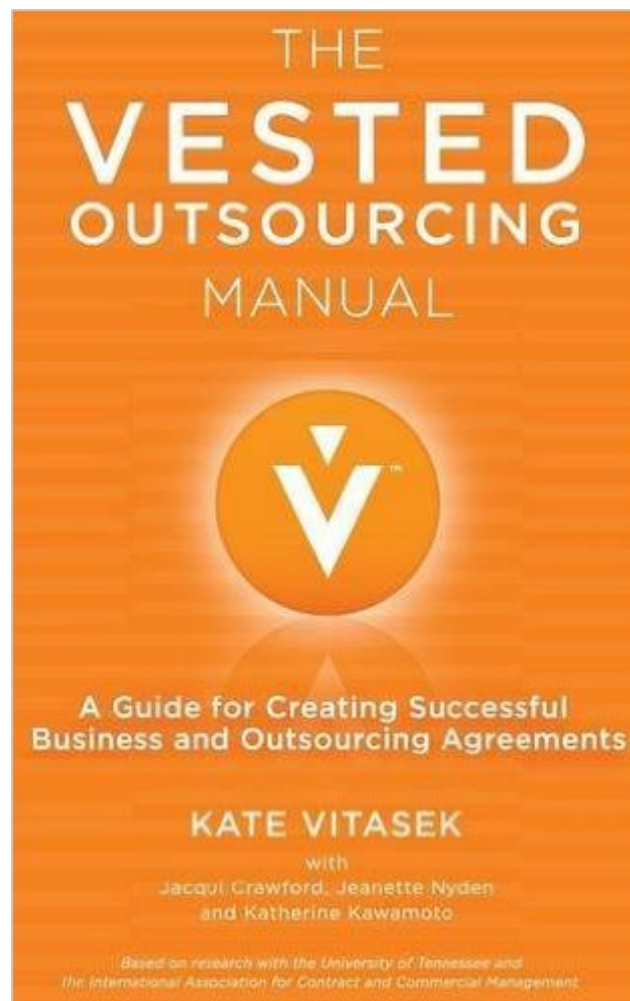


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# The Vested Outsourcing Manual: A Guide For Creating Successful Business And Outsourcing Agreements



## Synopsis

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 agreement vested in each other's success.

## Book Information

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## Customer Reviews

"The Vested Outsourcing Manual" is the "How." The original, "Vested Outsourcing: Five Rules That Will Transform Outsourcing," is the "What." Obviously both are required reading and referencing for those supply chain professionals and leaders who desire to achieve the potential offered by this new state of Vested Outsourcing when practiced with their external business relationships. Most importantly, "The Vested Outsourcing Manual," is more than a guide, or a how-to. Each chapter is a readable, clearly defined and detailed explanation of a specific element or factor that is essential and critical to creating an effective and workable Vested process and outsourced business relationship. Individual chapters are provided for each of the Five Rules of Vested Outsourcing, along with their appropriate elements for a Vested Agreement, of which there are ten in total. Within each chapter is contained a complete discussion of the topic along with an appropriate illustrative case study or two, along with homework assignments to be carried out by the reader and/or team. Of significance, Kate and her team, give special emphasis to the criticality and importance of Collaboration during the negotiation stage, by describing it as a "constant process that includes a lot

of "give-and-take," and by defining its negotiation philosophy as, "what's in it for we," as opposed to the traditional, "what's in it for me" approach. To bolster the "we," and to also support and maintain Collaboration as an ongoing process, four repeating steps are defined that comprise the Vested Collaboration Wheel (Internal Alignment, Data Analysis, Improvement Identification, and External Alignment).

The Vested Outsourcing Manual - A guide for creating successful business and outsourcing agreements by Kate Vitasek et al. This much awaited sequel to the author's first book on Vested Outsourcing doesn't disappoint. It brings to life the initial concepts drawn in the Outsourcing is always a challenge and one not to be taken on lightly. Collaborative working relationships which should underpin the majority of outsourced agreements require attitude and behavioural change together with mutual accountability. Risk taking and engendering trust to produce better performance tends to be anathema to most third-party logistics companies and to a degree their customers. This book provides a step by step guide to setting up a vested outsourcing agreement, taking the participants through each of the stages and provides Excel spreadsheets and comprehensive notes on how to tackle the main barriers to such an agreement. Vested outsourcing is loosely based on Nash's Game Theory where companies work together for mutual gain - a "what's in it for we" scenario. The book discusses how companies can overcome the traditional barriers to outsourcing such as a reluctance to take risks, transactional costing, lack of trust and transparency and individual self interest. Vested outsourcing is akin to joint ventures or partnerships but without equity ownership. The idea is to expand the pie for both parties with no winner and loser but three winners, the outsourcing company its customers and the service provider. Vested outsourcing is about relationships, it is also not only about doing things right but doing the right thing by each other. Outsourcing is normally seen as an opportunity to transfer underperforming operations, risk and responsibility.

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