

Alsbridge Finds Common Threads in Successful Finance and Accounting Outsourcing

By Alsbridge, Inc

Dated: Jan 09, 2009

Consultants Suggest Seven Steps to Successful Agreements in Free White Paper

DALLAS, Jan. 8, 2009 –Successful financing and accounting outsourcing agreements often share a few key characteristics, according to Alsbridge, Inc., the leading outsourcing consultant.

“Alsbridge analyzed more than 340 outsourcing contracts, using our proprietary Market Reality Assessment (MRA) analysis tool and database,” said Ben Trowbridge, CEO of Alsbridge. “We correlated 180 attributes that resulted in contracts that were sustainable and that demonstrated high levels of client and provider satisfaction.”

The complimentary white paper, “Finance and Accounting Outsourcing: Getting Started and Crafting a Sustainable Relationship with an Outsourcing Provider” recommends seven steps that a company should take to create a sustainable, rewarding relationship with its F&A outsourcing provider. The paper also recommends a 10-step approach for beginning the outsourcing journey, from articulating the vision to making the outsourcing decision.

The white paper is now available free at www.alsbridge.com/2009-Jan-Whitepaper.

Based on common attributes found in successful agreements, the seven steps for a long-term relationship with an F&A outsourcing provider are:

1. Focus on the relationship, not just the price
2. Properly shape the solution
3. Govern purposefully
4. Restructure the retained organization
5. Operationalize the contract
6. Become an educated client
7. Get third-party assistance

Combined, the 10-step recommended starting approach and the seven-step guide for crafting a satisfactory relationship, presents a winning formula for successful finance and accounting outsourcing agreements.

For more information on outsourcing of finance and accounting functions and on outsourcing advisory services, contact Alsbridge at 214-696-6410 or visit www.Alsbridge.com. For more original research and insight on outsourcing topics, visit www.OutsourcingLeadership.com.

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About Alsbridge

Alsbridge, Inc. is an award-winning global advisory firm, providing unparalleled expertise in information, technology and business process outsourcing, shared services, finance and accounting, and benchmarking. The firm is fact-based and client-focused, with a proven methodology that fosters success. Alsbridge defines client goals and scope, finds the best cultural fit with providers, refines the best solutions and eases transitions and implementation. Founded in 2005, Alsbridge is the proven, effective difference. For more information, visit www.alsbridge.com.

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