

Introduction

Business leaders are increasingly re-examining what should be considered a core competency by their organisations and are seeing the sense in using partnerships to leverage expertise. While outsourcing is often driven by cost considerations, it actually offers a much broader range of benefits.

An opportunity

Advances in technology are radically changing the way that business is carried out. Increasingly, organisations are recognising that they can improve their competitiveness by accessing the skills and resources they need from a lower-cost area. Often – provided there is reliable and trustworthy management closer to home – it doesn't matter where in the world those skills and resources are located.

While some companies with global reach are establishing their own shared services centres in cost-effective locations, others are forming strategic outsourcing partnerships with global players in order to gain access to the wealth of global talent available to businesses today.

Outsourcing can enable your organisation to see beyond traditional geographic limits and use the best of the world's resources to drive the business forward.

Keeping sight of business strategy

Businesses want their IT strategy to be driven by their business strategy but many find themselves unable to execute this to the level and at the speed required because of limited in-house IT capability. By outsourcing the delivery of your IT to a partner with

the maturity, flexibility, expertise and technical capability to meet your requirements, you can realise that elusive strategic alignment of IT and business that enables the agile provision of business priorities.

Responding to rapid change

Many organisations spend a large amount of their IT budgets struggling to maintain their legacy IT systems. This limits the organisation's ability to respond to emerging business and technology developments as it soaks up both finances and people's time. Allowing a trusted partner to manage your legacy systems frees up resources, which can be devoted to new developments that support the future and the growth of your business.



Local and global, large and small

Today's business and IT agendas are fast changing and challenging. From increasingly stringent security requirements to pressure for carbon reduction, it can be difficult and financially burdensome for organisations to keep pace. A mature outsourcing partner with years of process intellectual property and technology experience, combined with a breadth and depth of cross-industry experience, can be of real benefit.

While it may not be economic for you to continuously invest in keeping up with the latest IT trends, an outsourcing partner, whose core competency is IT, has the economies of scale to do so, providing clients with the associated benefits.

With a very significant services operation based in the UK, complemented by our unparalleled global delivery capability, IBM is well placed to provide the cost and competitive benefits that are right for your business.

We have a proven depth of experience and expertise across the whole breadth of outsourcing services. This brochure introduces many of the ways we can help you address today's business challenges.

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