

Why work with Grosvenor on Outsourcing?

Founded in 1989, Grosvenor advises its clients on engaging and managing outsourcing, off-shoring and cloud vendors. Specifically, we help to balance the relationship between our clients and those vendors.

Why is this necessary? Put simply, suppliers in this field are able to put together dedicated, well-orchestrated teams, drawing on expertise from around their organisations. They write proposals and negotiate contracts day in and day out, and can draw upon that knowledge in every new customer relationship.

On the other hand, their customers often enter into a negotiation or agreement relying on an ad hoc team made up of people who have other responsibilities in the business, and often who have never before been involved in such transactions.

Inevitably, those customers start out at a disadvantage, and that's where Grosvenor can help.

Inside knowledge

All Grosvenor consultants have previously worked in multiple sales roles for suppliers. This means they know the motives and methods of suppliers and, crucially, how they make their margins.

Grosvenor consultants have first-hand experience of many types of deals, and have taken them from initial concept to supplier selection, through drafting and negotiating contracts, implementing services, and vendor management. At the later stages of the outsourcing 'life cycle', they've advised on renegotiation, retendering and taking services in-house.

Experienced guidance

With decades of experience in hand, Grosvenor's multi-skilled consultants have guided their clients' business, technical, procurement, finance, HR, legal and other specialists, as well as management teams and executives, on what they need to consider and how they can contribute to making these transactions more successful.

Impartial and personal

Grosvenor works exclusively with buyers of services, never suppliers, and has advised clients across the public, private and charity sectors in the UK and globally. We employ only the most experienced consultants, and those who win the work do the work.

Our recommendations will be based on your specific needs, not come off the shelf, and will always be in your company's best interests – even if that means advising that a project be abandoned.

Find out more

If you would like to know more about us, and some of the companies with whom we've worked, please see our website at www.grosvenorconsultancy.com.

We can also provide targeted papers on a range of subjects, including:

- The Grosvenor Approach
- Strategy
- Testing the market
- Tendering
- Contracting
- Running services
- Renegotiating
- Retendering
- Insourcing
- Shared services and value management

To request any of these, or to discuss your specific needs please contact:

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