



# Strategic Consulting Associates

## SERVICE OFFERINGS

## BUSINESS CONSULTING

### Service Offerings

#### Business Consulting

Strategic Planning  
Strategy Management & The  
Balanced Scorecard  
Operations Strategy &  
Effectiveness  
Offshore & Outsourcing

#### IT Consulting

##### Strategy

IT Strategy  
IT Balanced Scorecard

##### Project Services

Project Management  
Project Recovery  
Project Management Office

##### IT Architecture

Application Architecture  
Information Architecture  
System Architecture

##### Staff Augmentation

N-tiered client/server  
technology  
Web services  
Database services

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### Offshore & Outsourcing Assessment

#### THE PROBLEM

Your competitors are outsourcing business processes and IT projects to offshore companies. They are significantly reducing costs and improving time to market. In addition, it is a cross-industry phenomenon since the operating model is mature. Is that an opportunity that you are losing? Is offshore outsourcing the appropriate strategy for you? Industry trends project that 3 million jobs will be outsourced to offshore destinations in the next decade. And some analysts are saying that this is favorable for the U.S. economy.

#### THE SOLUTION

Outsourcing to offshore destinations can either be done by selecting a vendor or by setting up a company office in a foreign country. Larger U.S. corporations are now setting up their own development centers, call-center operations and back office functions in India, China and elsewhere.

SCA helps clients develop an effective offshore, outsourcing strategy in the following steps:

1. Assess if offshore outsourcing should be incorporated in your business and IT strategy
2. Develop a detailed business case along with roadmap, financials, scope and operational models
3. Get it started – obtain buy-in, select vendor, engage all stakeholders, define delivery and metrics
4. Manage the initiative to ensure success

We provide clients with tools, frameworks, and thought leadership that facilitate key strategic choices. Therefore, our clients leverage market opportunities to maintain a competitive advantage.

#### THE BENEFIT

Industry analysis indicates several benefits of offshore outsourcing depending on the function being outsourced, scope of work and service level agreements:

- ✓ 25-50% cost savings
- ✓ 25-60% faster time-to-market
- ✓ 5-10% productivity enhancements

SCA has extensive experience assessing an organization's readiness for outsourced & offshored services. Contact us and we will conduct a diagnostic enabling you to explore new opportunities.

#### ABOUT STRATEGIC CONSULTING ASSOCIATES

Strategic Consulting Associates is a regional provider of integrated business and technology consulting services in the areas of corporate strategy, Balanced Scorecard, operations strategy, and IT professional services. SCA is committed to providing a seamless approach to these services by combining excellence in execution with continuous innovation to help its clients effectively compete in the 21<sup>st</sup> Century. SCA is in the business of helping clients develop breakthrough performance in their organizations. We do this through innovative problem solving and by implementing technology-enabled solutions to deliver new sources of revenue, streamline business processes, and develop mission-critical applications. SCA has access to best-in-class management and technology professionals to help achieve your organization's goals.