

## WHEN COMPANIES NEED TO:

- Rectify troubled sourcing relationships
- Identify cost savings
- Perform contractual adjustments
- Improve performance
- Avoid costly contract renegotiations

# 360 Contract Remediation

*A Service Offering by WillowTree Advisors*

Improving the Success Rate of Outsourcing Agreements

WillowTree provides services to remedy troubled outsourcing relationships. Our 360 process focuses on righting the ship and avoiding costly contract renegotiations. We focus on five major dimensions:

- Process Maturity
- Organizational Maturity
- Service Quality
- Service Costs
- Contract Relevance

We focus on these essential business outcomes:

- Improved relationship
- Improved performance
- Optimized cost savings
- Practical course of action
- Avoidance of contract renegotiations, breakage and recomplete if possible

Our team has worked with many local and global firms to identify the key issues and roadblocks preventing success, to identify opportunities for cost savings, evaluate the processes and identify needed changes, create a focal point for improving and maintaining the relationship, and designing a “revitalization program” that addresses the issues and identifies remediation steps.

Our advisors have over multiple industries, manufacturing, utilities, and state address your business team of experts in operational processes, and



20 years experience with including financial services, ties, health care pharmaceuticals, and local governments. To goals, we bring together a sourcing agreements, operational change management.

Our experts have negotiated hundreds of outsourcing agreements. Our insights and experience speed the process and help save time and money.

Kathryn Douglass,  
Managing Partner

3773 Cherry Creek North Drive #575  
Denver, CO 80209

Phone: 888.998.0008  
Fax: 888.233.1472

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

**willowtree**  
ADVISORS