

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



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President & Founder





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

FOR MORE INFORMATION,
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