

# **Judgment of outsourcing criteria**

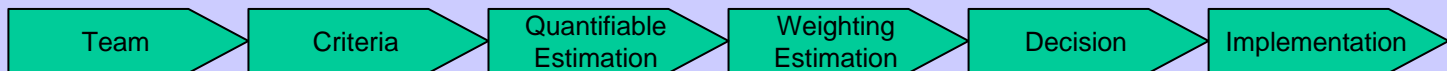
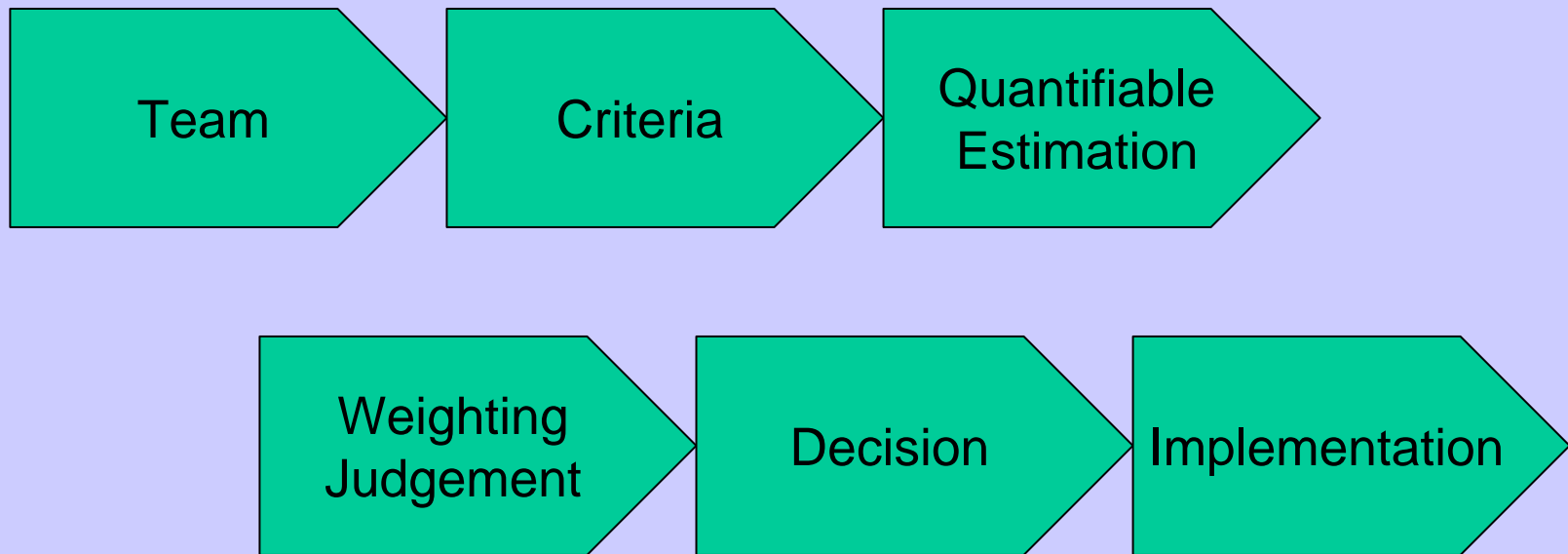
Presentation in the frame of ITTM  
Outsourcing, WS 2003

Heiko Boelter, Florian Hieber

# Overview Script

- Introduction
- Finding of criteria
- K.O. criteria
- Cost criteria
- Qualitative criteria
- Judgement of criteria

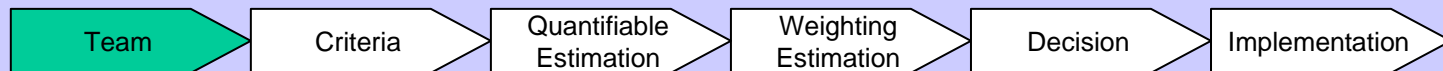
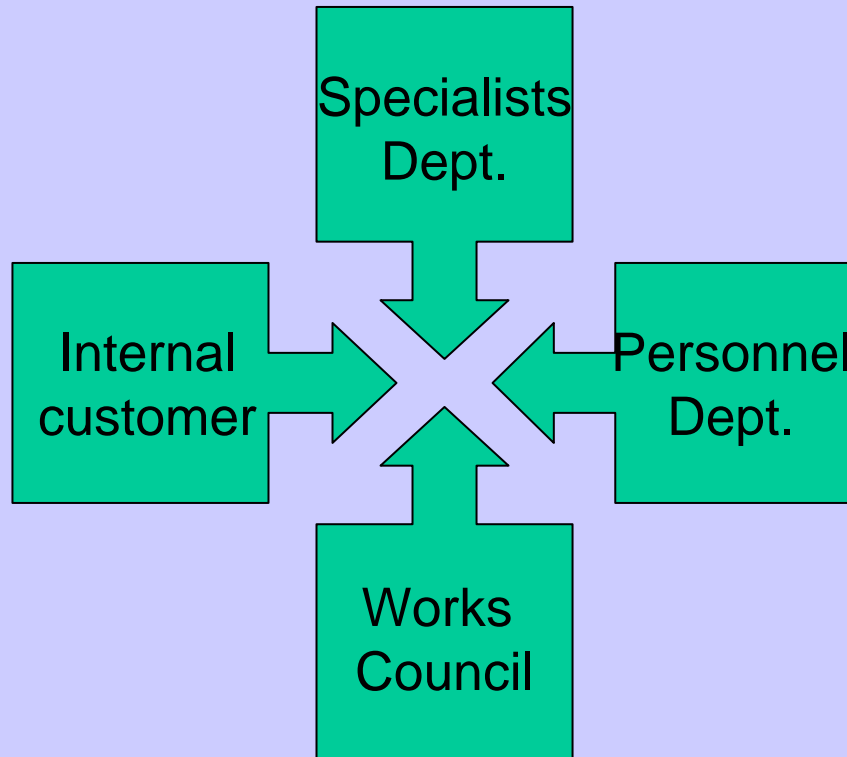
# The Outsourcing process



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# Team building

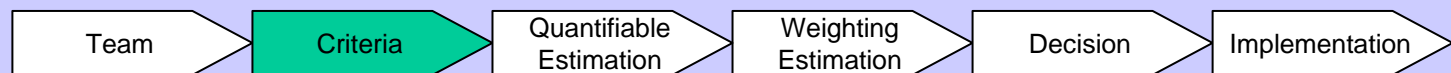


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# K.O. Criteria

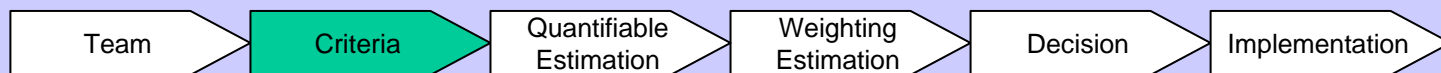
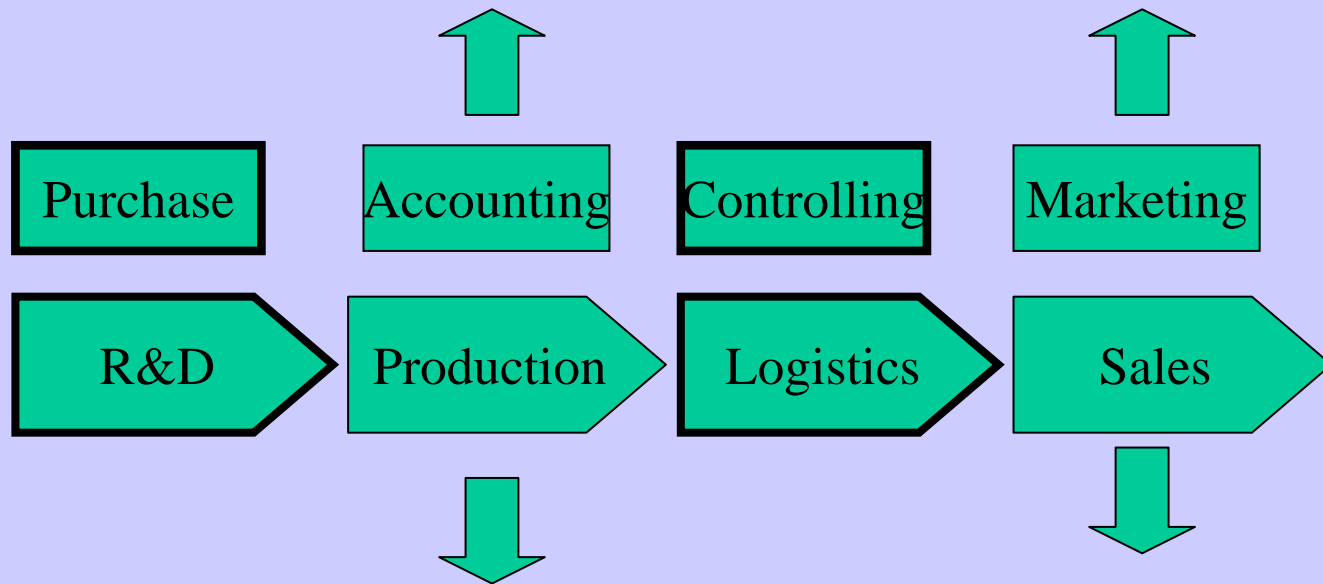
- The fulfilment of a single K.O. criteria leads to abortion of the Outsourcing process



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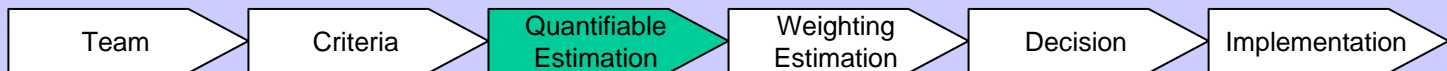
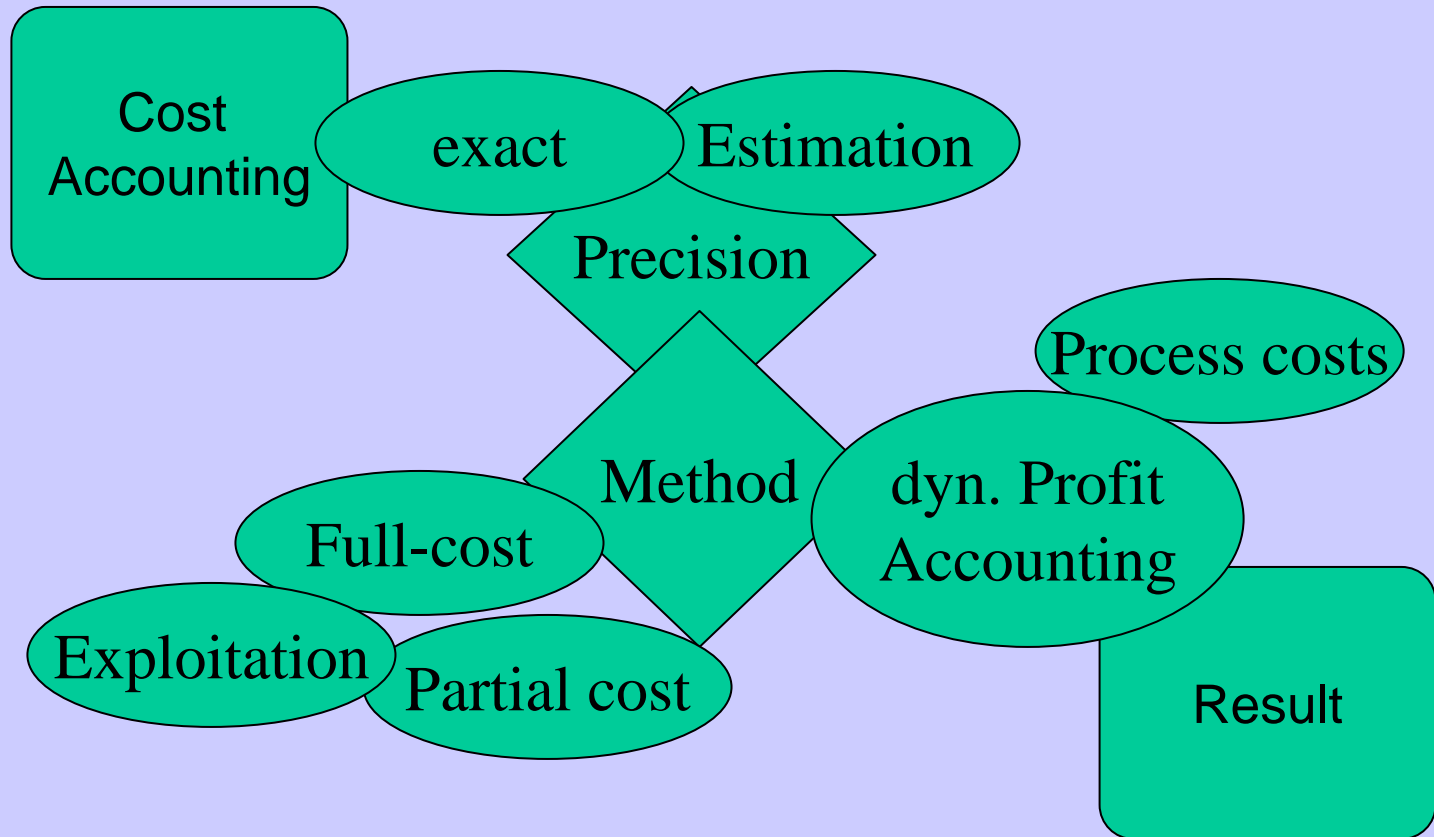
# Core Process and Competence



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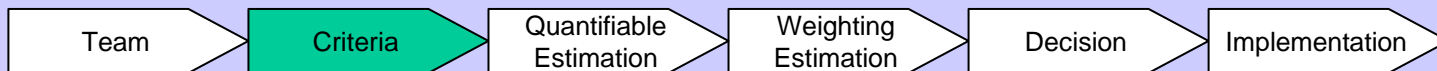
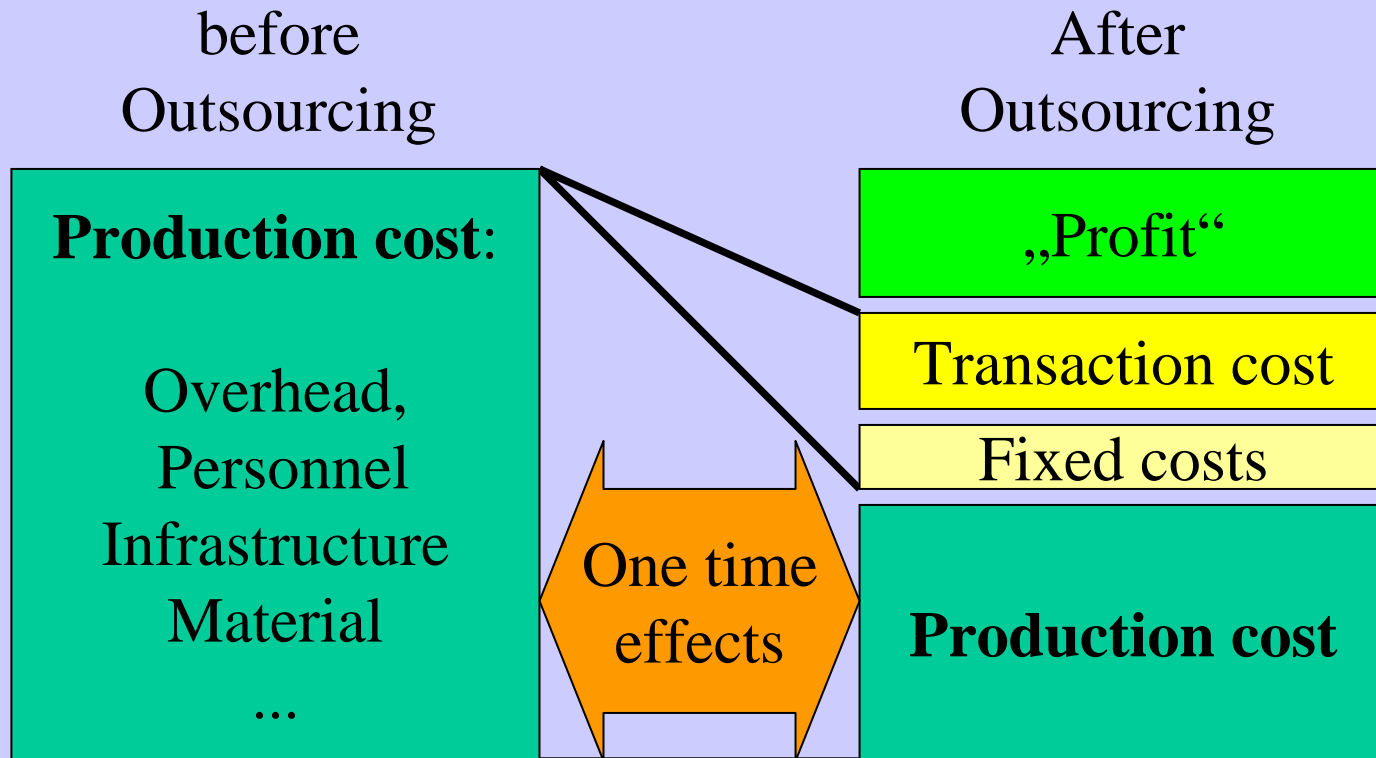
# Cost Accounting



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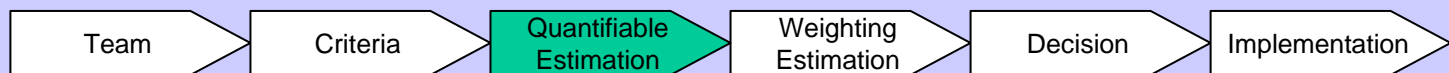
# Costs





# Calculation Scheme

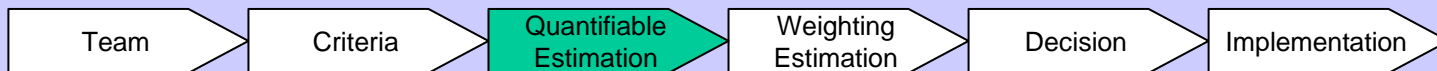
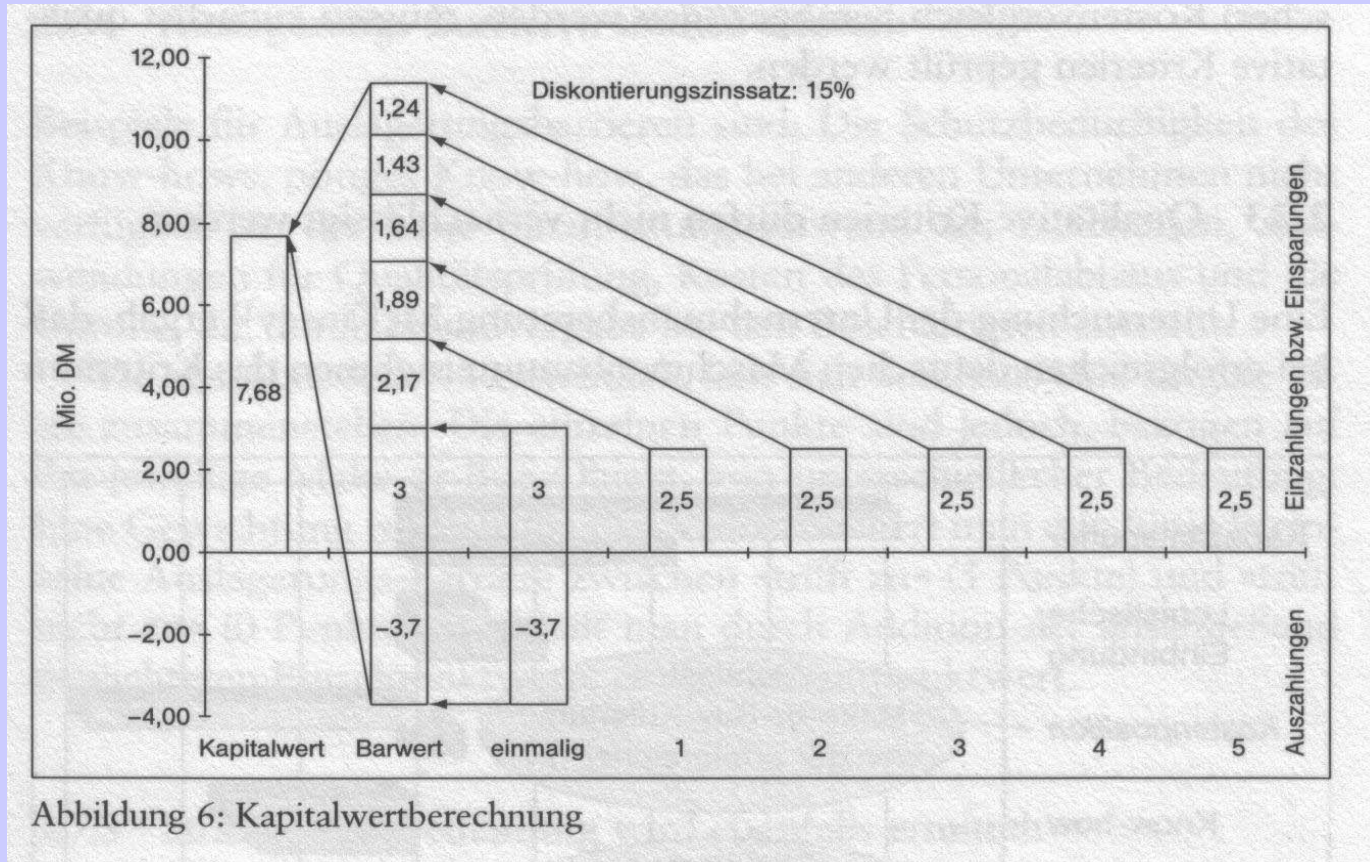
Task description			
Make or buy?			
COSTS	Variable	Fixed	Opportunity Costs
Product-, Transaction and One-Time Costs			
Result			



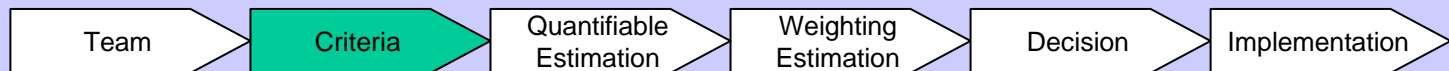
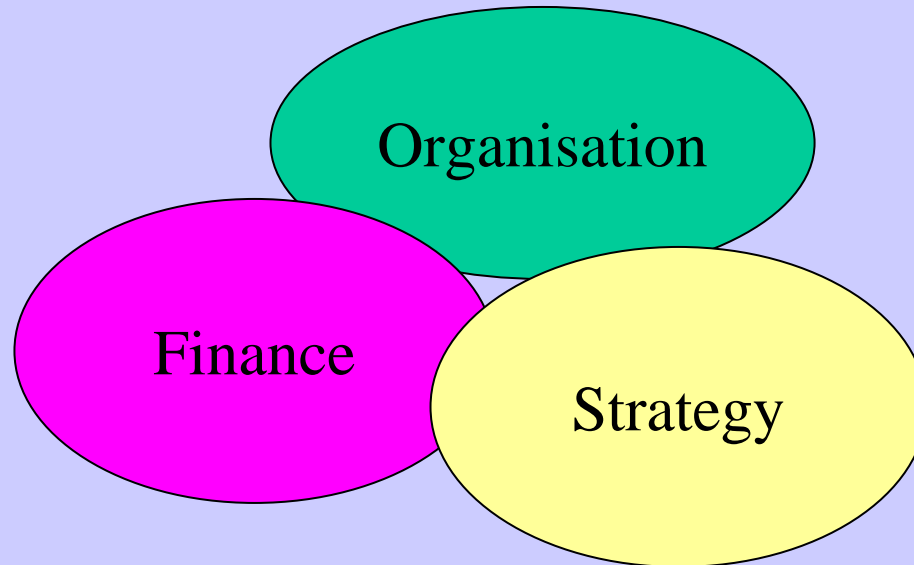
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# Investment Assessment



# Qualitative Criteria

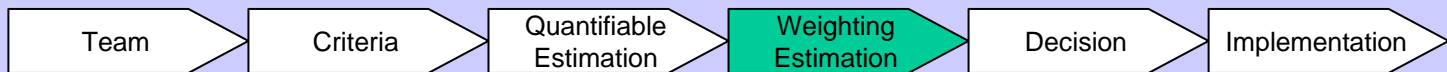
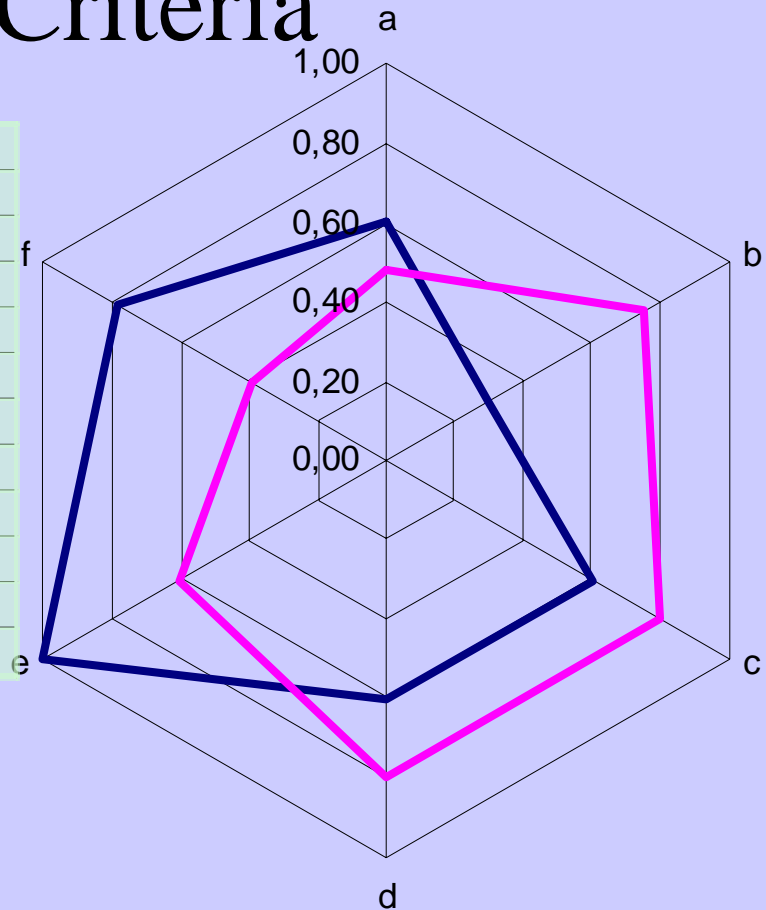


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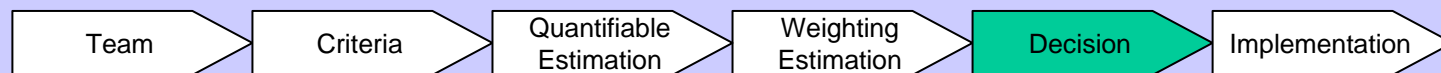
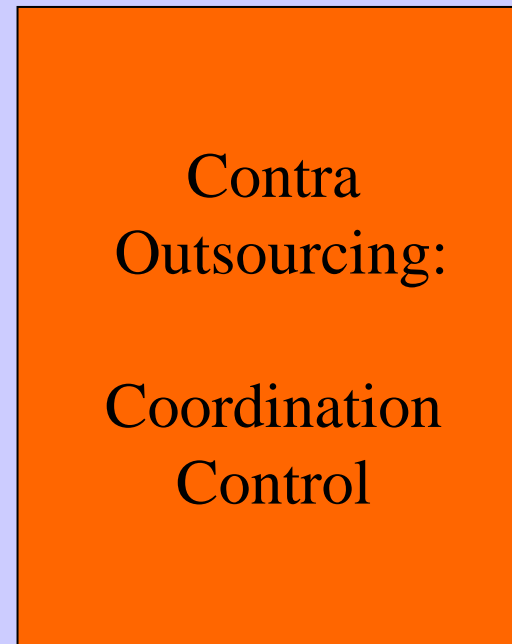
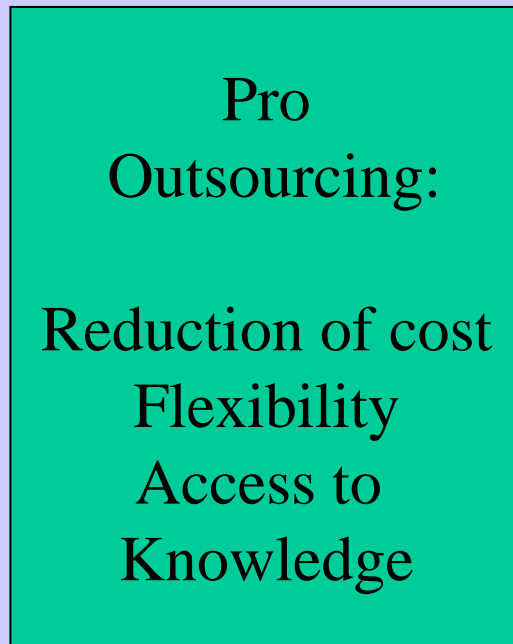
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# Method of Valuation for Qualitative Criteria

Feature	weighting	Points		Result 1	Result 2
		version1	version 2		
a	12%	2	1	0,24	0,12
b	15%	5	2	0,75	0,30
c	20%	4	5	0,80	1,00
d	35%	8	7	2,80	2,45
e	5%	9	5	0,45	0,25
f	13%	2	2	0,26	0,26
				5,30	4,38



# Empirical Result



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# MoB Matrix

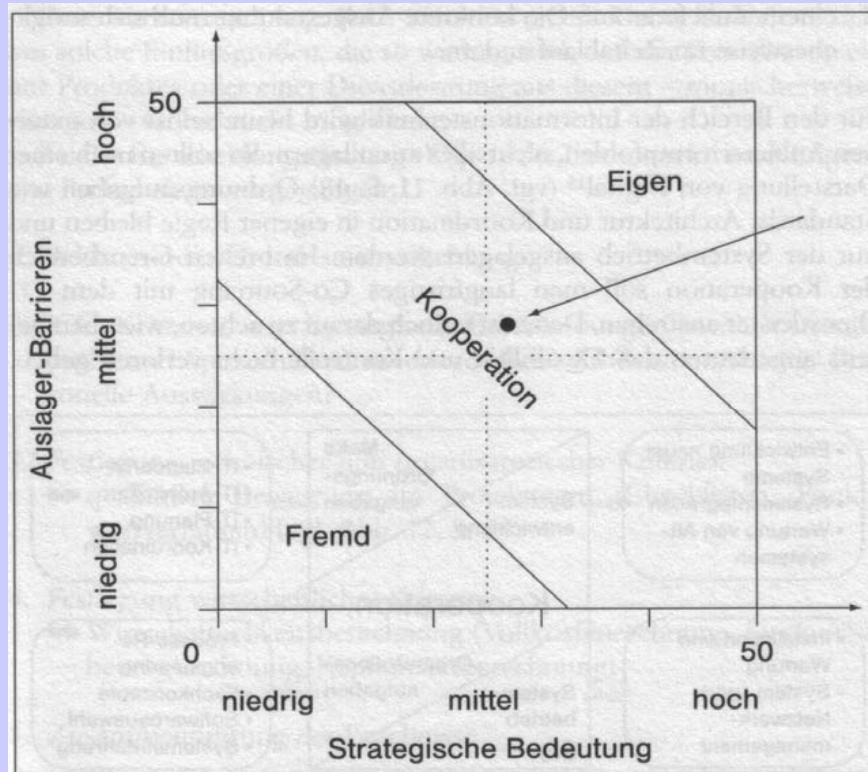
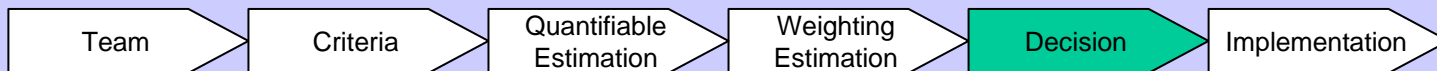


Abbildung 10: Make-or-Buy-Portfolio



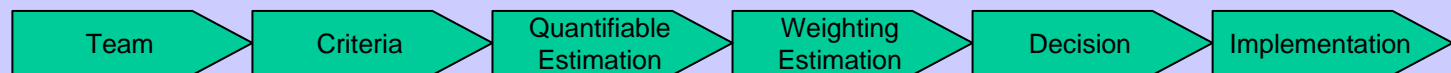
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# Summary

**Important: Costs, Knowledge  
Access and Strategy**

**Individual Assessment of  
criteria**



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