



# Outsourcing

# Are You Being Impacted?

BROUGHT TO YOU BY CIARA OF



ELITE PRECISION CONSULTING

# OUR SPEAKER

## Global Recognition

Most Fearless Women in Business of 2022

Top 10 Most Admired Business Leader of 2022

Top 10 Most Successful Entrepreneur of 2021

Founder of Global Healthcare Summit 3.0

## Published Author & Speaker

MGMA (Medical Group Management Association)

Outsourcing Essentials

Various Private Practices, Medical Groups & NGOs



**Ciara Lewin**

**CEO & Founder**

**Elite Precision Consulting**

# Whom We've Served

as of Q1 of 2023

1,860

U.S.  
Executives & Companies

3,192

Asia-Pacific  
Executives & Companies

390

African  
Executives & Companies

Amplifying their  
expertise, **finetuning**  
their operations, and  
**expanding** beyond their  
region

# DISCLAIMER

## *Manifesting Business Serenity*

This is an educational session and was created to help bring fresh insights and perspectives to those wanting some additional clarity on outsourcing & global collaboration

### Accept

- Questions relevant to topics discussed
- Positive thoughts or comments
- Resources to help the audience

### Will Not Accept

- Trolling or negative energy & vibes
- Selling to companies (this is not the right platform and it will make you look bad)

# DISCLAIMER

*SHOULD YOU BE HERE?*

This session is curated for entrepreneurs, business owners or executives who currently are or thinking about working with global teams or engaging in outsourcing. Insights will cover various demographics and regions.

## LET'S VIBE

- Employer, employee or freelancer
- Open minded
- Not impressed by fluff
- See value in working with the right people with the value you deem appropriate

## MOVE ON

- Here to sell your services to companies
- Use the attendees to do templated marketing on LinkedIn
- Seeking internship, need help with Visa to enter US or start-up seeking capital or investor



# Welcome

Angola  
Argentina  
Australia  
Bangladesh  
Belgium  
Botswana  
Brazil  
Canada  
Chile  
Colombia  
Croatia  
Ecuador  
Eswatini  
Ethiopia  
France  
Germany

Ghana  
India  
Jamaica  
Japan  
Jordan  
Kenya  
Kosovo  
Kuwait  
Malaysia  
Mexico  
Moldova

Morocco  
Nepal  
New Zealand  
Nigeria  
Pakistan  
Peru  
Philippines  
Poland  
Portugal  
Saudi Arabia  
Serbia

Somalia  
South Africa  
South Korea  
Sudan  
Sweden  
Taiwan  
Thailand  
Turkey  
Uganda  
Ukraine  
United Arab Emirates  
United Kingdom  
United States  
Uruguay  
Vietnam  
Zimbabwe



ELITE PRECISION CONSULTING



# Submit Your Questions

LIVE REAL-TIME FEEDBACK

[eliteprecisionconsulting.com](https://eliteprecisionconsulting.com)





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[LETS CALL CIARA](#)

[HOW WE SERVE](#) ▾

[INTERNATIONAL CONSULTING](#)

[GLOBAL HEALTHCARE SUMMIT 3.0](#)

[CONTACT](#)



# Manifesting Business Serenity

Understand Your Options In Global Collaboration

GET STARTED

No personal info needed

Ask whatever you wish

Answers provided during Q&A session at the end of event

Presented By: *Clara* of Elite Precision Consulting



## OUTSOURCING

Are You Being Impacted?

Deep Dive

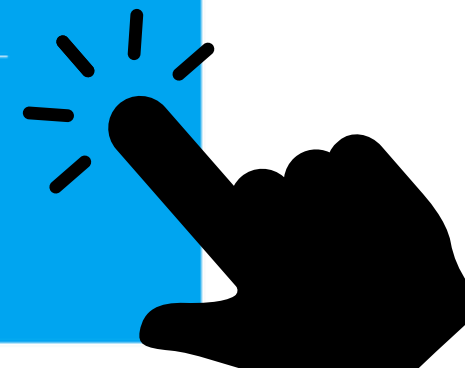
into what's affecting your business



### Ask Your Question Live

Ask Your Question \*

Send Question Live



Live Discussion

for both offshore and U.S. companies

Thursday, August 3rd  
9:00 am EST





# Let's Get Down To It

- What Is Impacting Your Business
- What Is Value: Client Perspective
- What Is Value: Vendor Perspective
- How to Make It Work *Peacefully*  
*Productively*  
*Efficiently*



# Check Out Freebies

[www.eliteprecisionconsulting.com](http://www.eliteprecisionconsulting.com)

**FREE**

## Show Me The Value

Easy to follow guide that has been proven to help companies seeking to outsource to better identify, vet and collaborate with the right vendor with serenity

**FREE**

## Positively Proven

Get all 10 techniques and simple ways to implement proven methods in attracting U.S. clients if you're operations are based outside the States

**SPECIAL  
OFFER**

## LETS CALL CIARA

Creating the reality you

**DESIRE**

**DESERVE**

**EARNED**



# What Is Outsourcing?

According to Forbes, outsourcing is a good option as 'an alternative and cost-effective way to grow and fill functional needs...The reality is the number of businesses implementing offshore teams will only increase in the future.' And according to a Statista report, 'the BPO industry is projected to have a compound annual growth rate (CAGR) of 6.69%.'

AS OF 2022

# \$350

**BILLION  
BPO INDUSTRY**

BY 2027

# \$450

**BILLION  
BPO INDUSTRY**

*There's no such thing as  
scarcity*

# Who Cares???

## We're Doing Pretty Good

You may feel like things are working while you are enjoying the cushy bubble that you are in. However, outsourcing is affecting your business whether you're engaging in it or not.



### Business Owner

Between technology and direct competitors, your market share is constantly dwindling. If you are not being innovative with how you serve your customers, your sustainability will be on the line

### Executive

Each quarter you will continue to have expectations, milestones and deliverables to elevate your company financially, operationally and organically

### Employee

If you are not aware of how other resources outside your immediate region are performing, you will soon find yourself defeated by an invisible competitor



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# Submit Your Questions



LIVE REAL-TIME FEEDBACK

[eliteprecisionconsulting.com](https://eliteprecisionconsulting.com)



# What Is Being Outsourced? Client & Vendor Challenge

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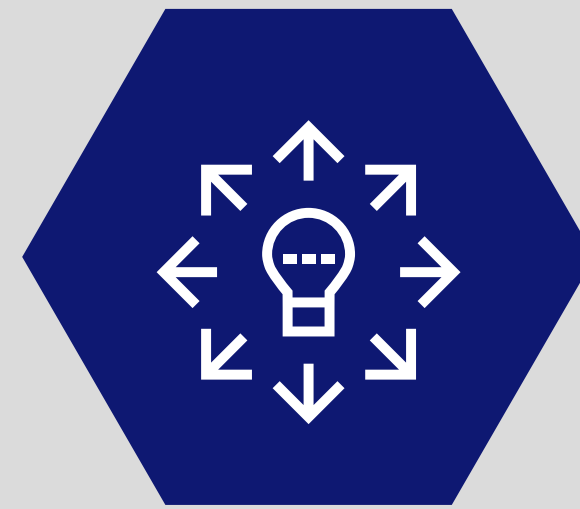
## Business Development

- Marketing
- Research
- CRM
- Acquisition



## Operations

- Client Onboarding
- Technical
- Quality Management
- Reporting & Monitoring



## Expansion

- Industry Analysis
- Prospecting
- Market Research
- Funding Engagement



## Next Level Thinking

- New Market Research
- Strategic Planning
- Development
- Industry Disruptors



# What Happens to My Team

## Client Perspective

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The myth is that when a company outsources that it will therefore terminate existing employees. Although this does happen within the organization (like any other restructuring or company change), the goal of effective outsourcing is to amplify the organization thus better leveraging all resources



**Terminate or Transcend**



# How To Support the Transition

## Vendor Perspective

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Knowing that cost & resource management is going to be a major factor when working with you, ensure your approach and mindset is not one of **'we will do it all'** which can make the client feel like they have to take drastic measures just to conform to your workflow and operational structure



**Welcome To The Team**





# What I Need Is.... Client Perspective

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Transparency

Consistency

Efficiency

Good Communication

Proactiveness

Continual Improvement

Integrational Workflow



**This is what I call VALUE**

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## Visit Us

eliteprecisionconsulting.  
com



## Click

International Consulting



## Complete Form & Request **Show Me The Value**

Freebies will be emailed to  
the address provided



# GRAB YOUR FREEBIE

# For Clients

The screenshot shows the website's navigation menu with the following items: HOME, LETS CALL CIARA, HOW WE SERVE, INTERNATIONAL CONSULTING (highlighted), GLOBAL HEALTHCARE SUMMIT 3.0, and CONTACT. The main content area is a blue form with the following sections:

- A header image with a hand cursor icon and a character count of 0 / 180.
- A question: "Are you seeking to expand or collaborate globally with other companies/clients/customers?" with radio button options for Yes, No, and Not quite sure.
- A question: "Which freebie would you like to take advantage of today? (Check all that applies)" with checkboxes for Positively Proven, Show Me The Value, and Let's Call Ciara (15 min consultation).
- A text input field with a hand cursor icon and the prompt: "If you wish to speak to Ciara, please elaborate on your goals and how she can be of service". It has a character count of 0 / 180.
- A "Send It My Way 😊" button at the bottom.



# What I Need Is....

## Vendor Perspective

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Fair Compensation

Clear Expectations

Documentation

Accessibility

Direct Feedback

Examples or Samples of Work

No Ambiguity



**This is what I call VALUE**

---



## Visit Us

eliteprecisionconsulting.  
com

# GRAB YOUR FREEBIE

# For Vendors



## Click

International Consulting



## Complete Form & Request **Positively Proven**

Freebies will be emailed to  
the address provided



HOME

LETS CALL CIARA

HOW WE SERVE ▾

INTERNATIONAL CONSULTING

GLOBAL HEALTHCARE SUMMIT 3.0

CONTACT



0 / 180

Are you seeking to expand or collaborate globally with other companies/clients/customers? \*

- Yes
- No
- Not quite sure

Which freebie would you like to take advantage of today? (Check all that applies) \*

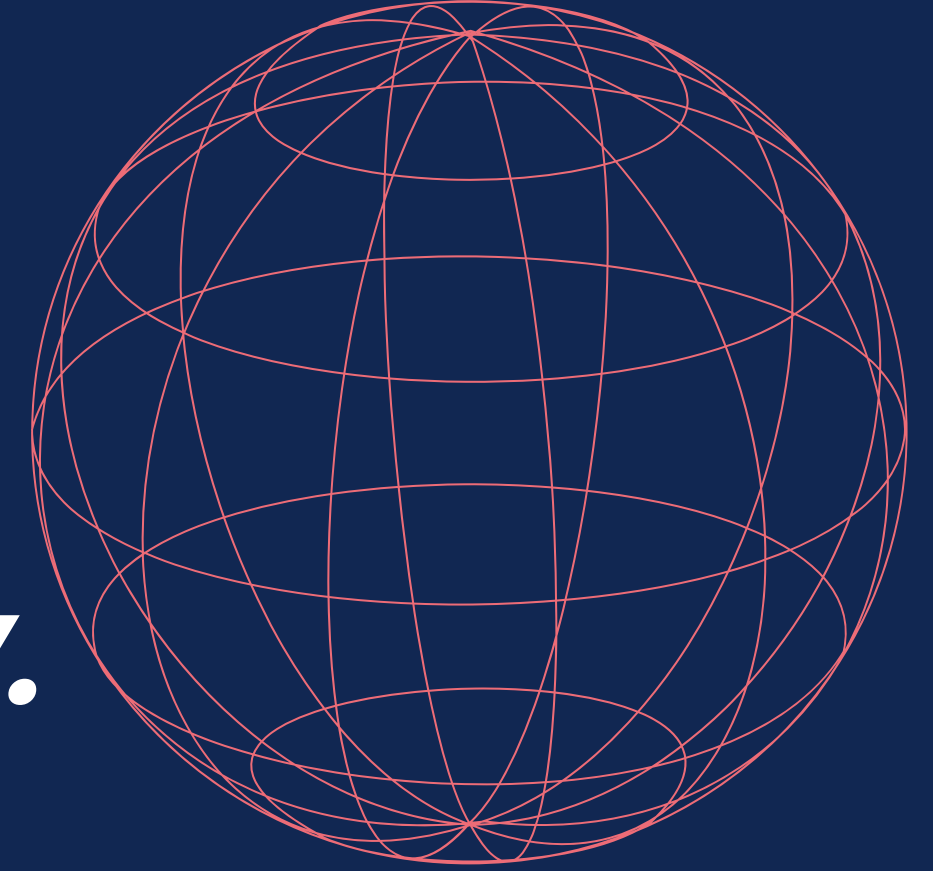
- Positively Proven
- Show Me The Value
- Let's Call Ciara (15 min consultation)



If you wish to speak to Ciara, please elaborate on your goals and how she can be of service

0 / 180

Send It My Way 😊



# How to Make It Work *Peacefully. Productively. Efficiently.*



## Client Perspective

Identify. Vet. Test.

With so many avenues that can be taken to outsource some or all of your business needs, first start with your priority. Then vet a few companies whose services & mission align with your vision. Begin a pilot with them to see if their solution will meet your needs now and for the future.



## Vendor Perspective

Finetune. Solidify. Share.

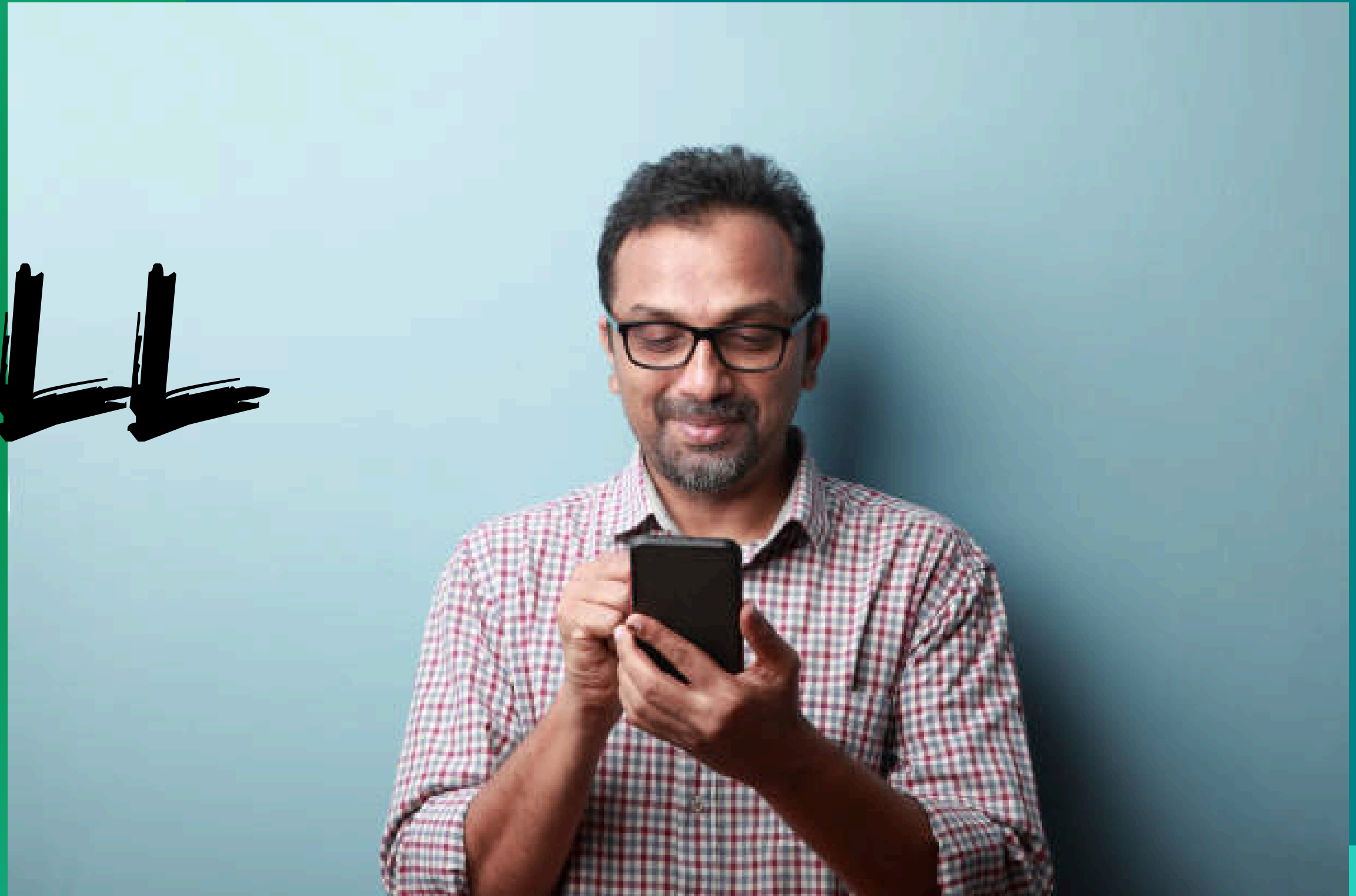
Rather than trying to solve all of your industry's problems, fine-tune your core service offering so that you can be a master at it. Then solidify your operations and client onboarding process. Lastly, share what you are learning consistently to the public to begin the right conversations.

MANIFESTING BUSINESS SERENITY

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*Special Offer*  
**LETS CALL**

CIARA



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**EXECUTE NOW**

# WHAT TO EXPECT

## 15 MINUTE JAM-PACKED CONSULTATION

- STEP 1** Visit [eliteprecisionconsulting.com](http://eliteprecisionconsulting.com)
- STEP 2** Click on International Consulting
- STEP 3** Complete Request Form and check [LetsCallCiara](#)
- STEP 4** Receive email & schedule time
- STEP 5** Align. Execute. Actualize.

## Is This For You???

Client and not sure where to begin or have already started and need to gain a different perspective from a global collaboration expert

## Should We Speak?

Vendor and want to be sure your value is being shown to your prospective clients or needing guidance on partnering with global companies



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# Q&A Session

LET'S DISCUSS

[eliteprecisionconsulting.com](https://eliteprecisionconsulting.com)

[clewin@eliteprecisionconsulting.com](mailto:clewin@eliteprecisionconsulting.com)







NEWSLETTER

# Outsourcing Essentials

Global collaboration requires intentional strategies... unless you don't mind frustration & sleepless nights



By Ciara Lewin

Serving Companies With Global Facilitation | Internatio...

Published daily

3,154 subscribers

LinkedIn™

# Subscribe Today

# COMING SOON

*Attracting the Right*

# GLOBAL PARTNERS