

# A NEXT-GEN APPROACH TO IT RESOURCING

Quick Reference Guide

[www.bio.uk.com/bio-people](http://www.bio.uk.com/bio-people)



## 7 Pitfalls of Traditional IT Resourcing Choices

- Time lag before full productivity is achieved - there is always a ramp up
- Valuable IP leaves with supplier - it stays with them and not with you!
- Lack of independent advice - who's acting in your best interests?
- Finite skill sets - restricted by the skills of individuals engaged
- Time and cost of managing supplier relationship
- Loss of control - potential risk exposure
- One price doesn't fit all - do day rate and linear engagements always match your requirements?

**Extend your team, drive performance and retain control, with a next-gen approach to your IT resourcing requirements.**

## 6 Benefits to Be Gained with a Next-Gen IT Services Partner

- Gain access to a wide range of in-depth, specialist skills
- Access truly independent expertise you can depend on and trust
- Reduce risk - with knowledge, experience and understanding of customer culture
- Improve productivity of in-house resource and free up for other purposes
- Increase internal capacity not otherwise available
- Reduce and control costs - savings and flexible commercial models

## 7 "Must Haves" in a Next-Gen IT Services Partner

- Customer-centric – services tailored around the customer
- 100% Independent – no product targets to meet/no bias
- Experienced – pre-emptive skills reducing risk and saving you time and money
- Agile – demands of the real world don't always come with convenient timescales
- Flexible – your IT services partner should fit around your needs
- Cost Effective – value for money, innovative commercial models
- Tailored Service – exact mix of service, delivery and commercial models, tailored to fit YOU