

# Outsourcing Lifecycle Management

China Outsourcing Partner(COP) provide best-of-breed outsourcing advisory for full outsourcing lifecycle management.

COP has the expertise to handle a outsourcing strategy from very beginning to project close out. Our services include

1. Strategic Alignment &ndash; COP consultants work with clients C-level management to evaluate existing business situations and propose a full outsourcing plan. COP's outsourcing strategy will be part of a larger strategy to move the company to a leveraged business model and to focus on core competencies. Or it may be to save net costs or due to a lack of internal resources. Outsourcing may act as a key differentiator which will give your business a competitive advantage over your competitors.

2. Component Selection &ndash; COP will work with clients to define the outsourcing scope. COP's Component Selection Framework(CSF) integrates multiple attributes to evaluate the managibility, risk and cost-effectiveness of different outsourcing components. The service allows clients understand all outsourcing components and related costs and risks.

3. Vendor Selection - With years of outsourcing experience, COP's direct vendors constitutes wide range of selections covering multiple industries. Following COP's vendor selection metrics, RFI or RFP processes and relying on extensive vendor due diligence, we are confident that the selected vendor will provide best value services. Furthmore, because of the changing characteristic of business, the vendor due diligence is not ended after contract awarding. COP will continuous monitor vendor's political and financial stability to assure our client's benefits.

4. Contract Negotiation &ndash; COP follow two business models. One is Client Representation: Client will sign COP as its outsourcing vendor. COP will plan, monitor and execute the whole outsourcing project. There is no other relations between COP's client and COP's outsourcing vendor. The second model allows COP's client directly work with COP's vendor. COP is responsible for plan, monitor or manage the project. However, the client sign two contracts. First contract defines COP as outsourcing partner. The other contract sign with the COP's vendor. COP will not be responsible for the project execution. This phase includes the negotiating of the contracts, schedules, payments, and associated agreements, and the final contract signing which is usually proceeded by extensive reviews on both sides.

5. Implementation &ndash; COP provides full project lifecycle management services for clients. COP's PMs has expertise in managing both agile and plan-driven projects. SCRUM, XP, Rational, CMMI, PMBOK are COP's major PM knowledge base.

6. Oversight Management &ndash; COP provides services to bridge communicaton gap between the customers and the supplier; performance monitoring; contract administration, vendor/ partnership management; delivery integration and vendor transition.

7. Project Closeout &ndash; COP covers all completion activities of an outsourcing project including acceptance test and the introduction of new services. The properly developed contract will have dealt with orderly knowledge transfer; post-exit assistance; staff transfer and ownership of data and intellectual property, and possibly access to escrow. COP will also help develop maintance plan and long term partnership after the project is closed.