Leverage Your Competitive Advantage
Supply Chain Management/Logistics

Vested Outsourcing

Location: Knoxville, Tennessee
Duration: 3 Days
Tuition: $3,850 ($3,750 for CSCMP members)
         ($3,270 for UT Supply Chain Forum members)
         Includes meals and lodging;
         $1,925 if repeating the course

Program fees are subject to change.
Check our web site: http://ExecEd.utk.edu/VO for the latest information.
Class size is limited.

Participant Profile
Vested Outsourcing is designed for corporate managers in charge of procuring/providing outsourcing operations. It is particularly effective for customers/providers that attend as teams.

Overview
This class will fundamentally change the approach to how you are currently procuring outsourcing services such as third party logistics, supply chain management service, IT support, and facilities management. Today, most companies approach their outsourcing by purchasing activities or transactions from their suppliers. Performance-based approaches (PBA) turn the traditional approaches to buying outsourced services on their head – and buy results instead of activities. This course is based on the findings from a recent year-long study of how progressive commercial companies are applying performance-based sourcing as a key way to improve supplier performance – at a lower price! Companies looking to outsource – and outsource providers – will leave the class well-grounded in how to apply a 5-step process and best practices for implementing a Vested Outsourcing agreement.

Key Objectives
- Understand the fundamental business model differences between traditional outsourcing approaches and performance-based approaches
- Develop an appreciation for the power of performance-based approaches and learn how progressive companies have adopted these concepts to create win-win outsourcing relationships
- Learn a proven 5-step model that companies and outsource providers can use to lead them through transitioning to a performance-based agreement
- Get hands-on experience practicing how to link desired outcomes to Performance Work Statements – a key to developing a sound performance-based agreement
- How to view and plan the PBA process in a four-step commercial framework

Methods of Instruction
The program has been designed to ensure the active involvement of all participants. A balance of theory and application is provided through lectures, question/answer sessions, case studies, and small-group exercises. See the program schedule included with this profile sheet.

Distinguishing Features
- The only university-based program designed to help both companies outsourcing and suppliers learn how to develop and implement Vested Outsourcing agreements.
- This leading-edge course was based on applied research of studying successful performance-based agreements that are delivering improved value for companies outsourcing and improved margins for their suppliers.

THE UNIVERSITY OF TENNESSEE CENTER FOR EXECUTIVE EDUCATION
http://SCMLogistics.utk.edu
Vested Outsourcing

This course counts towards UT Certified Deal Architect Certification, UT Supply Chain Management Certification, the UT Executive Development Certificate, CSCMP’s SCPro1™ certification maintenance (20 CEUs), and APICS recertification.

UT’s Center for Executive Education is CSCMP’s Approved Continuing Education Provider (ACEP)!

SCPro1™ designees can attend UT’s CSCMP co-sponsored supply chain courses to earn CEUs good towards certification maintenance.

Co-sponsored with CSCMP, IAOP Academic Alliance Partner.

Class size is limited in order to ensure interaction with faculty and fellow participants.

This program, like all Center for Executive Education open enrollment programs, is available as a customized, in-house program for organizations.

Faculty

Program faculty consists of key experts in performance-based acquisition, including:

Mike Ledyard – Mike is a partner, Supply Chain Visions. Mike has exceptional credentials in business process design and the management of planning, manufacturing, distribution, product development, and engineering in high-volume consumer goods and food industries. He is able to concisely explain complex supply chain concepts in understandable form to audiences ranging from boardroom executives to shop floor personnel. He is also an author and frequent speaker on process assessment and measurement, and was selected as one of the Top 20 Logistics & Supply Chain Executives of 2001-2002.

Dr. Karl B. Manrodt – Karl is Professor of Logistics, Georgia Southern University. He is also the director of the Southern Center for Logistics and Intermodal Transportation. Karl is a well-recognized academic in the area of logistics and supply chain management. He was recognized as a “Rainmaker” by DC Velocity magazine for his efforts in helping to build the logistics and supply chain profession. Dr. Manrodt served on the executive committee of the Council of Supply Chain Management Professionals.

Kate Vitasek, MBA – faculty member at the University of Tennessee’s Center for Executive Education and the founder of, faculty and lead researcher for Vested. Author, educator and business consultant, Kate is a nationally recognized innovator in the practice of supply chain management and outsourcing. Her approaches and insights have been widely published, including over 75 articles and her latest books, Vested Outsourcing: Five Rules That Will Transform Outsourcing, The Vested Outsourcing Handbook, and Vested, How P&G, McDonald’s, and Microsoft are Redefining Winning in Business Relationships.

Facilities

Classes are held in the executive classrooms of The University of Tennessee Center for Executive Education. These facilities are specifically designed for group-interaction programs.

Accommodations are single-occupancy rooms at the nearby Knoxville Hilton Hotel.

Contact

For more information on the Vested Outsourcing course, please contact:

Bric Wheeler, Director
Karen Hanlon, Program Coordinator
Center for Executive Education
College of Business Administration
The University of Tennessee
603 Haslam Business Building
1000 Volunteer Boulevard
Knoxville, TN 37996-4160
Phone: +1-865-974-5001
Fax: +1-865-974-4989
E-mail: ExecEd@utk.edu

Website

For current news on the Center for Executive Education and its offerings, visit our website at http://ExecEd.utk.edu.

Related Courses

- Integrated Supply Chain Management Program
- Global Supply Chain Executive Development Program
- Supply Chain Relationships and Leadership
- Collaborative Contracting
- Certified Deal Architect
- Strategic Sourcing
- PBL: A Proven Product Support Strategy
## COURSE SCHEDULE

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<td>Mind Shift Change of Vested Outsourcing</td>
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<td>Ailments ILS</td>
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<td>ILS - Game Theory</td>
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<td>Lay the Foundation Market Research &amp; Stakeholders</td>
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