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The University of Tennessee unlocked the secrets of the most successful outsourcing

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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~~

The research identified

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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

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governance structure.

Five Rules That

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This kind of relationship, we found, enables both the company outsourcing and the service provider to achieve new levels of cost, service and profitability. We call these the 'Five Rules of

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Rule #1: Focus on outcomes, not transactions Many conventional outsourcing arrangements are built around a transactional model.

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AUTHOR)

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in which both parties (the company and the service provider) in an outsourcing or business relationship focus on shared values and goals to create an arrangement that is mutually beneficial to each.. The Vested model argues that traditional outsourcing and businesses relationships are focused on win-lose

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Rule 5: Governance

Structure Should

Provide Insight, Not

Merely Oversight. An

effective Vested

partnership outsources

processes to service

providers that are real

experts in those

processes, but everyone

operates under a

governance framework

that implements and

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manages the

relationship.

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Longitudes

The Vested Five Rules online course consists of ten interactive, self-paced video modules designed to give you a solid understanding of the Vested Five Rules in practice. It's a perfect

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blend of theory and practice, taught by the Vested faculty at the University of Tennessee Haslam College of Business and the authors of the Vested books.

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Vitasek, Kate, Ledyard,
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Just as outsourcing is growing more complex in order to cover a larger variety of needs, we can expect that relationships between sourcing firms and outsourcing providers will do the same. Increasingly, we will witness an environment where the boundaries between insourcing and outsourcing will become

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obsolete, ever-changing
and for the sake of many
- also interdependent.

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In her classic book
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Kate Vitasek identified
the top 10 flaws in most
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models and shows
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programs have recently begun to rethink outsourcing models. In *Vested Outsourcing*, thought-leader Kate Vitasek has created a model that will improve outsourcing procedures much the way Six Sigma and Lean improved production processes in the 80's and 90's.

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In this must-have guide for creating and implementing successful outsourcing processes and partnerships, Vitasek drives the principles of Vested Outsourcing beyond theory into practice. From shared vision, desired outcomes to win-win and long-term success the manual will help managers build an

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agreement vested in
each other's success.

We live in a world
where we constantly ask
“what’s in it for me?”

But that is not the path
to success. Partnership
and collaboration is
where innovation meets
business success. In this
single, authors Kate
Vitasek and Karl
Manrodt reveal how

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theory in collaboration
and partnerships meet in
practice. They share
how successful

relationships have taken
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academic concepts and
applied them in real life
situations to achieve
extraordinary results.

And most importantly
The Vested Way
provide insights into
how you can take theory

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and actual cases and apply them to your own relationships to help you achieve results you are hoping for.

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Is your company delivering products to customers at the right time, place, and price—with the best

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chain excellence: •

Putting the right people with the right skills in the right jobs •

Leveraging supply chain technologies such as system optimization and visibility tools •

Eliminating cross-functional disconnects, including SKU proliferation •

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relationship between
you and your clients,
colleagues and the
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