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N. Dean Meyer

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With promises of tantalizing payoffs and "strategic partnerships," outsourcing vendors have convinced a lot of top executives to replace entire staff groups with their services. Unfortunately, after a series of disappointments, executives find that once an outsourcing decision has been made, there's no turning back. Key staff have been lost, and lawyers have a lock on the relationship. How can corporations leverage the talents and economies of vendors without becoming hostages to people who serve other sharholders? This book cuts trough the hype, analyzes the fundamental trade-offs, and describes an approach called "extended staffing" which makes the right vendor decisions, in context, day after day.

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