




Global Sourcing Platform

## Outsourcing Advisor

A diverse group of five business professionals (three women and two men) are shown from the chest up, smiling or looking towards the camera. They are positioned in a line, with a woman in the foreground slightly to the right. The background is a light blue sky with a faint, stylized world map and a network of white lines connecting various points, suggesting global connectivity and technology.

Assess the Global Sourcing suitability and commercial feasibility of your company's IT and software services and choose the ideal service provider

## OUTSOURCING ADVISOR

The Outsourcing Advisor is an online service of **pliXos GmbH**. It allows an immediate and flexible analysis of all relevant aspects of a global SW or IT Outsourcing project via a web browser:

- **Assessment of Global Sourcing suitability of SW and IT services**
- **Evaluation of service providers**
- **Business case analysis of Global Sourcing projects**

The Outsourcing Advisor allows to analyse complex business relations by taking into account all relevant parameters. It is available immediately after registration and convinces by its user-friendly handling. In addition the input of the required parameters is facilitated by offering default values and explanations. The export functionality at all phases allows further data processing according to individual customer needs. Expensive and time-consuming consulting services are a thing of the past.

**...this service gives you a head start in optimising your strategic development.**



Figure 1: Access to the Outsourcing Advisor

## SERVICES

The success of any Global Sourcing project is determined at the project start. **pliXos** provides methods and tools to support your decision making process.

**Management decisions are supported by the following functions:**

### Business Case Analysis

Analysis of the cost structure of various outsourcing models to support the decision making process

**Scenario parameter** | Model-specific costs | Phase-dependent costs

**Average daily rate of local employee** ①  
200 EUR | 500 EUR

**Average daily rate of contractor / consultant** ①  
200 EUR | 800 EUR

**Increase of local labour cost** ①  
0% | 2%

**Increase of offsite labour costs** ①  
0% | 4%

**Working days per year** ①  
150 | 200

**Share of contractors / consultants at local site** ①

Share at project start: 80%  
Share at project end: 90%

Create chart

**Offshoring volume** ①

Volume at project start: 10 FTE  
Volume at project end: 40 FTE

Create chart

Click on bars to adjust values

0 FTE | 10 FTE | 40 FTE | 1 years

Next -> | X | Cancel | Finish

### Application Suitability

Analysis of the Global Sourcing suitability of software and IT services

**Page 1** | Page 2 | Page 3 | Page 4

**Strategy**

No key application ①: 0 | 80 | Not applicable

No key knowledge or IPN affected ①: 0 | 90 | Not applicable

Status in life-cycle ①: 0 | 70 | Not applicable

Business critically ①: 0 | 60 | Not applicable

Legal implications ①: 0 | 90 | Not applicable

Synergies with other applications ①: 0 | 50 | Not applicable

**Domain & technology**

Well known domain ①: 0 | 100 | Not applicable

Standard technology ①: 0 | 90 | Not applicable

Client/server architecture ①: 0 | 80 | Not applicable

Common programming languages ①: 0 | 100 | Not applicable

### Provider Evaluation

Evaluate the best fitting service provider and location

**Recommendation** | Sub-headers | Provider

	Provider 1	Provider 2	Provider 3	Provider 4
<b>Economic Development</b>				
Classification of the nation ①	90	60	60	90
Economic growth ①	70	70	70	70
Gross national product ①	60	40	40	60
Gross domestic product ①	60	30	30	60
Trade balance ①	60	60	60	60
Level of unemployment ①	60	40	40	60
Cost of living ①	60	90	90	60
<b>Infrastructure</b>				
Housing situation ①	90	60	60	90
Housing expenditure ①	90	30	30	90
Mobility needs ①	60	60	60	60
Availability of public transportation ①	90	30	30	90
Degree of urban development ①	90	30	30	90
Availability of office space ①	70	60	60	70
Availability of telecommunication services ①	90	30	30	90
Cultural offer ①	70	90	20	70

Next -> | X | Cancel | Finish

Figure 2: Typical screens for entering the required parameters

**pliXos** provides these tools as Software-as-a-Service. Thus you get immediate access and can use the service with minimal administrative effort. No other comparable consulting service can be performed more quickly and easily.

## CUSTOMER BENEFITS

**pliXos** provides these tools online. Thus it is possible to assess any specific aspect of your Global Sourcing project quickly, easily, but professionally. Additional advantages are:

- **Immediate use after registration**
- **Intuitive use with extensive functionality, e.g. the sensitivity analysis of the module Business Case Analysis provides an easy possibility to analyse modifications of parameters with regard to the feasibility of the complete project**
- **High quality presentation of results – different modes allow a quick and easy graphical representation of the results, export of all data possible**
- **Optimised input of parameters – all three modules require the input of numerous parameters. To facilitate this step, the following assistance is provided:**
  - **Default values and value ranges for parameter**
  - **Comprehensive explanations of the parameters and scales**
  - **Optimised parameters catalogue**
  - **Single or multiple evaluation of applications or possible vendors**
- **The application is intuitive to use, despite the high complexity of the underlying algorithms**

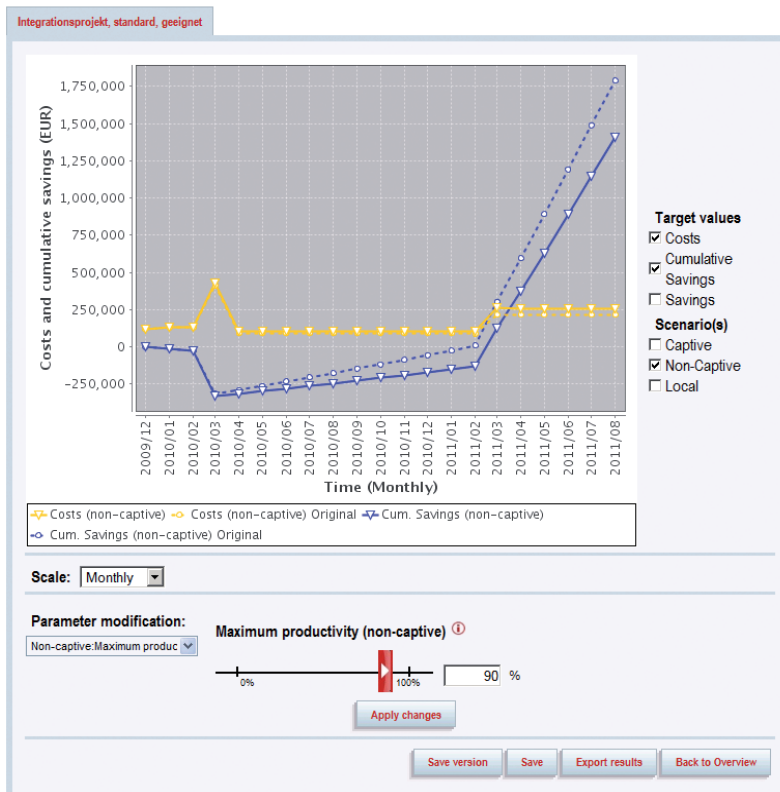


Figure 3: Sample result of the Business Case Analysis

## BUSINESS CASE ANALYSIS

The analysis of the feasibility of Global Sourcing projects is based on assumptions. The completeness of the relevant factors and the accuracy of the quantification of these factors determine the quality of the assessment.

By using the module provided you benefit from the following:

- **Verified and validated model as a basis**
- **Ensuring the completeness of all relevant factors**
- **Immediate availability and lowest cost**
- **Comprehensive options to simulate effects of changing parameters to the final result**

## APPLICATION SUITABILITY

Global Sourcing as a corporate strategy is always facing the challenge of selecting the appropriate applications in terms of the Global Sourcing suitability.

The assessment of the suitability considers several dimensions, e.g.

- **Strategy and impact on the company**
- **Domain and technology**
- **Processes and environment**
- **Documentation**
- **Employees and third parties**
- **Project size and development**
- **Interaction and complexity**

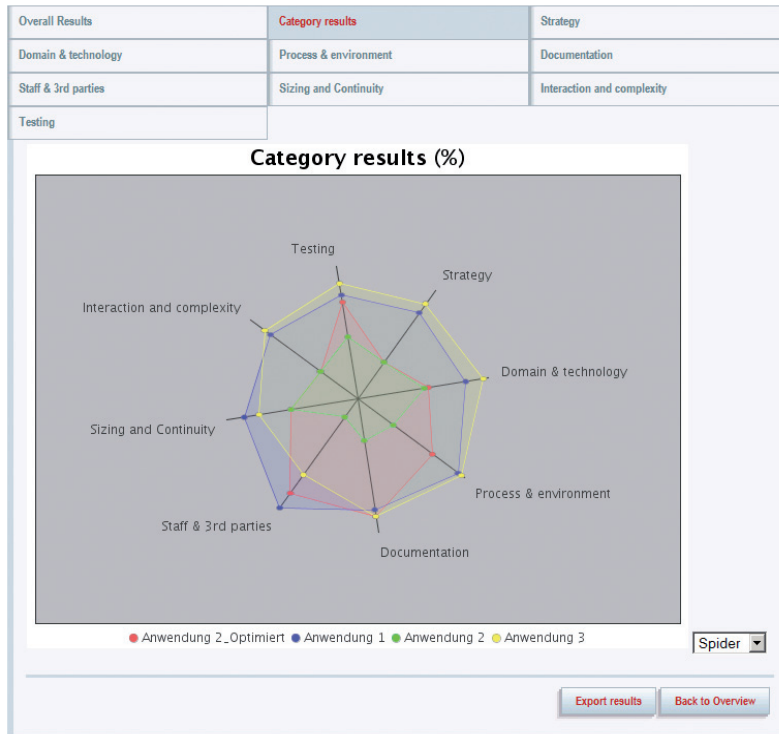


Figure 4: Sample result of the Application Suitability

## PROVIDER EVALUATION

The success of an outsourcing project will be determined significantly by the service provider. In addition macro-economic as well as cultural factors have to be considered. A systematic evaluation of the service provider and his environment requires a multi-dimensional model.

Based on its own experience **pliXos** has identified the following main dimensions:

- Performance and risks of the regional economy
- Influence of all stakeholders
- Performance and risks of the supplier



Figure 5: Sample result of the Provider Evaluation

## YOUR BENEFIT

The success of any Global Sourcing project is determined at the project start. The commercial feasibility of a Global Sourcing project is the first step in the evaluation process. The selection of tasks which can be outsourced as well as the selection of the supplier follow afterwards.

**pliXos** offers all necessary tools and makes them available online. You can quickly and with minimal administrative effort obtain access to these tools and use the results.

**By using the Outsourcing Advisor you receive the results of a typical consulting project worth more than € 30,000 at a price of only € 1,000 per month and user.**



## Global Sourcing Platform

The implementation of globally distributed software and IT projects ("Global Sourcing") is optimized significantly by using the **plixos** Global Sourcing Platform. Additionally, **plixos** offers professional advice and takes over the prime contractor ship for projects. Our know-how from the strategic implementation of Global Sourcing projects in Blue Chip Groups and medium-sized companies ensures your success.

**We are happy to demonstrate the specific added value of our solutions to you!**

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