

Sourcing Business Strategies



Breadth. Depth. **Results.**

In today's global marketplace, businesses are taking advantage of the opportunity to improve processes, decrease costs, and advance their competitive position by incorporating sourcing into their strategic planning. Sourcing and complex procurement allows a company to focus on long-term goals by engaging outside service providers to manage or support select business processes. As technology continues to develop at a breakneck pace, sourcing strategies can place businesses ahead of the wave of their competitors. Seyfarth Shaw offers the experience and superior skills that companies require to leverage the benefits of sourcing for their business.

Sourcing as a Practical Business Solution

At Seyfarth Shaw, we approach sourcing and procurement negotiations from a practical and solution-minded perspective. Our attorneys tailor their focus to address the business drivers and specific objectives of each transaction while remaining mindful of the financial and operational risks facing our clients. In an industry as varied as sourcing, we do not believe in a "one size fits all" approach, but aim to align the transaction with each client's strategic goals, timetable, and culture.

We skillfully guide our clients through the full lifecycle of a sourcing transaction—beginning with request for proposals, through the evaluation and definition period, negotiation and execution of definitive agreements, and, if needed, through continuing governance and amendment, modification, and renegotiation of existing arrangements. The key to successful sourcing transactions is the establishment of positive, long-term relationships between parties. We approach negotiations with two important objectives: to vigorously advocate for our client and to foster successful, ongoing relationships.

We have counseled clients in a variety of specialized sourcing transactions, including:

- **Information Technology Sourcing.** Our experience includes transactions involving full-scale sourcing of information technology departments, data center and help desk operations, application development and maintenance, enterprise resource platform initiatives, and various technology-related services and software offerings and licenses.
- **Business Process Sourcing.** We have worked with companies on a wide range of service offerings, including insurance claims management and processing, facilities management, finance and accounting services, supply chain and procurement operations, commercial printing, mailing, and distribution services, sales center and call center operations, and real property portfolio management services.
- **Human Resources Sourcing.** We have assisted clients with services including payroll administration and processing, tax filing, leadership development strategies, compensation administration, absence management administration, employee and retiree support call center operations, benefits administration, training administration, performance management administration, succession planning administration, staffing and contingent labor administration, and recruiting, selection, and relocation services.
- **Legal Process Sourcing.** Our Global Sourcing Team has negotiated transactions ranging from administrative legal tasks, such as word processing, to traditionally time-intensive or routine legal processes, such as form preparation in immigration work, to complex legal services, such as drafting summary judgment motions and reply briefs.

Seyfarth Shaw Service Offerings

Experience and Expertise

Our global sourcing and complex procurement attorneys unite vast experience with a deep understanding of market standards, practices, and value drivers in sourcing transactions. Some of the most complex and strategic multinational sourcing transactions ever undertaken have been handled by our attorneys, with total contract value in the billions of dollars.

Our attorneys are leaders in the sourcing and technology industry with decades of experience advising both U.S. and international purchasers and providers of sourcing services. We have completed significant transactions in nearly every major industry, including energy, healthcare, financial services, insurance, and transportation.



Seyfarth Shaw's Global Sourcing Team has undertaken transactions around the globe, including numerous arrangements where the service provider delivery solutions include resources from China, India, the Philippines, Mexico, Ireland, Jamaica, Canada and Poland, among others, and the customer receives services on a worldwide basis from locations such as the United States, Canada, Eastern and Western Europe, Asia, and South America. In our negotiations, we have sat alongside and across from nearly every major industry participant in the sourcing and complex procurement world.

Best Practices and Tools

For clients new to sourcing, we can provide extensive templates and toolsets that help guide them through the development, negotiation, and documentation processes. For clients experienced in sourcing transactions, we are comfortable working with established parameters and templates to bolster protections and customize these materials to the particular services involved. We also offer tools like document workrooms that encourage swift and efficient communication and document exchange between parties.

About Seyfarth Shaw

Seyfarth Shaw was founded in 1945 by three lawyers and has grown to more than 750 lawyers across ten offices. We handle issues for our clients in all key areas including labor and employment, commercial litigation, construction, corporate and finance, employee benefits, environmental, government contracts, intellectual property, litigation, real estate, securities litigation, trade secrets, trusts and estates, and workouts and bankruptcy, among others.

Our clients are our partners in business and we are committed to listening to their needs and to aligning the skills and abilities of our people to respond to those needs. Our clients range from *Fortune* 100 to midsize companies, and include publicly traded and privately held companies. We represent businesses across all industries and we are diligent in providing the same level of commitment to each client.

As many complex legal issues can arise due to sourcing transactions, we work closely with the firm's other practices to provide our clients with comprehensive advice and counsel on these matters.



SeyfarthLean: A New Way To Deliver Value

Seyfarth Shaw is recognized as a law firm leader in developing innovative methods for providing quality legal services. To this end, we have pioneered in the law firm environment the use of Lean Six Sigma as well as other tools to plan, organize and manage resources. We call this *SeyfarthLean*—a process improvement and management methodology that utilizes structured team-based collaboration to deliver value, as defined by each client. *SeyfarthLean* helps us drive down the costs of legal services by eliminating inefficiencies, while ensuring the delivery of consistent high quality service to the clients across our national platform. This process creates a different way of working with our clients, one that is driven by data and process improvement, and is based on a shared definition of success and tangible, quantifiable results.

Coupled with our extensive experience and industry knowledge, our Global Sourcing Team can incorporate innovative *SeyfarthLean* methodologies and processes into the most complex sourcing transaction—enabling us to provide efficient, effective deal support designed to accomplish our clients goals and deliver true value with each transaction.

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