



Overview of Workshop Offering: Pricing Model Workshop

Outsourcing Support Services (OSS)

Pricing Model Workshop | Overview



Purpose: Build an understanding of common pricing models and identify the best model to support stated goals and objectives

Agenda

- Introductions and background
- Pricing overview
- Pricing considerations
- Identify open issues and action items

5-6 hours of pricing overview and insight

Additional details and timing on following page

Objectives

- Build knowledge of commercial models, including risk/rewards and management practices
- Help align pricing expectations and needs with existing pricing models

Typical participants

- Core team lead
- Finance lead
- Sourcing lead
- Strategic sourcing/ vendor management

Everest inputs

- Research on prevalence of pricing models in the marketplace
- Expert, experience based market insight
- Facilitate workshop

Client preparation

- Research current pricing structure and strategies used in the organization

Agenda item	Time allocation
Introductions and background <ul style="list-style-type: none">■ Everest Group■ Key client stakeholders	0.5 hour
Pricing overview <ul style="list-style-type: none">■ Review market “best practices” pricing methods■ Understand Client/Supplier pricing interests■ Establish pricing trade-offs	1.5 hours
Pricing considerations <ul style="list-style-type: none">■ Pricing risks and potential mitigation strategies■ Impact on ability to budget/chargeback■ Ability to adjust pricing around changes to services and volumes	2 hours
Identify open issues and action items <ul style="list-style-type: none">■ Assign action items■ Determine target dates	0.5 hour

Client

- Bring following items to the workshop
 - Questions/examples of current pricing structure
 - Unique requirements in the environment that may impact the pricing strategy
- Invite appropriate meeting participants
- Secure logistics for meeting (room, audio-visual, etc.)

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- Provide and discuss in advance of workshop
 - Structure for the workshop
 - Draft project responsibility matrix
 - Example pricing template
- Confirm logistics of workshop
- Bring following items to the workshop
 - Description of pricing models
 - Examples of pricing models

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