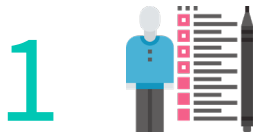


WE WORK WITH YOU TO DEVELOP A BETTER APPROACH TO YOUR CURRENT OUTSOURCING DEAL

Our deep experience and unique approach can improve any IT outsourcing deal. Many IT organizations don't think about deal renewal until it's too late. Our deal renewal and outsourcing approach unlocks hidden value to give you a sustainable global IT talent management strategy.



WE BEGIN BY GATHERING DATA AND BENCHMARKING YOUR EXISTING DEAL

We begin by understanding the financial details of your current approach to identify value and highlight opportunities. Understanding what you get for what you pay will provide a baseline for understanding both the service and financial impacts of change.



WE WORK WITH YOU TO EXPLORE OPTIONS THAT DRIVE IMPROVED RESULTS

Developing options is the key to finding leverage. We help construct models of different deal types and team structures that might align better with your goals.



WE PREPARE A DETAILED VIRTUAL CAPTIVE OPTION AND COST MODEL

Show how an alternative approach might work. This will give you confidence in the cost data and provide maximum leverage with incumbent vendor negotiations. Most deal advisory firms focus on the contract and won't help you build an alternative. We say:

"if you don't have a viable alternative, you aren't negotiation, you're begging."



WE EVALUATE THE RISK AND IMPACT OF CHANGE ON THE BUSINESS CASE

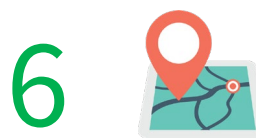


We then use a risk framework to assess difficulty, risk, capability impact, and financial impact of potential changes. Sometimes a desirable approach might be too risky. This approach uses the potential impacts of proposed changes to set expectations and a plan going forward.



WE HELP NEGOTIATE YOUR CONTRACT

Some advisory firms begin with the contract which is how you end up with overly complex deals that are hard to manage. We believe in defining the right approach and outcomes first and work with your legal counsel to make the deal structure fit your needs.



WE PROJECT MANAGE CHANGES TO ACHIEVE RESULTS

Execution eats strategy for breakfast. Managing changes to your core talent pool is both art and science. We understand the people dynamics of IT talent and apply rigorous project management to achieve your business results.