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The Vested model argues that traditional outsourcing and businesses relationships are focused on win-lose arrangements where one party benefits at the other's expense. In contrast, a Vested agreement creates a win-win

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relationship in which both parties are
equally invested in one another's
success.

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Kate Vitasek (born September 19, 1968) is an American author and educator.

Vitasek is a lead researcher at the University of Tennessee. Her research

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focuses on the Vested outsourcing business model, sourcing business model theory, the relational contract, and collaborative business relationships. She is a faculty member in the Haslam College of Business Graduate and Executive Education program ...

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Let's use Dell as an example (see chapter 12 in the 2nd edition of Vested Outsourcing: Five Rules that will Transform Outsourcing). Dell took two years to get past Step 1 (Lay the Foundation) where they had to set the stage to get the key stakeholders on board and agree to move forward.

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