

# Increased agility through selective sourcing strategies



BearingPoint supports leading local and international companies in defining, implementing and optimizing sourcing transactions. Through a professional workshop, we provide our clients with an assessment of their current sourcing landscape and offer valuable insights into current market dynamics.

## Overview

While nowadays the key factors in ensuring the successful implementation of any sourcing initiative may be widely known, they invariably end up being neglected.

BearingPoint has developed a comprehensive approach to support your company from the definition through to the implementation of a sourcing strategy.

This approach is fully-scalable and can be adjusted flexibly to the unique requirements and level of sourcing maturity of your company.

During the workshop, our outsourcing specialists will, together with you, establish the factors that are crucial for ensuring the success of any sourcing transaction. Your team will gain a shared understanding of the field of sourcing and get to know relevant methodologies, tools and practices. We will provide you with insights into current market

trends and present state-of-the-art sourcing models.

As part of the workshop, we will assess the current sourcing landscape of your organisation and identify together with you the sourcing potential in your organization.

## Workshop modules

The workshop features four half-day modules structured along four topic areas:

- Module 1: Defining a sourcing strategy
- Module 2: Finding the right business partner in the marketplace
- Module 3: Managing the transformation process
- Module 4: Ensuring success

Depending on the individual starting position of your organisation, the modules can be ranked according to your needs. You decide which area(s) you will focus on.

- Are existing sourcing contracts proactively reviewed across the entire life cycle of the business partnership?

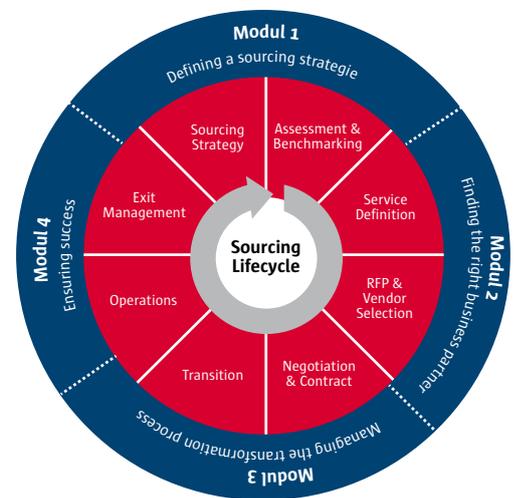
The BearingPoint Sourcing Readiness Assessment Framework allows you to evaluate the sourcing landscape of your company. During the workshop, we review your company's existing sourcing approaches and jointly identify a tailored sourcing strategy.

### Module 1 – Defining a sourcing strategy

Today, companies in all industries are subject to constantly changing conditions in their external and internal environment. Regulatory requirements, increasing competition, declining customer loyalty and shrinking margins are only some of the factors that force companies to rethink their traditional operating model. One way to react to the constantly changing environment and to increase operational efficiency, agility and flexibility is to define a tailored (company-specific) sourcing strategy.

Ensuring the flexible delivery of services often requires a mix of internal and external service providers. However, the efficient management of these service providers poses new challenges:

- Does your sourcing strategy incorporate an appropriate balance of external and internal service models?
- Are your employees effective in working together with and managing external service providers?



The workshop modules cover all phases of the sourcing lifecycle

During the first modul, we will work together to achieve the following:

- Review of your corporate strategy as it relates to the business unit strategy

- Definition of your sourcing strategy
- Current situation of your organisation with regards to organisation, processes, operating model and infrastructure
- High-level assessment of (out-) sourcing potential
- Identification of ways to optimize your sourcing mix.

## Module 2 – Finding the right business partner in the marketplace

Today, companies have to choose amongst offerings in a heterogeneous services market. Besides a number of global service providers and providers that offer a broad range of services regionally, many local niche players exist that are specialists in their field. Identification of the right sourcing partner is critical to ensuring the successful implementation of your sourcing strategy.

We will support you in choosing the right service provider for your company. During the workshop we will define together with your subject matter experts your company's ideal sourcing mix. Our BearingPoint specialists will share their market insights, and provide you with an overview of the most common-encountered sourcing models in your business sector.

By the end of the workshop, you will have obtained:

- Knowledge of sourcing models specific to your business
- Definition of key requirements for the selection of suitable service providers
- An initial list of potential sourcing providers.

## Module 3 – Managing the transformation process

No two companies are the same. Therefore, it is vital to define a proper plan for any sourcing-related activity. Based on our experience, a thorough scoping of services is crucial to ensuring the implementation of your sourcing strategy and the success of your sourcing transaction. Once offers have been collected from potential service providers, these have to be assessed in a transparent, 'apples-to-apples' manner. By choosing the right business partner and contract model, you can influence the success of your future collaboration.

We will show you how you can overcome common pitfalls in any sourcing transaction. Using case studies, we will walk through a sourcing transaction end-to-end. We will discuss with your subject matter experts common challenges concerning the

interaction with external service providers during the Request for Proposal process. You will get to know solutions for the successful implementation of sourcing strategies. Together with you, we will develop a sourcing roadmap that is aligned to your corporate strategy.

Upon completion of the workshop, we will have accomplished the following:

- Strategies for success and recommendations for the implementation of sourcing transactions
- Insight into common sourcing models and case studies
- A high-level sourcing roadmap tailored to the current context of your company.

## Module 4 – Ensuring success

Upon arriving at a decision to outsource and the completion of the respective sourcing transaction, additional skills are required from your employees. Managing sourcing partner relationships successfully over the long term requires continuous performance monitoring. It is only during the course of any business relationship, that its actual strength becomes evident. Besides monitoring the quality of the service delivered – that is, active contract management – integrating the external partner and right-sizing your organisation become crucial.

Through BearingPoint, you have access to a global network of specialists with long-term experience in outsourcing as well as in provider and contract management. Many of our business transformation projects could also serve as reference models for the right-sizing of your organisation. Furthermore, we will discuss an appropriate sourcing governance that will enable you to work together with your outsourcing partners in a structured manner.

The fourth workshop module is especially important when you are already managing outsourcing business partnerships. Through this module, you will obtain:

- A better understanding of the appropriate size and structure of your retained organisation
- An overview regarding the appropriate sourcing governance model
- A first draft of a performance management framework

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## Contact

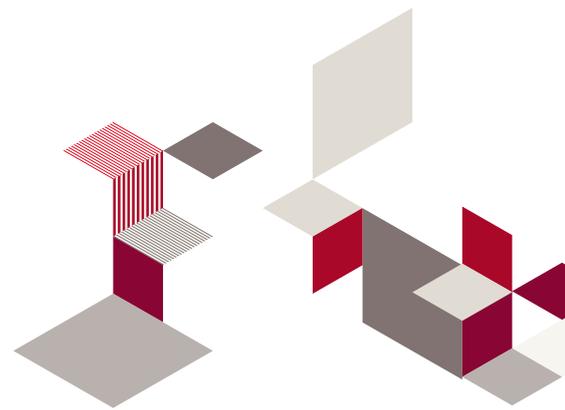
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## About BearingPoint

BearingPoint consultants understand that the world of business changes constantly and that the resulting complexities demand intelligent and adaptive solutions. Our clients, whether in commercial or financial industries or in government, experience real results when they work with us. We combine industry, operational and technology skills with relevant proprietary and other assets in order to tailor solutions for each client's individual challenges. This adaptive approach is at the heart of our culture and has led to long-standing relationships with many of the world's leading companies and organizations. Our 3500 people, together with our global consulting network serve clients in more than 70 countries and engage with them for measurable results and long-lasting success.

For more Information, please visit: [www.bearingpoint.com](http://www.bearingpoint.com)



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