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Vested Outsourcing, Second Edition: Five Rules That Will Transform Outsourcing



Synopsis

In her classic book *Vested Outsourcing*, Kate Vitasek identified the top 10 flaws in most outsourced business models and shows organizations how to rethink their outsourcing relationships in a way that will lower costs, improve service, and increase innovation. This revised edition includes updated case studies and a new chapter based on Dell.

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Customer Reviews

The book speaks to outsourcing in a reasonable fashion with some good suggestion, processes and methodologies however it does have some holes and some coverage areas that could use some improvement (holes - driving correct provider behavior, improvement areas - managing the deal, innovation, exit planning, etc.) and some processes that need work. Also it has some age to a few suggestions - e.g. some items in this book were being used in the 1980's. All in all an ok book.

"Vested Outsourcing" is tough to put down. Kate has nailed the age-old operational struggle of competing goals, interests, and priorities through her real-world examples. The book boils down the challenges and solutions into easy-to-understand, relatable principles & strategies that can be applied in virtually any outsourcing environment & relationship. Kate's vision is remarkable. I'm fortunate that I've been able to watch Kate, from her Stream International days, as she's transformed the outsourcing, supply chain, and logistics environment with her vision, grasp of the landscape, and innovative thought, insights, & operational results. Her ability to break complex

issues & challenges down to their simplest solutions is evidenced by the book's conclusion of the five basic rules for outsourcing success. This is a "must read" for practitioners and their executives assure complete organizational buy-in in this revolutionary outsourcing transformation. Well done, Kate and team!

Providing rich case-study detail and incisive analyses, *Vested Outsourcing, Second Edition: Five Rules That Will Transform Outsourcing* is a "must have" tool for everyone who is engaged in the sourcing sector. Kate Vitasek leads sourcing professionals through the necessary steps to transform contractual decision-making, while laying an enduring foundation for successful partnerships based on trust, collaboration and accountability. The Vested's® way of conducting business is an exceptional framework for companies committed to building sustainable, highly collaborative partnerships. As innovator of this business model, Kate set a standard that has, and will continue to, deeply influence business strategists and executives worldwide.

Thought provoking work which is very relevant in the world of large complex outsourcing deals. A great framework to build long lasting relationship with strategic partners. I found this extremely useful.

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