Vested Outsourcing

Location: Knoxville, Tennessee
Duration: 3 Days
Tuition: $3,300 ($3,200 for CSCMP members; $2,805 for UT Supply Chain Forum members); $1,650 if repeating the course; Includes meals and lodging.

Location: Copenhagen, Denmark
Duration: 3 Days
Tuition: $3,000 ($2,900 for CSCMP members; $2,465 for UT Supply Chain Forum members); $1,500 if repeating the course; Includes some meals

Program fees are subject to change. Check our website: http://ExecEd.utk.edu/VO for the latest information.

PARTICIPANT PROFILE
Vested Outsourcing is designed for corporate leaders in charge of sourcing and/or providing outsourced services. It is particularly effective when customers and providers attend as a team and apply the learning to real situations.

OVERVIEW
This class will fundamentally change the approach to how you source services. Today, most companies approach their outsourcing efforts by purchasing activities or transactions from their suppliers. The Vested® approach turns this traditional approach on its head – buying outcomes and value instead of activities. The course – based on the findings from a multi-year research project funded by the United States Air Force – provides a comprehensive overview of the Vested sourcing business model. It will help both buyers and suppliers understand the mindset, learn the methodology, and see for themselves how the Vested approach can help them develop their own highly collaborative Vested business model with their strategic partners. Companies looking to outsource – and outsource providers – will leave the class with information and tools to determine if a Vested sourcing business model is the right approach. They will also develop a roadmap with best practices for implementing a Vested agreement. Note that there is online pre-work.

KEY OBJECTIVES
The program has been designed to ensure the active involvement of all participants. A balance of theory and application is provided through lectures, question/answer sessions, case studies, and small group exercises. Through the course, you will...

• Answer the question–Is Vested right for us? by understanding the fundamental business model differences between traditional outsourcing approaches, performance-based approaches and the Vested business model—and when to apply them
• Answer the question–Is our supplier the right fit? by identifying structural flaws and creating a roadmap for what needs to be done to shift your relationship to a Vested business model
• Answer the question–Are we ready for Vested? by working through the 5 key components of readiness and identifying your gaps
• Answer the question–What resources do we need? by getting hands-on experience and use of the Vested Toolkit®, including practicing how to link desired outcomes to a Requirements Roadmap—a key to developing a sound Vested agreement
• Create your own action plan for how you can begin to adopt a Vested business model in your organization

METHODS OF INSTRUCTION
The small class size provides a rich experience where participants can interact with the UT faculty who created the Vested business model. The program is designed to ensure the active involvement of all participants through a balance of theory and application combined with applied learning exercises. See the program schedule included with this profile sheet.

DISTINGUISHING FEATURES
• The only university-based program designed to help organizations learn how to develop and implement Vested agreements.
• Based on applied research studying highly successful collaborative business relationships that delivered transformational results.
Vested Outsourcing

- Counts towards UT Certified Deal Architect Certification, UT Supply Chain Management Certification, the UT Executive Development Certificate, CSCMP's SCPro1™ certification maintenance (20 CEUs), and APICS recertification.
- UT's Graduate and Executive Education is CSCMP’s Approved Continuing Education Provider (ACEP)! SCPro1™ designees can attend UT’s CSCMP co-sponsored supply chain courses to earn CEUs good towards certification maintenance.
- Co-sponsored with CSCMP, IAOP Academic Alliance Partner and this course counts toward COP certification.
- Limited class size ensures interaction with faculty and fellow participants.

This program, like all Graduate and Executive Education open enrollment programs, is available as a customized, in-house program for organizations.

FACULTY
Program faculty consists of key experts in performance-based acquisition, including:

- **Mike Ledyard, CDA** – Mike is a partner, Mazzi Partners. Mike has exceptional credentials in business process design and the management of planning, manufacturing, distribution, product development, and engineering in high-volume consumer goods and food industries. He is able to concisely explain complex supply chain concepts in understandable form to audiences ranging from boardroom executives to shop floor personnel. He is also an author and frequent speaker on process assessment and measurement, and was selected as one of the Top 20 Logistics & Supply Chain Executives of 2001-2002.

- **Karl B. Manrodt, PhD** – Karl is Professor of Logistics, Georgia College and State University. Karl is a well-recognized academic in the area of logistics and supply chain management. He was recognized as a “Rainmaker” by DC Velocity magazine for his efforts in helping to build the logistics and supply chain profession. Dr. Manrodt served on the executive committee of the Council of Supply Chain Management Professionals.

- **Kate Vitasek, MBA, CDA** – faculty member at the University of Tennessee’s Graduate and Executive Education and the founder of, faculty, and lead researcher for Vested. She is an international authority for her award-winning research and Vested business model for highly collaborative relationships. Kate has been lauded by World Trade Magazine as one of the “Fabulous 50+1” most influential people impacting global commerce. Her work has led to 5 books, including, Vested Outsourcing: Five Rules That Will Transform Outsourcing, Vested, How P&G, McDonald’s, and Microsoft are Redefining Winning in Business Relationships, and Getting to We: Negotiating Agreements for Highly Collaborative Relationships. Kate has also been featured on Bloomberg radio multiple times, NPR, and on Fox Business News.

FACILITIES
Knoxville classes are held in the Graduate and Executive Education executive classrooms of The University of Tennessee’s Haslam College of Business. These facilities are specifically designed for group-interaction programs. Copenhagen classes are held at the ISS World Services headquarters.

Knoxville accommodations are single-occupancy rooms at the nearby Knoxville Hilton Hotel. Transportation from the hotel to the university and to dining is provided.

CONTACT
For more information on Vested Outsourcing, please contact:

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Vested Outsourcing

WEBSITE
For current information about Graduate and Executive Education and its offerings, visit our web site at http://ExecEd.utk.edu.

RELATED COURSES
• Global Supply Chain Executive Development Program
• Collaborative Contracting
• Certified Deal Architect
• PBL: A Proven Product Support Strategy

TYPICAL COURSE SCHEDULE

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<tr>
<th>DAY 1</th>
<th>DAY 2</th>
<th>DAY 3</th>
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<tbody>
<tr>
<td>Introductions</td>
<td>Review</td>
<td>Review</td>
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<tr>
<td>The Science of Win-Win Thinking</td>
<td>Closing the Gaps</td>
<td>Case Study</td>
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<td>Requirements Roadmap w/Applied Learning</td>
<td>Stakeholder Analysis Applied Learning</td>
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<td>Self Assessments Evaluation</td>
<td>Pricing Models</td>
<td>Request For Solution</td>
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<tr>
<td>The Journey to Vested</td>
<td>Pricing Models Applied Learning</td>
<td>Getting Started – Tools &amp; Deliverables</td>
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<td>Business Model Map Applied Learning</td>
<td>Guardrails w/ Applied Learning</td>
<td>Three Things to do on Monday</td>
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<tr>
<td>Business Model Mapping Discussion</td>
<td>Stakeholder Analysis</td>
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