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Focus on outcomes, not

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essential because it

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activities.

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Focus on outcomes, not transactions. Focus on the “ What, ” not the “ How. ” Agree on

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clearly-defined and measurable outcomes.
Optimize pricing model
incentives for cost/service trade-offs. Insight, not oversight governance structure.

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This kind of relationship, we found, enables both the company

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outsourcing and the service provider to achieve new levels of cost, service and profitability. We call these the ' Five Rules of Vested Outsourcing ' .

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

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insourcing and
outsourcing will become
obsolete, ever-changing
and for the sake of many
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