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How P\ u0026G, McDonald's and
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Winning in Business

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The University of Tennessee unlocked the secrets of the most successful outsourcing deals in the following Five Rules of Vested: 1. Focus on outcomes, not transactions. This rule is essential because it anchors your

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business model on the
outcomes versus transactions
or activities.

~~5 rules of Vested
Outsourcing in Facility
Management~~

The research identified five

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Things in common across all of the highly successful outsourcing relationships studied: Focus on outcomes, not transactions. Focus on the “What,” not the “How.” Agree on clearly-defined and measurable outcomes.

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

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Vested Outsourcing'. Rule
#1: Focus on outcomes, not
transactions Many
conventional outsourcing
arrangements are built
around a transactional
model.

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~~Five Game Changing Rules for
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Vested (also referred to as "Vested outsourcing") is a hybrid business model in which both parties (the company and the service provider) in an outsourcing or business relationship focus on shared values and

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goals to create an arrangement that is mutually beneficial to each.. The Vested model argues that traditional outsourcing and businesses relationships are focused on win-lose arrangements ...

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~~Vested outsourcing~~
~~Wikipedia~~

Vested Outsourcing: Five
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Outsourcing by Vitasek, Kate
at AbeBooks.co.uk - ISBN 10:
1137297190 - ISBN 13:

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showing how leading
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Rule 5: Governance Structure
Should Provide Insight, Not
Merely Oversight. An
effective Vested partnership
outsources processes to
service providers that are
real experts in those

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processes, but everyone operates under a governance framework that implements and manages the relationship.

~~The Five Rules that will
Transform Outsourcing |~~

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The Vested Five Rules online course consists of ten interactive, self-paced video modules designed to give you a solid understanding of the Vested Five Rules in practice. It's

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a perfect blend of theory
and practice, taught by the
Vested faculty at the
University of Tennessee
Haslam College of Business
and the authors of the
Vested books.

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Just as outsourcing is growing more complex in order to cover a larger variety of needs, we can expect that relationships between sourcing firms and

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outsourcing providers will do the same. Increasingly, we will witness an environment where the boundaries between insourcing and outsourcing will become obsolete, ever-changing and for the sake of

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many – also interdependent.

Outsourcing

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