Strategic Outsourcing - *The final Cure*

Why more and more companies are choosing the strategic outsourcing route for their vital Information Technology support?

Information Technology is the mainstay of any business. Yet businesses grapple with IT's dynamic nature. Strategic Outsourcing Services takes the burden off your back and provides complex, highly-customized solutions, focused on transforming the client's IT environment. Outsourcing is not only a means to reduce costs, but is also a tool for adding value to companies by enabling them to concentrate on their core businesses.QuantM's strategic outsourcing services enable you to rethink the way your business works. Our global capabilities and reach, as well as skilled resources to run your IT environment allowing you to focus on your core business.

Challenge

ADP Architecture produce architecture that serves and celebrates people, has global presence in six locations Birmingham, London,

> "Through the collaboration with QuantM our organizations reached new levels of IT competencies, allowing us to focus on our primary business mission."
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> Quoted Mr. RanjanRay ,Director, ADP Architectures.

Manchester, Newcastle, Oxford and Sherborne. Being an international marque, they wanted to explore Indian market. In progress of their decision they were operational in Gurgaon.

Being at the launching phase ADP decided to be cost effective and make a strong business platform. They wanted to discover the Indian market, before making any upfront huge investments on business infrastructure. In the new office setup they didn't wanted to invest in IT infrastructure.

Though IT Infrastructure was ADP's initial requirement, so

they opted for an outsourced partner to setup base Infrastructure with minimal cost and without any capital investment. IT being vital function they wanted a strong partner who can render its expertise with innovative solution designing skills.

QuantM Strategic Outsourcing Approach

After understanding ADP's business requirement QuantM evaluated and planned a strategic outsourcing 'ITaaS'model. In this model QuantM would provide the entire IT services, equipment, people, knowledge, and processes to ADP on a service model. ADP would not need to own any assets or people and it only need to bring in its internal application and host it on the infrastructure set up by QuantM. ADP was confident of their ability to grow the business in India market and hence committed to sign a 3 year contract with QuantM to build this historic partnership. Since then the relationship along with the growth of the organization and expansion of services.

Benefits to ADP

1. Being new to Indian market ADP's upfront **capital expenditure was reduced with this engagement model**; this in turn increased their ROI and improved their cash flow since IT expenses were predictable.

2. **Skilled Expertise –** It freed ADP from the task of IT skill acquisition by providing access to skilled resources at lower costs, with the additional benefit of not having the burden of managing them directly.

3. **SLA Driven:** Deliverables based on Stringent Service Levels which includesall of the necessary engineering, quality assurance, operations controls, monitoring and maintenance—and through industry-standard performance and process metrics.

4. **Focus on core competencies** - They are able to focus on their core business and simultaneously grew IT infrastructural benefits as well as enterprise competence.

5. **Increased productivity and efficiency –** It significantly improved the efficiency of business operations by aligning business goals properly with the deliverables in outsourcing. The right expertise and experience of QuantM in delivering IT services for more than 2 decades helpedADP streamline business processes and contribute to the bottom-line.