



Elire Strategic Advisory Services:
Outsourcing and Vendor Management

X **Watermelon effect:** the SLA dashboard is green but results are terrible



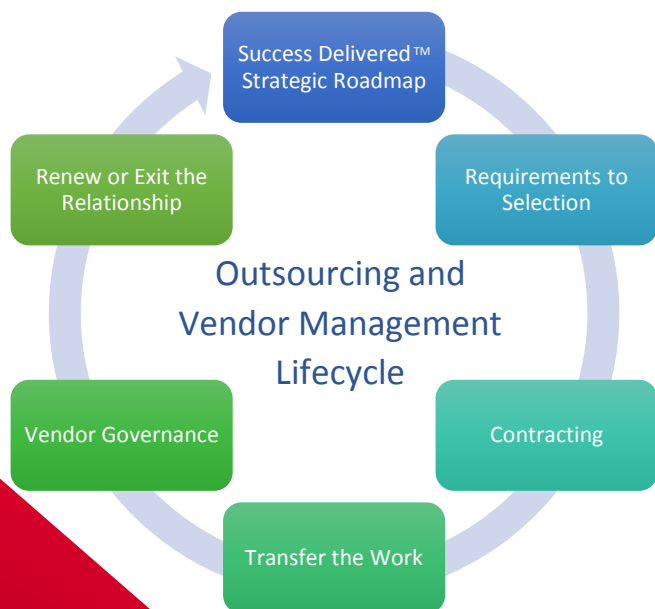
Are you getting value from your service provider that equals or exceeds the cost you pay? Often the answer to that question is no as many outsource relationships are fraught with Governance, People and Performance Issues. Elire's **Outsourcing and Vendor Management** methodology will help you achieve the goals you desire.



Up to **40%** of the original business case for outsourcing can be **lost**

HOW ELIRE CAN HELP

The 6-phase Out Sourcing and Vendor Management framework can assist you with a **new** outsource relationship **or** help you improve an **existing** relationship.



For a new relationship, a **Strategic Roadmap** will help you align company strategy to your outsourcing approach. Elire will then guide you from **Requirements to Selection** to find a service provider that meets your specific needs. In **Contracting**, Elire will help you to build rights and protections into the contract, as well as ensure SLAs measure and don't mask performance. As you **Transfer the Work**, Elire can help you improve processes rather than "lift and shift" the work.

For either new or existing relationships, Elire can help improve **Vendor Governance** by establishing strong governance processes and defining governance roles and responsibilities. Finally, Elire can guide you as you **Renew or Exit the Relationship**.

Want to know more about **Outsourcing and Vendor Management**?
Richard Merrill, Director of Strategic Advisory Services at 612.235.3236 or SAS@elire.com
Elire Sales Team at 612-486-4220 or sales@elire.com