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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

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anchors your business model on the outcomes versus transactions or activities.

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The research identified five 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. 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 Vested Outsourcing’. Rule #1: Focus on outcomes, not transactions Many conventional outsourcing arrangements are built around a transactional model.

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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 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 ...

~~Vested outsourcing—Wikipedia~~

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

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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 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 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 many - also interdependent.

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