

WHEN COMPANIES NEED TO:

- Identify Sourcing Strategy
- Develop business cases for sourcing
- Perform sourcing cost / benefit analysis
- Prepare for a sourcing project
- Determine the best service delivery model for current in-house services
- Consider various sourcing model options
- Conduct an outsourcing project
- Negotiate an outsourcing agreement with a vendor
- Manage the contract after signature
- Work through a transition

360 Outsourcing Services

A Service Offering by WillowTree Advisors

Improving the Success Rate of Outsourcing Agreements

WillowTree provides services to assist clients in all aspects of outsourcing strategy, decision making, supplier selection and transaction management. Our process focuses on building a framework for success of an outsourced service delivery model. We focus on five major dimensions:

- Building a Successful Outsourcing Strategy
- Getting the House in Order
- Managing thru the Selection and Negotiations Process
- Assessing and Reducing Risk
- Preparing the Team for the Future

We focus on these essential business outcomes:

- Best relationship fit
- Best organizational fit
- Best financial fit
- Best service delivery model fit
- Empowered and knowledgeable team members

Our team has worked with many private and public sector clients to help them understand the options for using outsourcing to improve their service delivery model. We help clients assess their current state and desired state, identify business drivers and business success of outsourcing, and develop a strategy and plan to achieve right suppliers, to develop agreement, our team get the best fit for their needs.



Our advisors have over 20 years experience with multiple industries, including financial services, manufacturing, utilities, health care pharmaceuticals, and state and local governments. To address your business goals, we bring together a team of experts in outsourcing agreements, technical infrastructure, business processes, and organizational change management.

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