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With the title of "Vested Outsourcing - Five rules That Will Transform Outsourcing", and having been in the business of selling outsourcing or some other type of business service for most of my career, this book was a must read for me - Kate Vitasek is really onto something.

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Discussion on the 5 rules you should be concerned with in establishing your outsourcing relationships. Study presented by

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This work is based on Vested Outsourcing: Five Rules that Will Transform Outsourcing and The Vested Outsourcing Manual, published by Palgrave MacMillan in 2010 and 2011, respectively. SO. 5,1. 4.

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The University of Tennessee unlocked the secrets of the most successful outsourcing deals in the following Five Rules of Vested: 1. Focus on outcomes, not transactions. This rule is essential because it anchors

your business model on the outcomes versus transactions or activities.

5 rules of Vested Outsourcing in Facility Management

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The research identified five things in common across all of the highly successful outsourcing relationships studied: Focus on outcomes, not transactions. Focus on the "What," not the "How." Agree on clearly-defined and measurable outcomes. Optimize pricing model incentives for cost/service trade-offs. Insight, not oversight governance structure.

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We call these the 'Five Rules of Vested Outsourcing'. Rule #1: Focus on outcomes, not transactions Many conventional outsourcing arrangements are built around a transactional model.

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If you have followed our work at the University of Tennessee, you know we promote a Vested Outsourcing philosophy that relies on Five Rules to help achieve mutual goals and economic alignment between companies and their service providers. If you missed it, please follow the links above.

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This shared-value mindset is the basis of a Vested agreement. The parties must agree upon a "Desired Outcome" that can be objectively measured to determine if the relationship is successful. This outcome can include cost reductions, revenue increases,

schedule improvements, increased market share and better levels of customer service .

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Vested Outsourcing: Five Rules That Will Transform Outsourcing

It is a critical enabler for Outsourcing 2.0." "Frank Casale - CEO, Outsourcing Institute ""Vested Outsourcing nails how to get collaboration right." "Todd Shire -Global Logistics Sourcing Strategy Manager, Intel" "Applying "Vested Outsourcing"'s Five Rules has the power to change the game of outsourcing."

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□A Methodology- The Vested methodology involves following Five Rules supported by 10 contractual elements that formally documents the operating norms, economics and governance business partners need for success. Partial implementation will lead to the 10 Ailments of Outsourcing and a smaller pie for both parties;

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