



DISCOVER The Opportunities in Your Business



- ***How do we obtain the most value from our outsourcing arrangement?***
- ***What additional value can be obtained from the arrangement?***
- ***Where is there miss-alignment between the enterprise's expectations and the outsourcer's expectations?***

Outsourcing Value Analysis (OVA) Tool- *Removing the barriers to value achieved through IM, AM, or BPO Outsourcing*

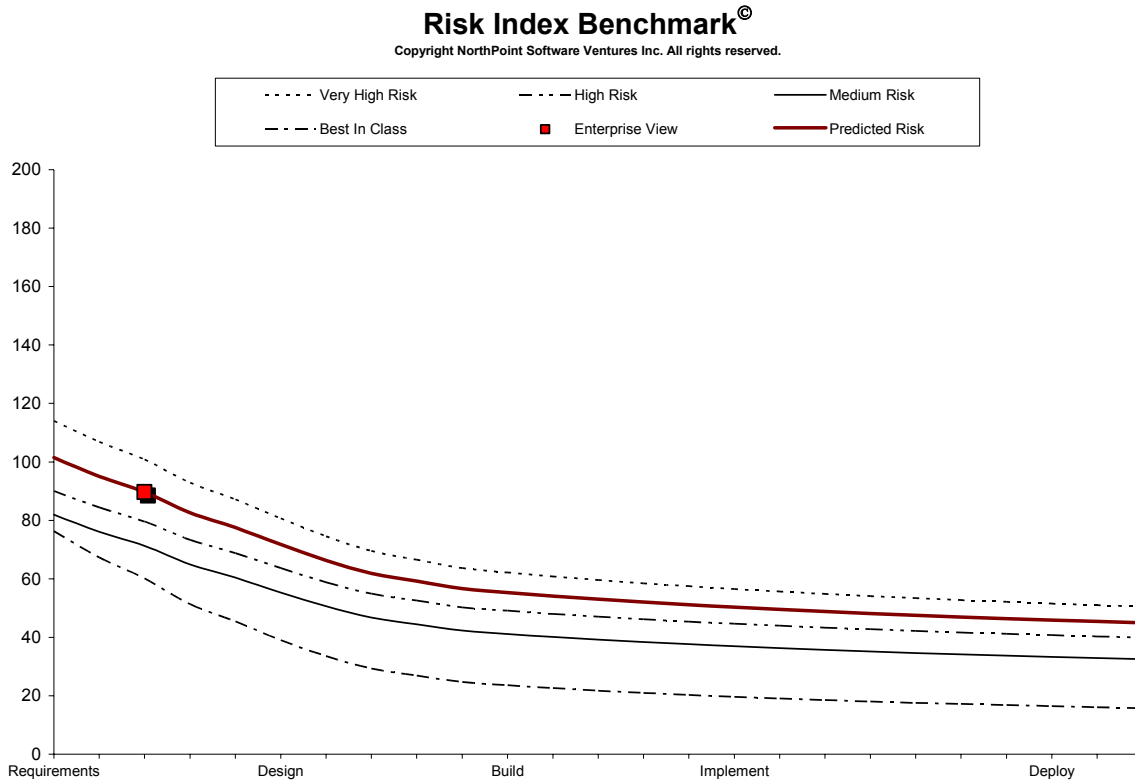
OVA. Working with members of the enterprise and the outsourcing provider we employ our unique software to analyze the buyer-seller gap that is present in the majority of outsourcing arrangements. Then, we conduct a workshop designed to enhance the abilities of the parties to work cooperatively together and create a lasting win-win relationship. The result is lowered risk and increased value for both parties.

We work with your team to customize the assessment. The assessment addresses the following areas for both the enterprise and the source:

- Risk to enterprise's ability to manage the business efficiently, effectively.
- Risk that the offering will be accepted by the enterprise organization, and the relationship will spawn useful innovations to create future value.
- Risk of limiting management authority and effectiveness within the enterprise.
- Optimizing the provider's knowledge, experience and performance in your market segment by providing new and advanced value propositions.
- Developing and maintaining the required trust between both organizations.
- Provides a new view for financial project management.
- The source's technology and services improves the ease and flexibility of managing changes and ensures the time to implementation for the offering.
- Risk of offering being effective and providing important new value in the market.
- Our offering represents a partnership aligned with the enterprise strategy and provides the opportunity to deliver new and important value propositions to customers.
- The source's technology, intellectual property protection and overall security process adds important new value to the enterprise.
- Outsourcing planning and implementation.
- Customer retention and flexible management process.

For each of the assessment areas, a minimal to high ranking of risk is identified for both the enterprise and the source.

We then utilize our “Best in Class” benchmarks which are based on a database of over 48 assessments. The assessment is benchmarked against all assessments that have performed to “Best in Class”. Finally, we identify the performance gap between the enterprises and sources’ profiles.



Outputs from OVA Assessment. We utilize performance indices, knowledge indices, experience indices and outsourcing risk factors in providing output from the assessment. The assessment is conducted in 24 hours with results in 24-48 hours and management reports in 5-10 days. An example of a management report is shown above. This report graphically displays the enterprise view of risk (predicted, best in class and the ranges). Additional output includes:

- Executive Summary documenting:
 - Results of the OVA
 - Barriers to Value
 - Summary of Findings
 - Observations & Recommendations
- Outsourcing risk mitigation activities

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