

## Partner Talk #1: Shifting the Perspective: How to Improve Your Outsourcing Probability of Success in 5 Steps



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# Top 5 Factors for a Successful Outsourcing Engagement

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- Unbiased
- Unique in the industry
- Since 1997, 500+ engagements

**37.1%**

# 100%



The data collected collaborates that the Snell MTB Black and Titleist Pro V1 offer similar performance.

*Golf Monthly*

Titleist Pro V1 = \$52/dozen

Snell MTB = \$32/dozen

38% less

1. Know your costs, end users and your operation



## 2. Contract Terms





### 3. Create a Competitive Situation

- Closed RFP (Renewal) – 22%
- Open Competitive RFP – 18%

## 4. Expertise

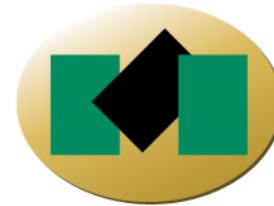
- Knowledge
- Experience
- Talent

Why do your clients hire your firm?

## 5. Ongoing Management







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**THANK YOU**  
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