

Get Ready Before You Outsource to Reap the Full Benefits!



How ORA Works

Our service puts unbiased, experienced outsourcing experts on the ground within your organization with no agenda other than to ensure that if you do decide to outsource, your decision will be rewarded to its full potential. Our team has no downstream business to gain from whether you elect to outsource or not, or which provider you choose.

Our sole objective is to help you realize the full benefits of outsourcing, through four interlocking layers of analysis:

1. **Portfolio analysis** to define, prioritize and package the specific functions and applications for consideration by outsourcing vendors.
2. **Financial analysis** to determine where you spend the most today and where you will save the most tomorrow.
3. **Operations analysis** to assess completeness of your standards for documentation, testing, escalation, investment approval, knowledge transfer and more.
4. **Organization analysis** to determine who does what and how well, as well as the cultural and resource control issues that must be addressed when functions and applications are outsourced.

Outsourcers love to promote the many benefits of outsourcing – the labor savings, the reductions in fixed costs, the flexibility to scale quickly or redeploy capital for high-growth opportunities.

What they fail to point out is that if your organization isn't ready for outsourcing *operationally, organizationally and financially*, none of the promised benefits will materialize as quickly or fully as advertised.

An Outsourcing Readiness Assessment (ORA) from Market Strategy Group provides the necessary reality check. Using an ORA before you outsource gives you a realistic appraisal of actual savings and benefits to expect, and how to reap the full benefits as quickly as possible.

The Outcomes

An Outsourcing Readiness Assessment from Market Strategy Group results in detailed and specific recommendations for:

- What you can reasonably expect to achieve and save from your outsourcing strategy
- The timeframe in which savings and benefits can be anticipated
- The most effective way to redeploy savings
- The technological, financial, operational and organizational steps required to realize savings and reduce or eliminate risks
- The right plan for proceeding, given the limitations of reality

The Next Step

Appropriate for any organization considering a move toward outsourcing, an Outsourcing Readiness Assessment can be completed in as little as four weeks while creating significant and lasting value.

Learn how an Outsourcing Readiness Assessment from Market Strategy Group can help your organization reap the full benefits of outsourcing. Contact John Ebersole, Partner, at 312-356-5704 or John.Ebersole@mkt-strat.com.



*We help clients set plans,
drive results and pinpoint performance gaps.*