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ailments are described in Vested Outsourcing: Five Rules That Will Transform Outsourcing, now in its second edition¹ A key to eliminating the ailments is first to identify they exist and understand how they can make strategic supplier relationships unhealthy With this in mind, the rest of this paper summarises each of the 12 most

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“cost creep” is the number one reason why buyers and suppliers are frustrated with their outsourcing deal¹ Other industries have similar studies We advocate for companies to understand and know when to use a “price” versus a “pricing model” A second reason stems from companies adopting a muscular, lowest-price-possible mindset in

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