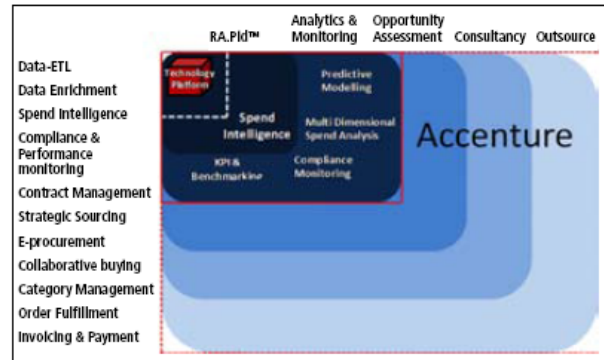


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Build Your Foundation on a Rock!

Business Process Outsourcing, whether used by procurement organisations to outsource different stages of the sourcing process or used by the enterprise to outsource operational departments of work, is based on a thorough analysis of the benefits of such a move. Following the analysis, review of various options and creation of a plan; the execution of that plan requires an additional level of data visibility to ensure that targets are met and savings are realised. Both pieces of the BPO puzzle involve making decisions after examining existing data within the organisation. The accuracy and efficacy of both the plan and execution are determined by the precision and level of data analysis, whilst the ability to realise the expected savings from the outsourced process is directly tied to the data analysis phase.

For these reasons, more and more companies are demanding a new level of Spend Analysis before making decisions on outsourcing. They want to make sure that the “plan” is based on a solid foundation. Consulting firms like Accenture are also realising this and are including detailed Spend Analysis in their proposals for “Opportunity Assessment” and “Strategic Sourcing Plans” that drive Business Process Outsourcing. By setting up these Spend Analysis systems, not only can the company rely on the proposed plan, but they can track the “rewards” of the plan over time. This comfort level is a benefit for the company and the consulting/outsourcing professionals that they employ. By building on a solid,



accurate foundation and by having the ability to track the results, companies are far more confident when they decide to outsource many of the functions that historically have been kept ‘in house’.

On the execution side, many BPO vendors have realised the benefits of integrating detailed Spend Analysis to their offerings. The detail and accuracy of these systems enables them to measure for the client the savings that were anticipated when the project was envisaged. This detail also enables the BPO vendor to expand the level of services provided to the client resulting in additional revenues for the provider and additional savings to the client.

Rosslyn Analytics Ltd, a London based Global Data Services company, has devoted the last three years to building a technology product called RA.Pid®. Used by over 20 of the Global 500 companies, it focuses on bringing together all the necessary company data in one detailed/accurate analytics system.