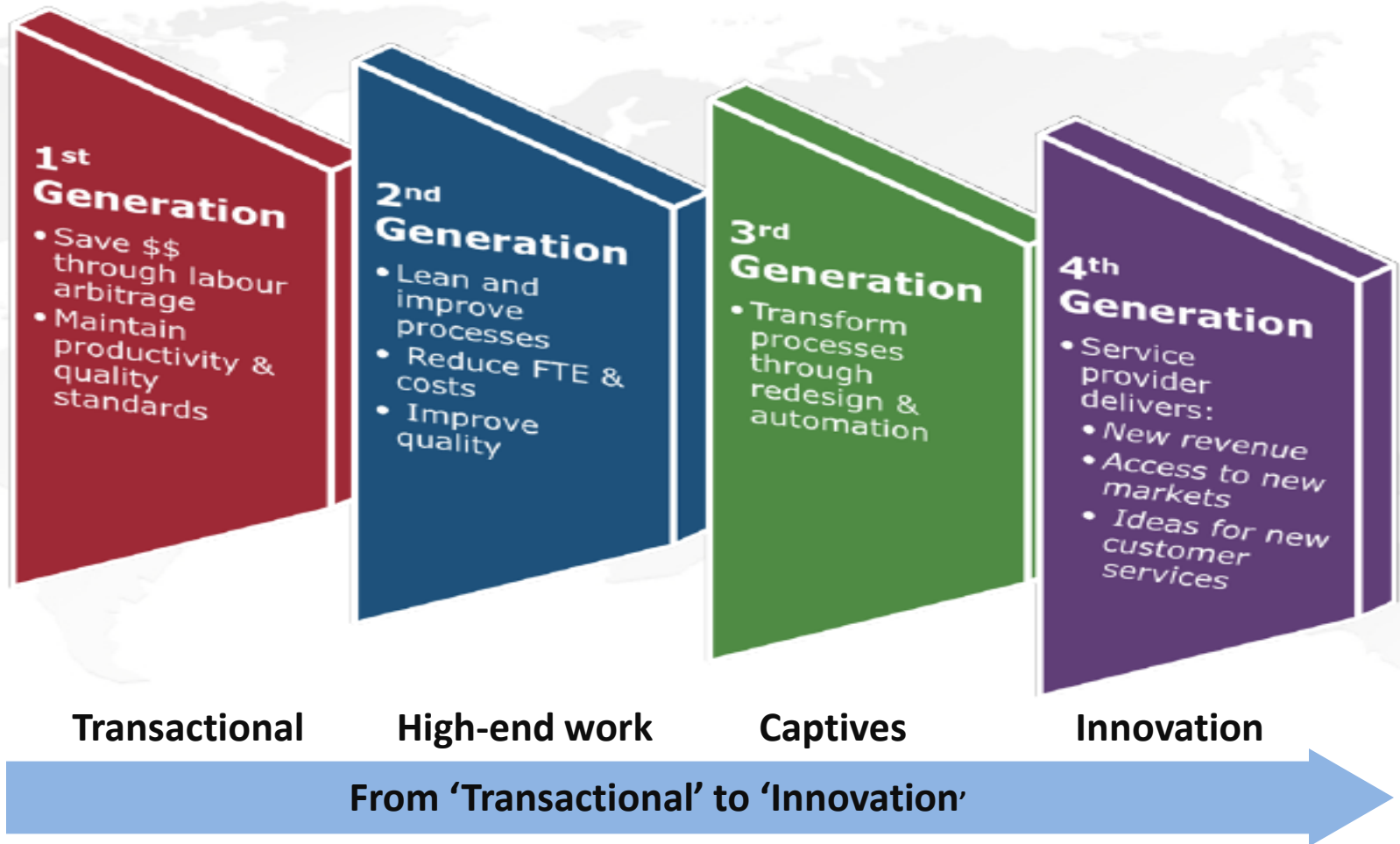


## Four Generations of Outsourcing



# Three Dimensions of Audit in Domestic Sourcing



## Compliance

- Size – Organization, Spend and Engagement
- Maturity – Years, Productivity and Goals
- Stakeholder Involvement

1

## Sourcing Audit

3

## Improvement

- Work Force Resources
- Economic Affinity
- Infrastructure
- Geopolitical Factors
- Congruence



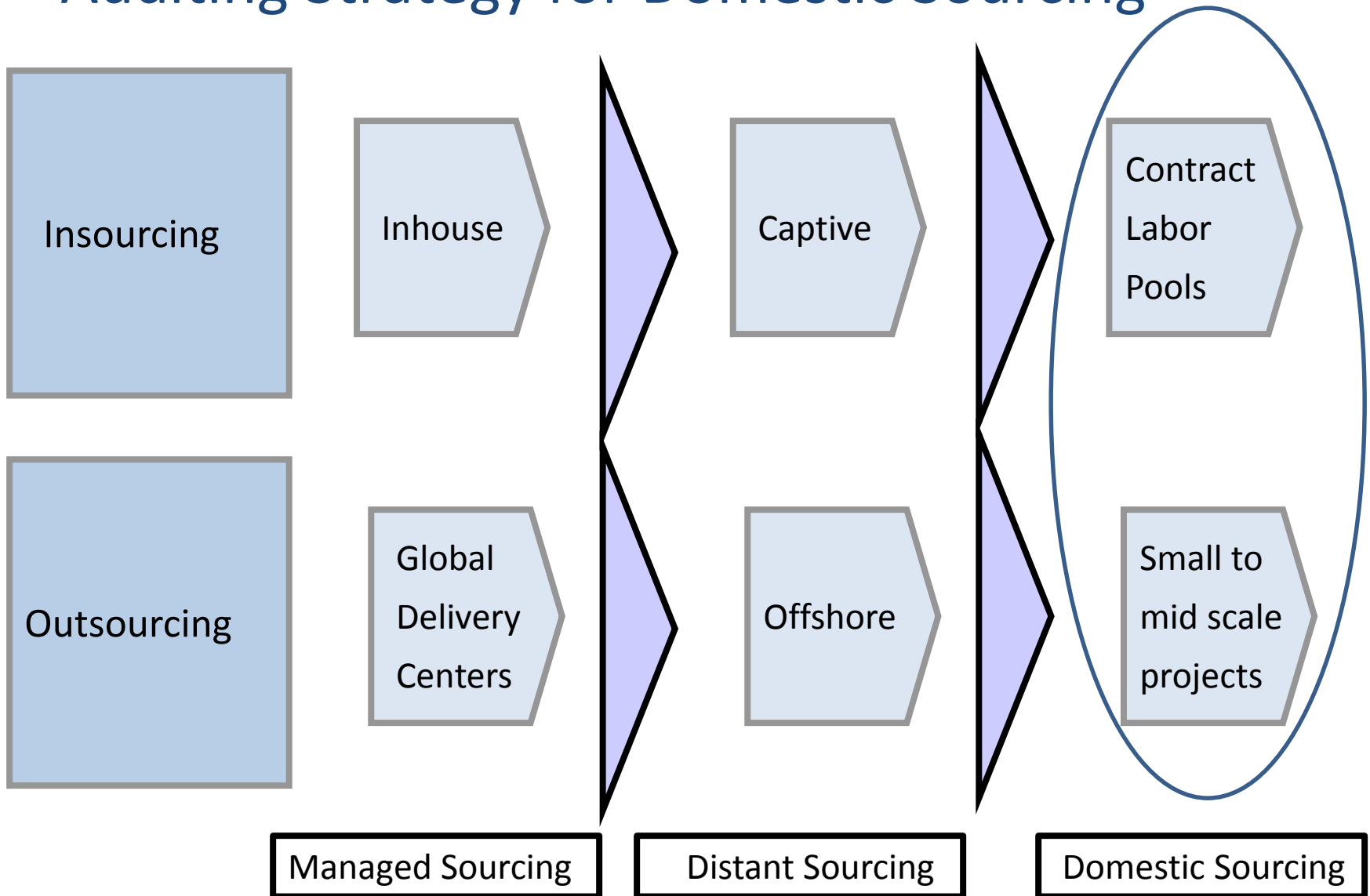
## Optimization

- Cultural Match
- Time to Market
- Relationship
- Criticality of Requisition
- Face to Face
- Risks

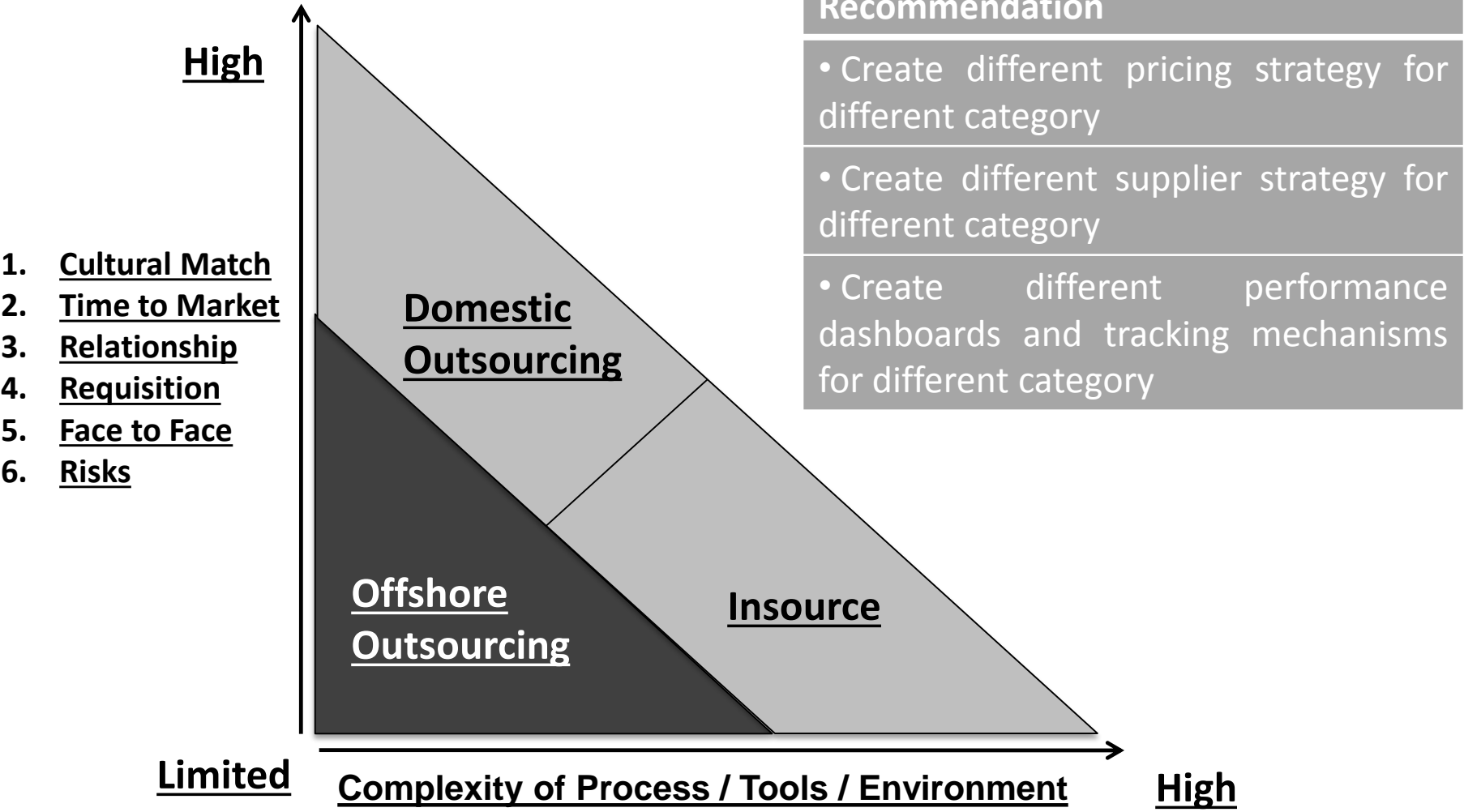
2



# Auditing Strategy for Domestic Sourcing



# Auditing work and its fitment to Domestic Sourcing



# Audit Location Strategy for Domestic Sourcing

## Factors

## Decision-making points

1 Work Force Resources

- Number
- Quality of work force and attitude
- Education System and Institutes
- Competition

2 Economic Affinity

- Cost of Living and Adjustments
- Inflation, Parity and Consumer Price Indicators
- Real Estate and Leasing
- Compensation Structure

3 Infrastructure

- Software Parks
- Roads, Transport System and Airports
- Electricity and Telecom
- Medical facilities and Restaurants

4 Geopolitical factors

- Social and Political stability
- Government Support and Policies
- Foreign relations
- Weather and Climate

5 Congruence

- Cultural Match
- Linguistic capabilities
- Overall maturity in delivery models
- Time Zone

# THANK YOU

If you would like to audit your domestic sourcing program , please connect with us ASAP.



**Santosh Sharma**  
Chief Sourcing Auditor

Santosh Sharma is the Chief Sourcing Auditor at **Sourcing Auditors**. Sourcing Auditors focuses on effective Contract Governance© to help clients derive fullest value from the Contract, safeguard and protect their organization against any external threat or internal non-compliance and continuously strive to improve the stakeholder satisfaction levels from the Contract. Sourcing Auditors uses a uniquely designed, best practices-based and highly comprehensive Audit Framework© that uses about 1200+ sourcing parameters to ensure Contract Compliance©, Contract Optimization© and Contract Improvement©. For more information please contact [santosh.sharma@sourcingauditors.com](mailto:santosh.sharma@sourcingauditors.com)