



Nearshoring Is the Smart Response to Rising H-1B Costs

By Mike Peinado, Managing Director, TechBridge IT

Recent changes in U.S. H-1B visa fees are already pushing companies to rethink how they access global tech talent. With [the cost to sponsor new H-1B visas now soaring to \\$100,000](#) for new petitions, many organizations are asking whether it still makes sense to rely on foreign workers relocating to the U.S. The answer increasingly is no.

What Nearshoring Means Now

Nearshoring has shifted from being an “alternative option” to a strategic response to market pressures. As U.S. companies face steep visa costs, ongoing talent shortages, and rising operational expenses, more are looking to Latin America as a reliable talent hub. Industry data shows that nearshore outsourcing in LATAM is expanding by nearly [20 percent annually](#), driven by demand for real-time collaboration and proximity.

With new U.S. visa fees and evolving sponsorship requirements, many companies are re-evaluating how they source and retain technical talent. Nearshoring not only avoids rising immigration costs but also delivers predictability and stability in workforce planning. It enables access to skilled professionals in closer time zones while maintaining cultural alignment and operational flexibility.

Unlike offshore models that operate on 8–12 hour time differences, nearshoring allows for real-time collaboration with U.S. teams. This translates into faster decision-making, stronger cultural alignment, and higher productivity. LATAM’s tech workforce also brings the advantage of bilingual consultants, growing national tech ecosystems, and increasingly secure facilities that meet enterprise requirements.

The result is a model that balances cost efficiency, agility, and stability. Many global providers are expanding their LATAM presence, and U.S. companies that move quickly will gain first-mover advantages in access to talent. TechBridge IT has seen these benefits firsthand in our own nearshore operations, which give clients the ability to scale teams rapidly while maintaining strong performance.

How TechBridge IT Helps

At TechBridge IT, we have built our nearshore model around exactly these needs. Our teams in Mexico and LATAM deliver:



- **40–60% lower cost compared to U.S. resources** while maintaining higher productivity
- **Attrition under 10%** over the last five years, ensuring long-term continuity
- **Qualified candidates within 72 hours**, supported by best-in-class sourcing and vetting
- **Bilingual consultants and secure facilities** embedded in established tech ecosystems

Looking Ahead

For many organizations, rising H-1B costs are the wake-up call. Nearshoring is not just a cost play—it is a strategic imperative for long-term growth and stability.

If you are exploring alternatives, now is the time to lean into nearshoring. TechBridge IT is ready to make it a competitive edge for your business.

Mike Peinado, Managing Director

As the Managing Director at TechBridge IT, Mike collaborates with internal staff, consultants, and clients to deliver innovative solutions and secure critical IT talent. Leveraging over 25 years of experience in the staffing industry, he specializes in nearshore capabilities to support IT initiatives, as well as new office and territory development.

Mike's consultative approach to problem-solving, business strategy, and process optimization has earned him high regard from both staff and clients. With expertise spanning United States and Mexico, he provides businesses with top-tier technology consultants through TechBridge's near-shore team building and TN visa processing services. Mike's dedication to customer satisfaction and personable management style are hallmarks of his professional career.