

Today, the decision to outsource is driven in the main from a need to transform and effect change, this journey does require a full understanding of outsourcing, partnerships and procurement processes. We review the client's needs with an objective assessment of the current environment and future business needs. Our extensive sourcing experience coupled with well developed advisory training solutions can help you assess needs, identify opportunities, mitigate risks and quantify the business value that your sourcing strategy can deliver. Whether your sourcing model is internal, shared services, outsourced or a combination of these, we can help you to plan and execute the best way forward.

At Evision Group we have created a range of training solutions to help you understand the sourcing world, the internal and external processes, keeping up-to-date with the latest trends and innovations. Our workshops have proved to be exceptional value and we continue to further develop relevant suites of workshops to meet client demands.

**We provide advisory training solutions that cover, in a workshop environment, the following key discussion items:**

- Detailed analysis of trends by industry vertical and geography
- Report of transaction volume, size and momentum
- Implications of regulatory change
- Processes and models used
- Fact-based insights on adoption of emerging pricing models
- Outsourcing, Joint Ventures, Mergers & Acquisitions
- Location data and dynamics
- The key players across BPO, ITO, RPO and FAO
- Sourcing and European Procurement requirements
- Shared services and best practice
- Lesson learnt from actually outsourcing and winning outsourcing projects
- Legislating for success; creating positive governance
- Key developments in outsourcing across mature, emerging and immature markets
- How to make outsourcing provide business value

**Our workshop environments drill down on each of the above discussion points.**

**Our Clients and references**

<b>Cisco EMEA</b>	<b>– delivered to 874 senior executives, internationally</b>
<b>AW</b>	The best one day workshop on an important diverse influence in our market. Enabled us to formulate and prioritise our business development activities, qualification process and understanding the decision making cycle.
<b>BW</b>	Provided a clear picture on how to maximise investment in strategic relationships with clients whilst linking up with professional advisors.
<b>BT Global Services</b>	<b>– delivered to 1,147 executives, globally</b>
<b>CW</b>	A tailored programme that was delivered by an experienced executive whom understood the entire outsourcing process from initiation to implementation. The linkage into live pipeline deals highlighted the importance of understanding the process, qualification, relationship building and knowing the client's business drivers.
<b>AG</b>	A programme that anyone dealing with outsourcing projects must go through, it provided practical and real time questions which could be used immediately on current projects, results of which demonstrated the need to understand the cycle.
<b>LG</b>	A must attend workshop.
<b>Swisspost</b>	<b>– delivered to CEO, SVP and 10 Account directors, global operations</b>
<b>KW</b>	Essential programme for business development and sales managers dealing with outsourcing projects.

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