



Global Outsourcing Trends, Tips Tactics

Thom Mead

Chief Executive Officer

Globalization Today

Who Is This Guy?



- CEO of Globalization Today
- 25 Years Outsourcing Sales & Marketing expertise (EDS, ACS, Unisys, Spherion, Firstsource)
- Selected “Best in the Industry” in by 2 leading research firms
- Past president of a Finance & Accounting BPO company (an ACS subsidiary)
- Identified, structured, negotiated and/or closed more than \$17B in Outsourcing deals
- Served 13 years in USMC, attaining rank of Captain

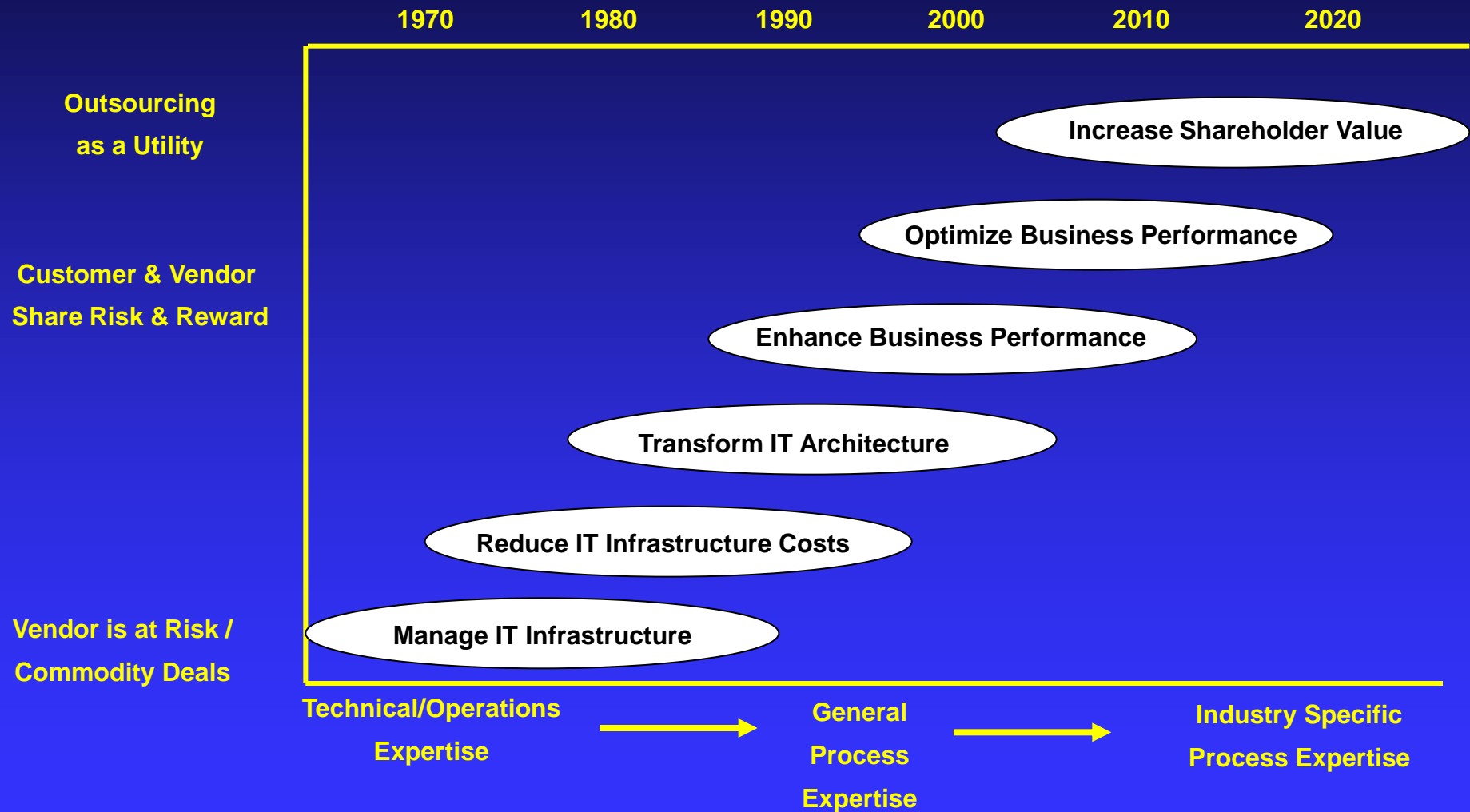
Who Is This Guy?

Some meaningless trivia you may not know...



- Completed three triathlons, best finish – 4th
- Bicycled 386 miles in 24 hours
- Brown Belt – Judo (not Six Sigma)
- Holds record for pull-ups at HQ - USMC (104 continuous, also 576 in 62 minutes)
- Reengineered & Managed the Substance Abuse Program for USMC, later adopted by USN
- Climbed Mt Fuji

The Evolution of Outsourcing



Time is Money

**“There is nothing more inefficient than doing
the wrong thing exceptionally well.”**

Michael Porter

10 Global Outsourcing Trends in 10 Minutes

Innovation

Cloud

Home Sourcing

Uncertainty

Deal Status

Green

Globalization

BPO vs. KPO

Process Automation

Governance

Want to Follow up?

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