale operations management – not from theory, but from the ground up.

He started and scaled EXIGO Process Solutions from a five-person team to a 100-FTE operation in just two years, serving primarily US-based clients. That growth wasn't accidental – it was built on structure, performance metrics, and margin control.

In 2017, he founded Offshoring2PH, a staff augmentation and offshore consulting firm serving international clients. The company generates over USD 600,000 annually in consulting and outsourcing contracts by helping founders install structured offshore teams that reduce costs, increase capacity, and protect profitability.

Paolo doesn't just talk about scale.

He builds the systems that make it sustainable.



# WHY CHOOSE US...

## The Offshoring2PH Advantage

With over 50 years of combined experience across multiple BPO verticals, the Offshoring2PH team doesn't experiment with your operations – we execute with precision.

We deliver structured, best-in-class service delivery designed for SMEs, solopreneurs, and startup founders who need scalability without operational chaos. Our solutions aren't generic staffing placements. They're engineered systems – cost-effective, performance-driven, and tailored to your actual growth stage.

We help founders harness offshore outsourcing the right way: by installing reliable, accountable remote operators at a fraction of on-site payroll costs – without sacrificing standards. The result is simple and measurable: expanded team capacity, controlled manpower expenses, and operational efficiency that supports real growth.

Offshore isn't about cheap labor.  
It's about smart leverage.





# WHAT WE DO...

Most founders don't need more people – they need leverage.

Offshoring2PH builds remote leverage for US-based founders who want to scale without bloating payroll. We help startups and small businesses install offshore operators into critical support functions such as customer service and after-hours coverage, lead generation, executive and virtual assistance, web design and development, digital marketing, social media management, graphic design, data management, email and chat support, accounting, and bookkeeping. If it can be done remotely, we build the structure to execute it properly.

We don't just "provide staff." We help you identify leverage roles inside your company, define measurable outcomes, set KPIs, and install reporting systems. Our operators are co-managed, meaning we handle HR, administrative oversight, and performance tracking to ensure deliverables are met – without adding management headaches to your plate.

You stay focused on strategy and growth. We build and manage the execution layer. The objective is simple: lower fixed payroll, increase operational capacity, and protect founder time – so you can scale without breaking your margins.



# 50-75%

## COST SAVINGS

Clients who work with Offshoring2PH typically reduce operating costs by 50-75% on functions that would otherwise require on-site hires. That's not a discount play – it's margin expansion through structured offshore execution.

Our pricing and contracting model isn't one-size-fits-all. We assess your current team structure, growth trajectory, and budget realities before designing a solution. The goal is alignment – not just affordability. We build offshore capacity that fits where your business is today and supports where you're taking it next.

Cost savings are the entry point.  
Strategic scalability is the objective.



# CLIENT TESTIMONIALS



JOHN MCCUMBER

BCM Direct

I have had success with Paolo and his team on numerous assignments over the past 10 years. The team at Offshoring2PH is nothing short of amazing.

Highly professional, affordable, flexible and scalable. Their willingness to please is second to none. Impeccable verbal, written, social and analytical skills that I have come to rely upon for my needs today and in the future. You will be very well served by Offshoring2PH, I guarantee it.



ERIK MCMILLAN

Genemco Inc.

I would highly recommend Paolo and his team at Offshoring2PH to help with almost any task or project you need help with. I have worked with them on a few major projects and tasks for a year and their staff has become a special part of our extended team. I've used their help on the following so far: data entry, data manipulation, image editing, image enhancements, bookkeeping, personal assistant and QA. I look forward to adding additional ideas like content creation, lead generation and more. Do yourself a favor and start with a small project. You'll soon see you can trust Paolo to find the correct staff for any project or task you might need help on ... at a budget you can easily afford. What have you got to lose?



ROB LABUTIS

Robski Enterprises

Great team! Paolo and Bernice are always ready to assist with any concerns. That, coupled with really affordable rates and superb quality, makes for a really good firm to outsource some of your company's tasks to. I would recommend using their services.

# OUR SERVICES

## CONTACT CENTERS

- Customer Service
- Order taking and processing
- After Hours Answering Services
- Appointment Setting
- Surveys

## VIRTUAL ASSISTANCE

- Admin functions
- Reporting
- Virtual Receptionists
- SEO
- Social Media Management
- Email and Chat Support
- Accounting and Bookkeeping

## TECHNOLOGY

- Web Development
- Web Design
- Graphics Design
- Content Writing
- Ui/UX Development
- Remote IT Support
- App Development
- Software Development
- Dialer Setup and Administration
- Server Administration and Maintenance

## LEAD MANAGEMENT

- Salesforce List Cleansing
- Lead Management
- LinkedIn Lead Generation
- Web Research

## CONSULTING

- Setup of Offshore Operations (Build, Operate and Transfer)
- Call Center Seat Lease
- Vendor Selection for Onsite Operations
- VOIP/ Dialer
- Digital Marketing

*Pricing starts at USD 6.00 depending on skill-set, experience, required manpower volume and other client specific requirements.*



# ENGAGEMENT MODEL

We operate on a disciplined three-step engagement model designed for founders who value structure over guesswork.

**Consult.** We don't rush placement. We study your business model, revenue engine, operational bottlenecks, and growth objectives first. Then we design a solution – roles, structure, pricing – that integrates into your existing systems and aligns with your budget and trajectory.

**Implement.** We don't just deploy remote staff. We install oversight. Our management team supervises execution, tracks deliverables, and ensures offshore functions are operating efficiently – without adding another layer of complexity to your plate.

**Evaluate.** Execution is continuously reviewed. Our management team works alongside you to assess performance, refine processes, and optimize output. The objective isn't just satisfaction – it's sustained operational improvement.

This isn't outsourcing and hoping it works.  
It's install, manage, optimize.



# CONTACT US

## WEB

[www.offshoring2ph.com](http://www.offshoring2ph.com)

## WHATSAPP

+63 919 004 1303

## EMAIL

[info@offshoring2ph.com](mailto:info@offshoring2ph.com)

