

Effective transition to outsourcing: necessary changes

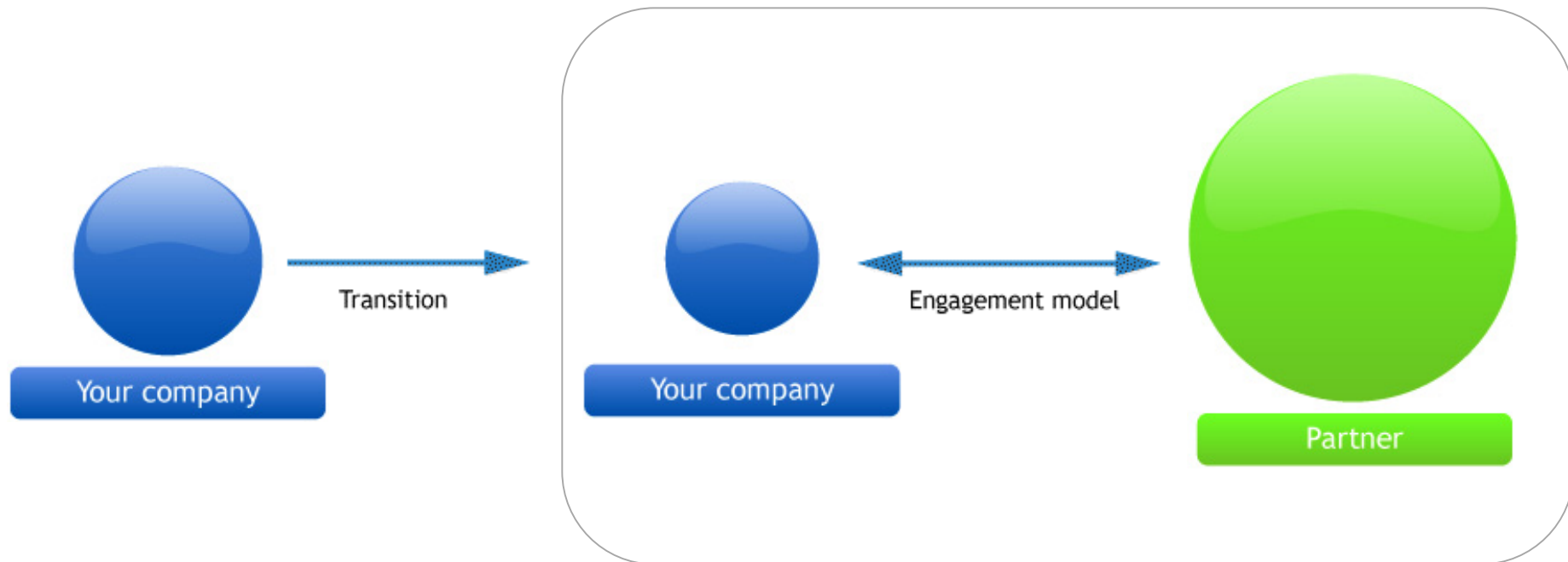
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An assumption...

Gartner says:

Through 2008, 70 percent of outsourcing deals will be "infected" but curable; less than 50 percent will find their cure before termination.

Transition to outsourcing



Vendor selection

Some common myths in outsourcing...

- CMMi level 5 vendor is the best choice
- Low rates save money
- Fixed price is cheaper
- Cultural difference is negligible
- “Send me a CV”
- India is inexpensive

Company's personnel transformation

- Separating core and non-core activities
- Introducing new roles and reassigning people
- Overcoming defensive attitude

Engagement model

- Performance monitoring and SLA management
- Fixed price vs. T&M vs. Dedicated Team
- Pro-activeness vs. Following instructions

Thank you! Questions?