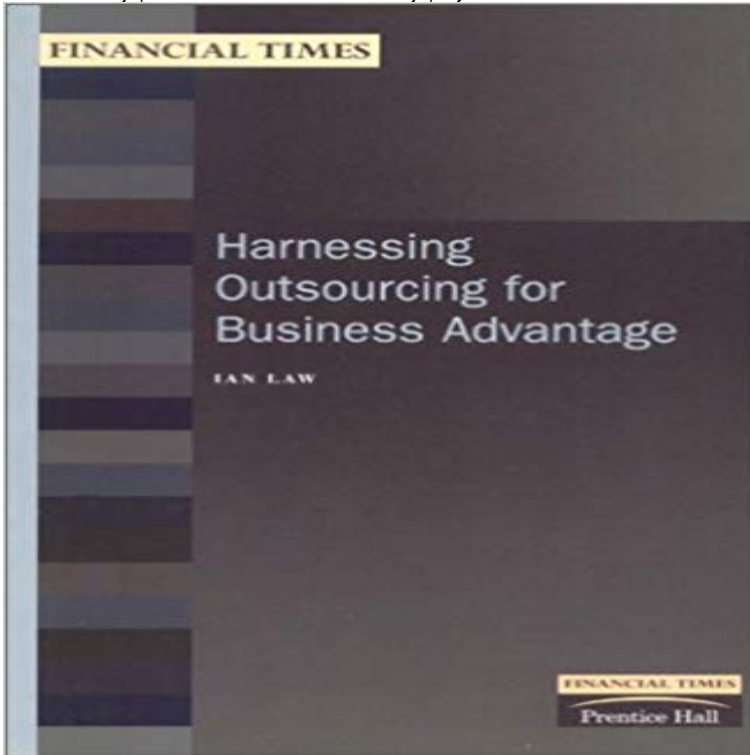


# Harnessing Outsourcing for Business Advantage (Financial Times Management Briefings)



Outsourcing has grown dramatically in recent years as more and more businesses are forced to focus on their core competences and buy in services in non-core areas. Not to consider outsourcing now is to put the future of your organisation at risk. However, outsourcing itself is not risk-free. Tales of outsourcing deals gone wrong abound and reversing the decision is costly. This report leads you through the minefield. If you are a corporate decision maker with limited time to devote to the outsourcing process, but ultimately responsible for the outcome, then this report is essential reading. It considers the key risks that outsourcing poses and recommends methods for reducing or removing these risks. Contents include: \* Putting an effective outsourcing team in place \* Making the right decision \* Selecting the best supplier \* Building a protective outsourcing contract \* Pricing, bonuses and penalties \* Creating strong service level agreements \* Managing the contract effectively \* Being prepared for contract termination

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