

# IT Sourcing Strategy

John Berney  
CIO Plus Limited

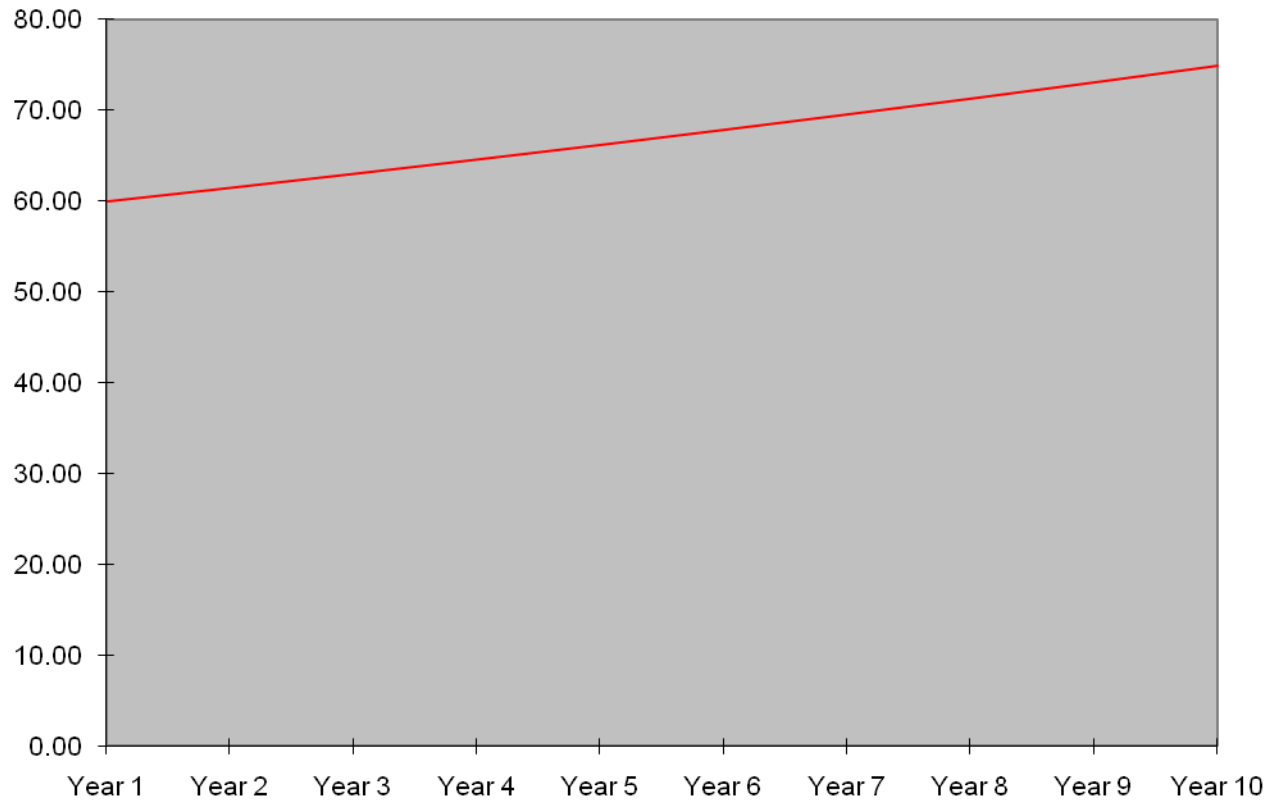
# Sourcing Strategy

- If you are Big Enough you should be Good Enough
- Exceptions - Marginal Costing:
  - Banks & Airlines
  - Data Centres
- Government
- Competition
- Contractor vs. Permanent
- Forward Resource Plan

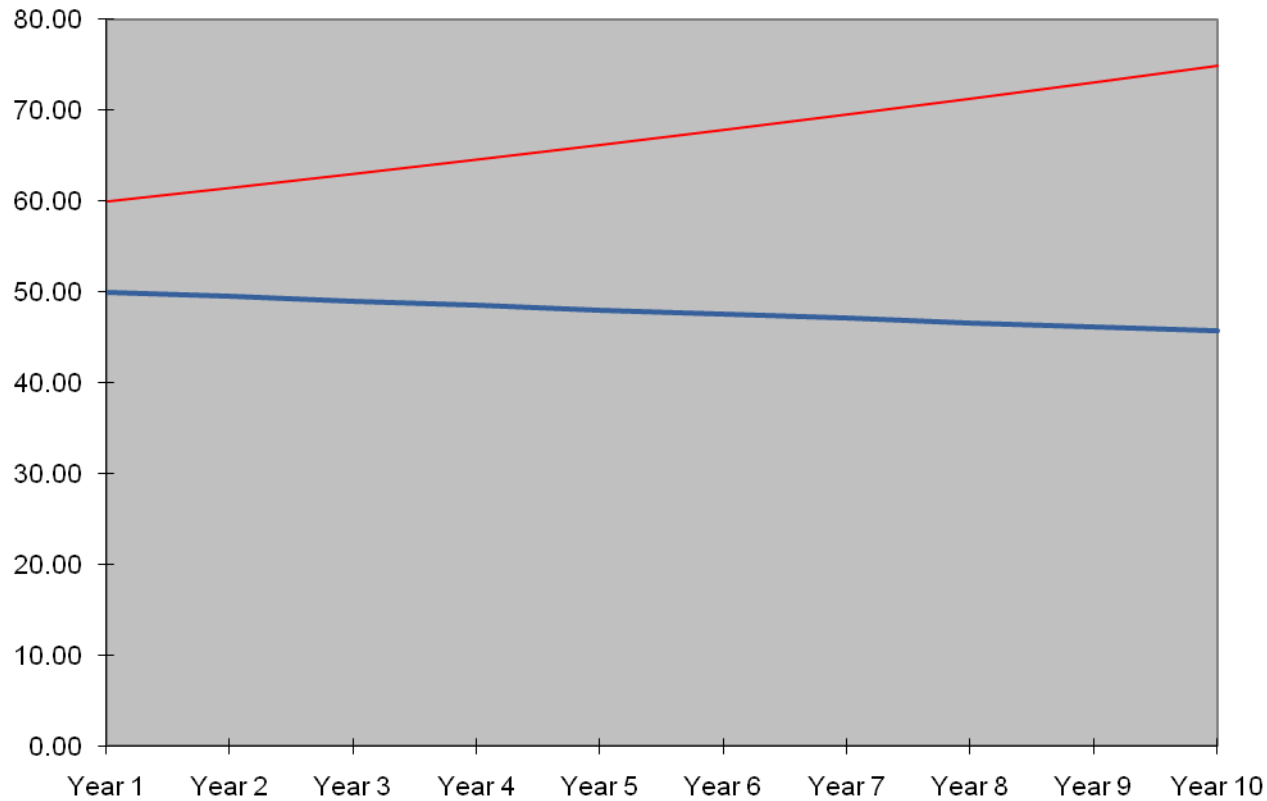
# Sourcing Strategy – Why?

Because Most Outsourcing  
Deals Fail to Produce the Right  
Value

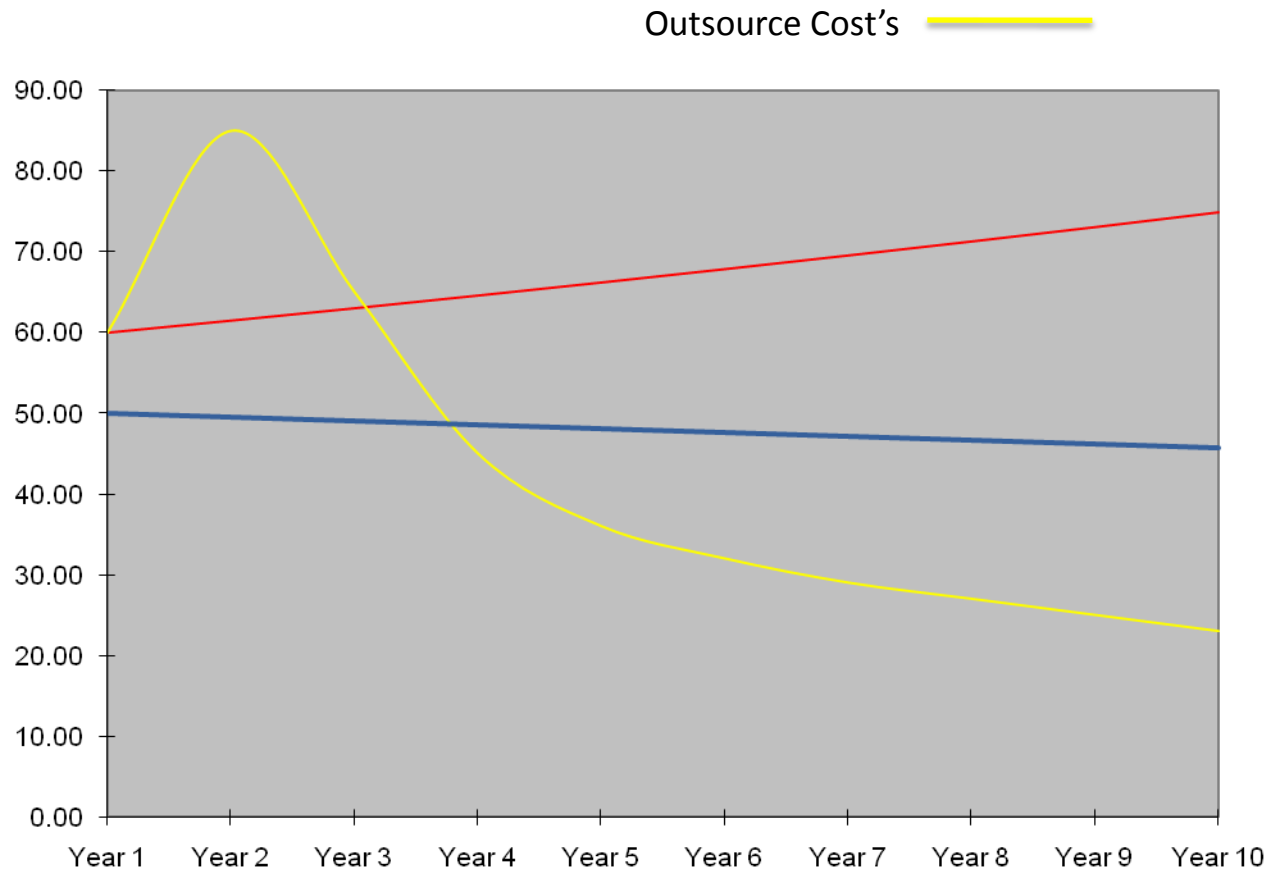
# Sourcing Strategy – Your Costs



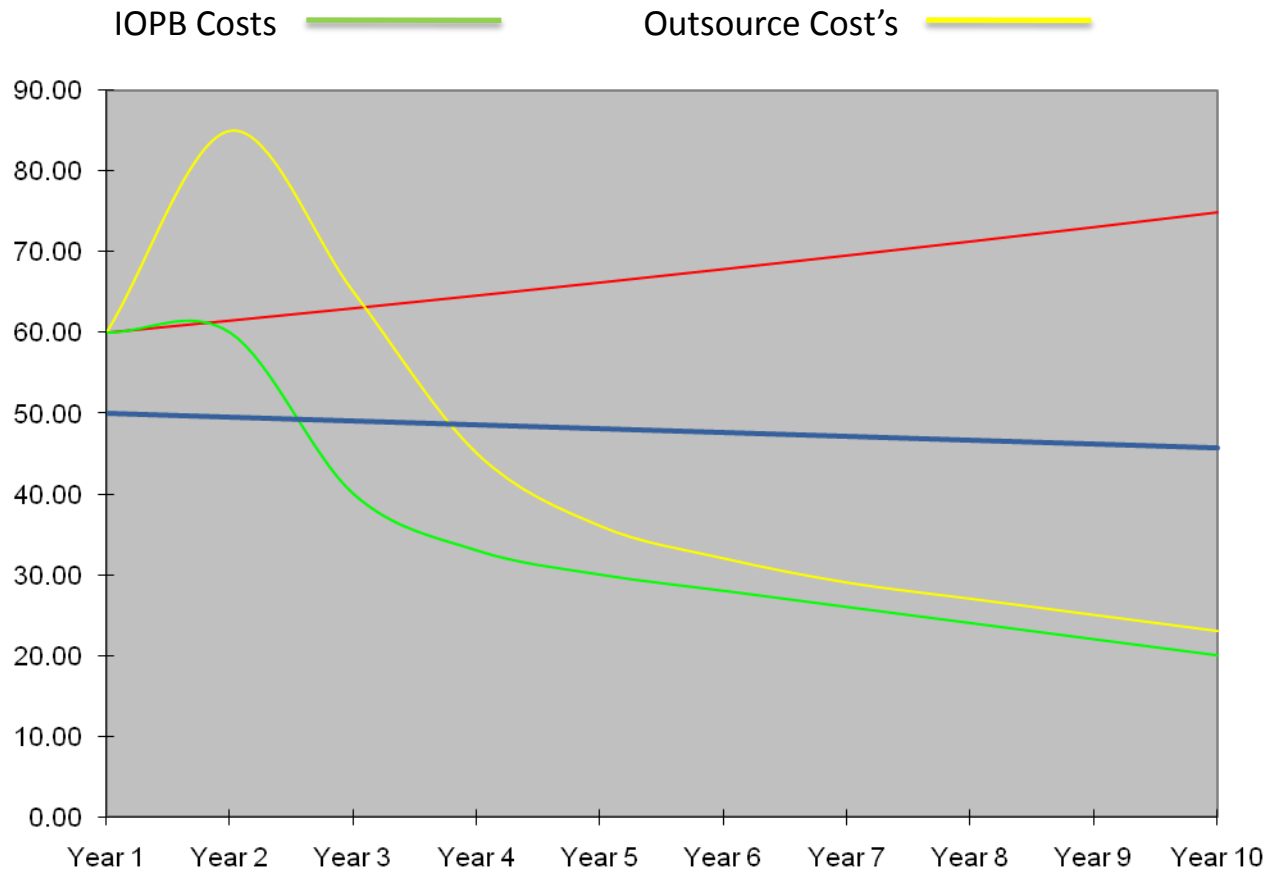
# Sourcing Strategy – Outsource Price



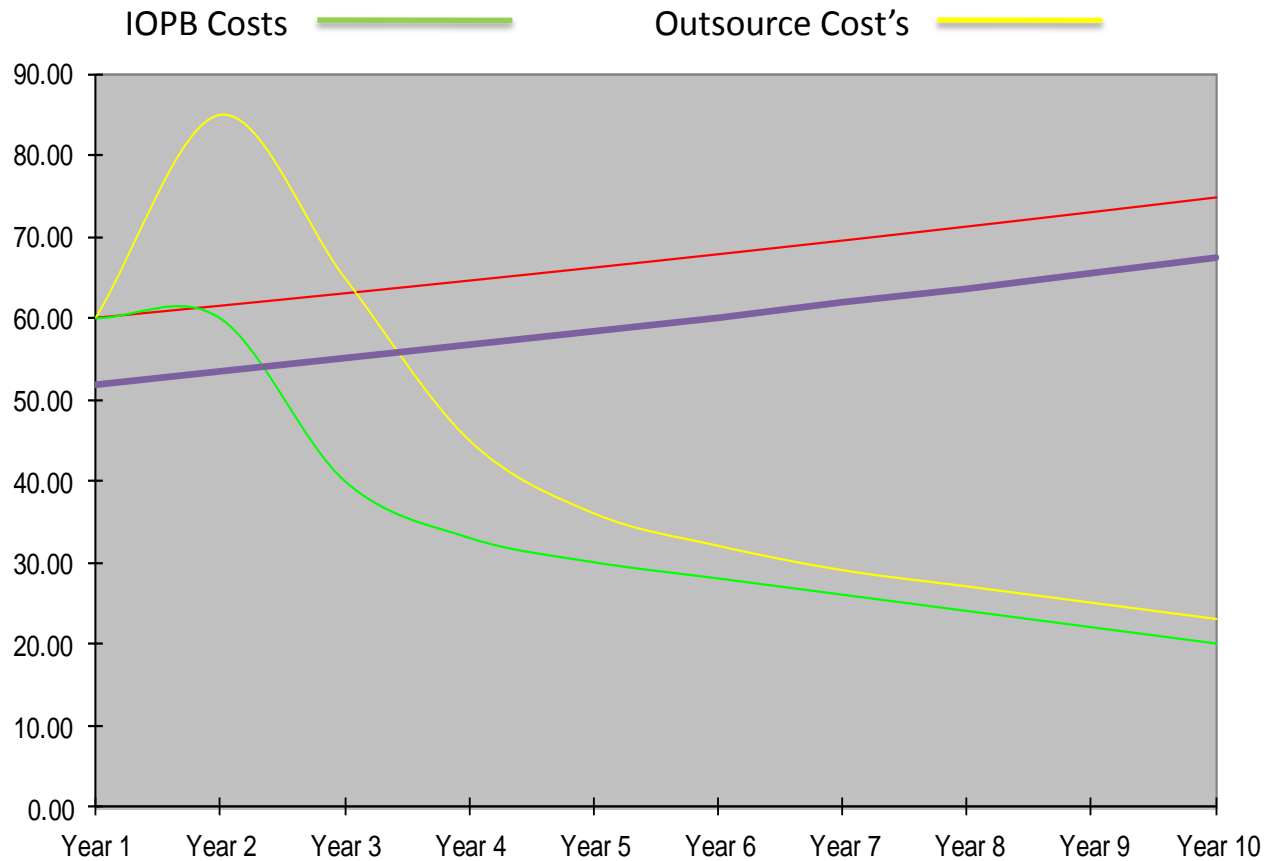
# Sourcing Strategy – Outsource Costs



# Sourcing Strategy – DIY Costs



# Sourcing Strategy – Reality



Contract Variations