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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

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

~~5 rules of Vested
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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

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measurable outcomes.

Optimize pricing model
incentives for cost/service
trade-offs. Insight, not
oversight governance
structure.

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Outsourcing

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

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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

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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

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Rule 5: Governance Structure
Should Provide Insight, Not
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effective Vested partnership
outsources processes to
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real experts in those processes, but everyone operates under a governance framework that implements and manages the relationship.

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