

In the Business Process Outsourcing (BPO) arena, the disparity between the success rates of Fortune 500 companies and smaller firms is striking. Large corporations achieve remarkable success through a meticulously developed outsourcing strategy, starting with clear identification of requirements and careful selection of specialized service providers, while avoiding low-cost, low-quality options. This precision stems from the guidance of experienced outsourcing executives who ensure that each decision aligns with strategic business goals.

In contrast, smaller or less experienced businesses venturing into outsourcing often lack this depth of expertise, leading to significantly higher risks of program failure, particularly in offshore setups. Such companies can face failure rates as high as 50-70%. Our approach aims to bridge this expertise gap. We offer small and medium-sized businesses the strategic oversight and deep BPO knowledge typically reserved for Fortune 500 companies. By partnering with us, these businesses gain access to seasoned expertise and are guided through every step of the outsourcing process. This approach not only enhances their chances of success but also aligns their strategies with the proven methodologies of industry leaders, ensuring a more secure and effective entry into the world of BPO.

*The entire process (Step 1-6) is personally led and managed by our Co-CEO, John Maczynski.*

Category	Step 1: Discovery Call	Step 2: Supplier Sourcing	Step 3: Set Up Online Vendor Presentations	Step 4: RFP Development, Submission, and Evaluation	Step 5: In-depth Vendor Interviews	Step 6: Contract Negotiation
<b>Objective</b>	Learn about the client's business challenges/ pain points, outsourcing requirements, objectives, and expectations	Identify 5-8 providers that specialize in the client's industry and the services that are required	Learn about the suppliers' capabilities and select the top 5 providers	Shortlist top 3 providers based on client's needs	Identify the most qualified vendor	Negotiate the most favorable terms for the client
<b>Approx. Timeline</b>	1 day	3 days	2 days	7-10 days	2-3 days	Varies (depends on negotiation complexity)

*Our Global Supplier Sourcing Service is FREE of charge and comes with NO OBLIGATION.*

*"It all starts with gaining an excellent understanding of the client's business and outsourcing requirements. Then, we line up highly qualified vendors to propose solutions and let them compete for the client's business. At the end of our process, the client gets to partner with the top outsourcing provider. This approach is essential in navigating the complex BPO landscape and securing exceptional long-term outcomes."*

*- John Maczynski, Co-CEO*