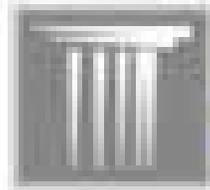




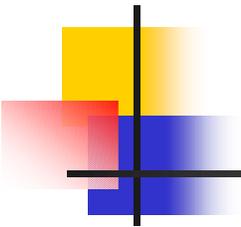
Outsourcing e-Business Projects

Preston D. Cameron

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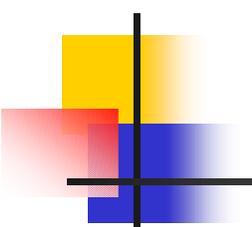
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About the Presenter ...

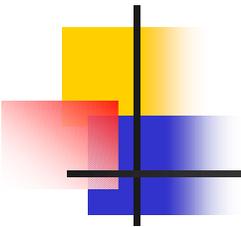
Preston D. Cameron -

Mr. Cameron is affiliated with the St. Louis office of Experio Solutions (the former Grant Thornton LLP Enterprise Solutions consulting practice). With over 18 years of business experience helping organizations achieve their strategic and business objectives, his primary areas of focus and expertise include the organization, management, and re-engineering of accounting, finance, and information systems functions for companies involved in a wide variety of industry segments. Mr. Cameron continues to facilitate team based planning, selection, and business analysis workshops for enterprise-wide and e-business initiatives and has served as a keynote speaker and presenter for a variety of conferences and expositions. **He is recognized internationally for his thought leadership and is the author of numerous articles on the client / consultant relationship, project management, software selection techniques, accelerating projects, and internet-enabled business process functions.**



Make sure I get your business card, if you'd like a copy of ...

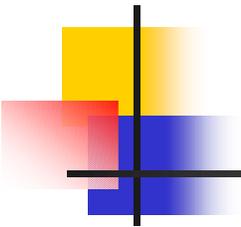
- ✓ “**Life** after Planning – How to build strategies that get implemented”
- ✓ “Buying into the **Vision** – Selling IT Project Management to your organization”
- ✓ “Winning in the **Digital** Economy”
- ✓ “Mastering the **Monster** – 6 Steps to better manage the selection process”
- ✓ “Slaying the Competition **Dragon** – Partnering with an ASP”
- ✓ “Managing the Wealth - **Knowledge** is Power”
- ✓ “**Natural** Selection in an Electronic Supply Chain World – Avoiding traps in securing your supply chain solution”
- ✓ “For Good Measure – **8 steps** to establishing your IT performance measures”.
- ✓ “The Need for **Speed** – Are you ready to ride the e-accounting roller coaster?”.
- ✓ “Measuring Up – The IT **ROI** Calculation”.
- ✓ “Selecting a **Vendor** – Preparing for the Software Demo”.
- ✓ “Can I Do That on the **Internet**?”
- ✓ “How to Choose Software – **Six steps** to better selection”.
- ✓ “Opening the books – Are you **ready** to use the Internet for financial data?”
- ✓ “Rapid **ERP** Implementations – Contradictions in Terminology?”
- ✓ “Partnering for **Success**”.
- ✓ “**Insider Tips** to Software Selection”



What's Going On ...

“The corporation as we know it, which is now 120 years old, is *not likely to survive the next 25 years*. Legally and financially, yes, but not structurally and economically.”

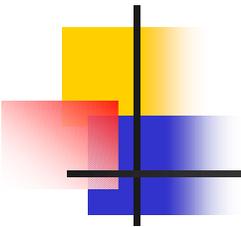
- Peter Drucker, Business 2.0 (08.00)



What's Going On ...

“There is probably going to be more *confusion* in the business world in the next decade than there has been in any decade in history.”

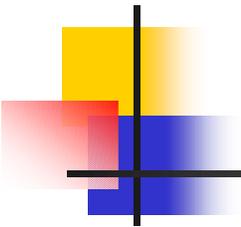
- Steve Case (2-00), Chairman AOL



What's Going On ...

“More and more companies these days want to be like Cisco. They want to focus on their core business *and outsource all the superfluous stuff, like human resources, procurement, and accounting.*”

- *Forbes.com*, 07.17.00, on ASPs

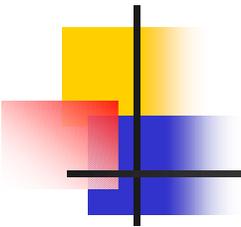


What's Going On ...

Q: "Where does the Internet rank in priority?"

A: *"It's No. 1, 2, 3, and 4."*

Jack Welch, CEO of GE



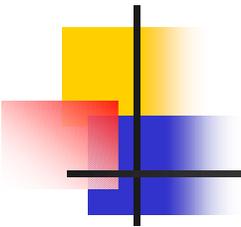
What's Going On ...

*" not likely to survive the next 25
years "*

" confusion "

" outsource all the superfluous stuff, "

" It's No. 1, 2, 3, and 4. "



Let's Differentiate ...

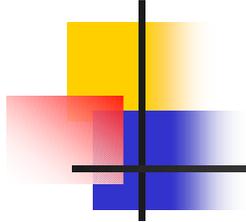
- Web-enablement
 - Your current or new applications accessible via internet desktop software
- e-Collaboration
 - dynamic access to information, real-time
 - directed actions based upon workflow & intelligent messaging
- Outsourcing
 - Moving the tools, systems, & associated business processes outside your organization

What is Outsourcing ...

“Outsourcing” supply chain & e-business solutions means something different to large enterprises, versus the middle-sized and smaller ones.

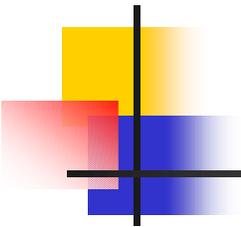


"We're moving to the web!"



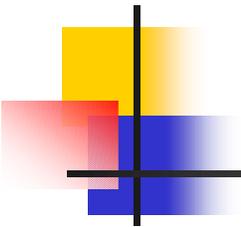
What is Outsourcing ...

- Historically the larger enterprises -
 - employed an outsourcing niche or competence
 - expected a high degree of integration & customization
 - had a preference for internal hosting
 - used the 'outsourcing' model to justify their own IT department as an "internal ASP"
 - looked to improve their ability to transact business with a network of suppliers
- see the small company as a functional component of their e-business process!



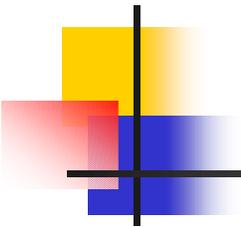
What is Outsourcing ...

- Historically, Small to Medium enterprises:
 - reach the same level of IT service that the big guys enjoy.
 - more willing to outsource CRM and e-commerce
 - sought opportunities to expand their customer base and market penetration
- see the larger enterprise as the customer in the e-business process!



What is Outsourcing ...

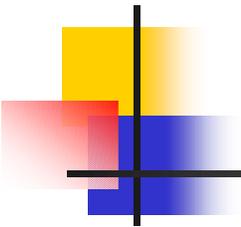
- ... the ability to access remotely hosted applications as services delivered over wide-area networks ...
- ... contractual services to deploy, host, manage, rent access to an application, or secure a business service from an external, centrally managed facility or organization ...
- ... an enabling technology that pulls together information and / or trading partners into a collaborative, open environment.



What is Outsourcing ...

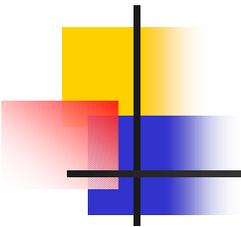
"Outsourcing is the basis for all prosperity"

--Ed Yardeni, chief economist at New York-based Deutsche Bank



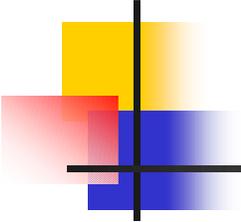
Outsourcing Characteristics ...

- Centrally managed / Application Centric
 - application is the core element
 - may include part or all of the business process
 - application access is remote to your site
- “One to Many” or “One to One” service
 - standardized offering (minimal customization)
 - each solution meets unique needs of organization
- Providing Application Access
 - access to a new application environment without the upfront investments



What Are the Applications?

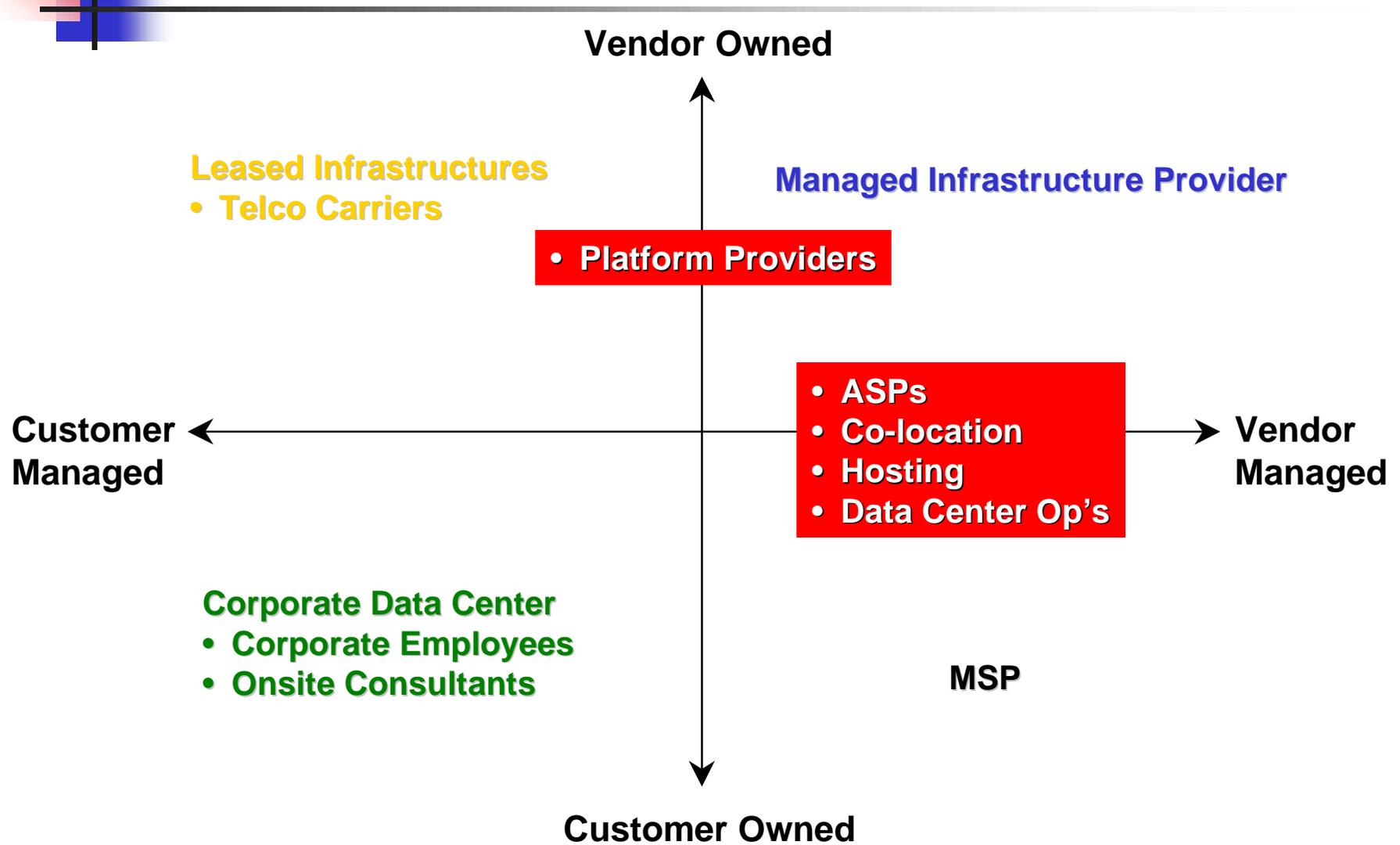
- Analytical applications -
 - vendor analysis, financial analysis, customer analysis, web site analysis, risk analysis
- SCM Vertical applications -
 - procurement models, industry-specific applications
- ERM applications -
 - includes financial, HR, facilities management, asset management, time & expense recording



What Are the Applications?

- CRM applications -
 - sales force automation, customer service, marketing
- Collaborative applications -
 - groupware, e-mail, conferencing applications
- Personal applications -
 - office suites, consumer applications

Confused??



What Are the Applications ...

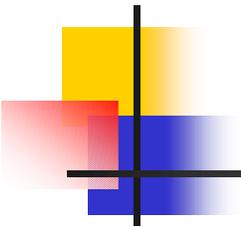
What Heavy Adopters Prefer



Applications In Demand

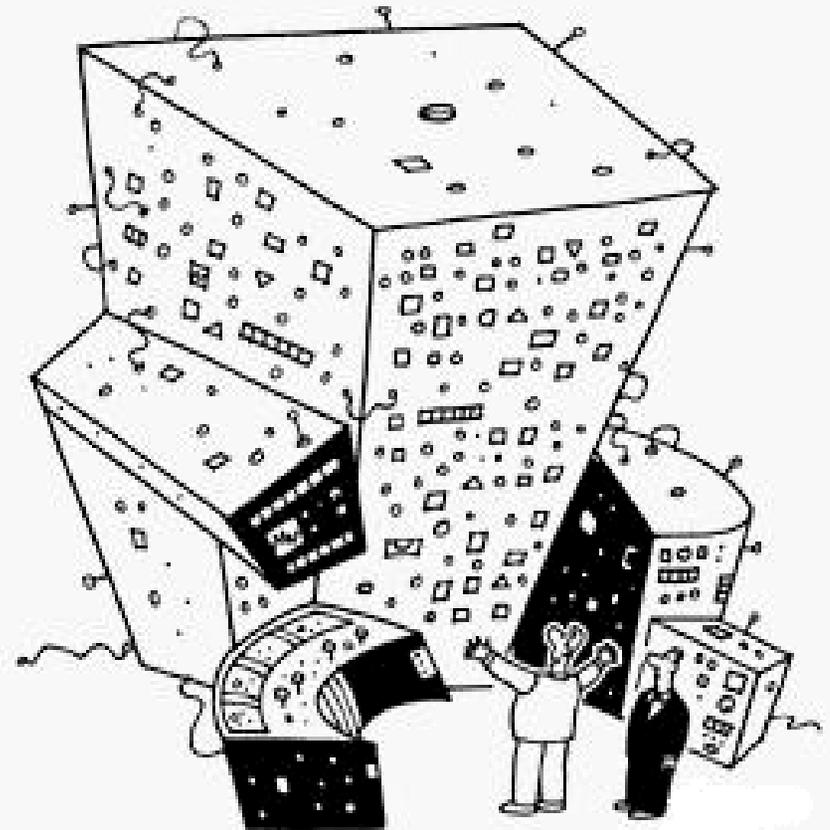


Receiving the most
Consideration for Outsourcing?

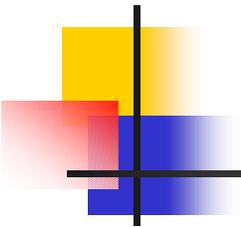


What is the Service?

- Core services -
 - application updates & upgrades,
 - 7 x 24 x 365 monitoring
 - networks & servers



"It's so simple to use, you won't know how you ever got by without one!"



What is the Service?

- Managed services
(core services ... plus)
 - - security
 - application
performance
 - data redundancy