



PARKWELL

PLACING OUTSOURCING AT THE HEART OF YOUR BUSINESS MODEL

A Meeting of Minds
11 October 2016

www.parkwell.co.uk

Agenda

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Introductions



Why outsource?



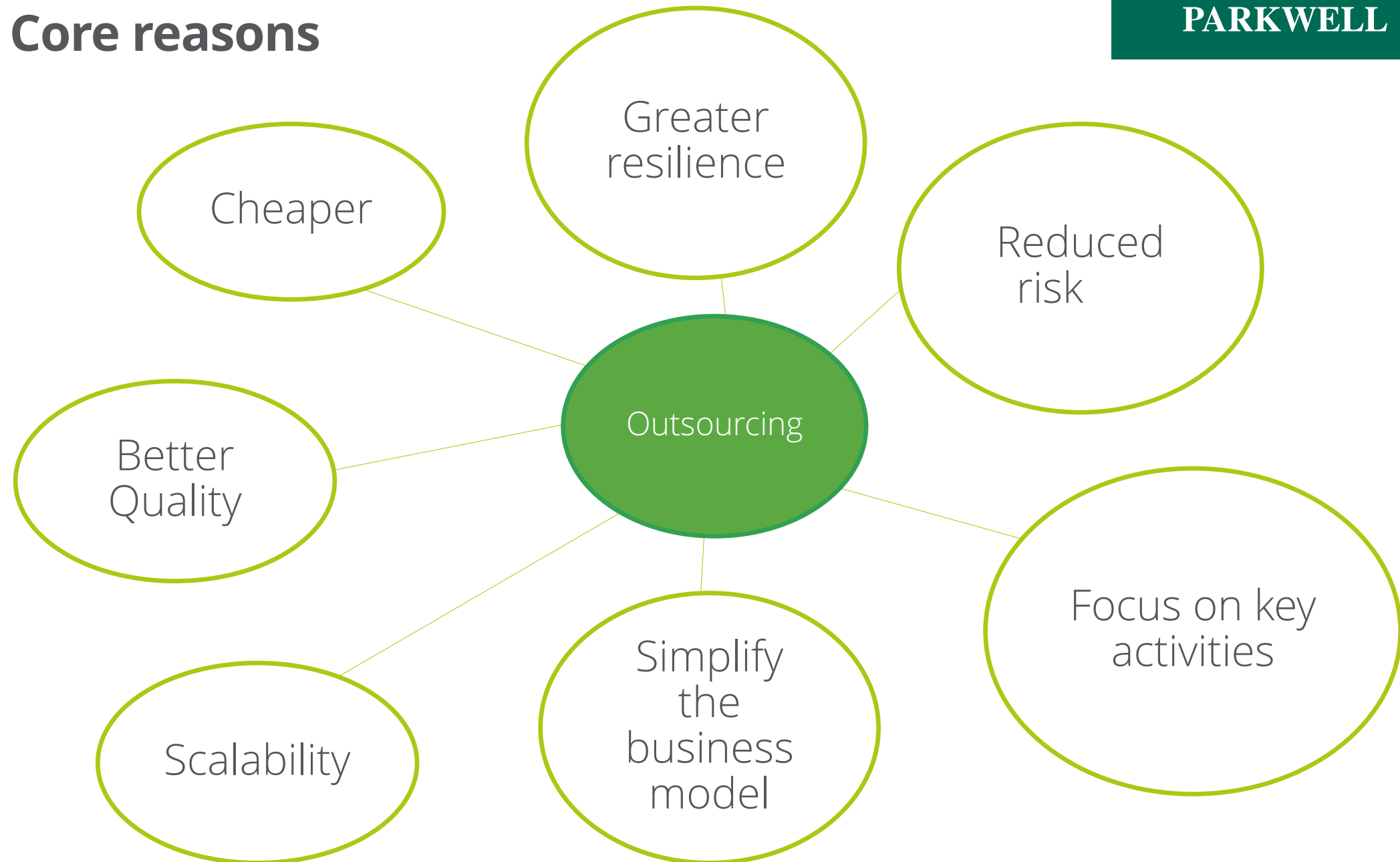
How to do it



What not to do

Why Outsource?

Core reasons



Benefits

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Quality

Outsourcer is incentivised to provide quality

Specialised staff at the outsourcer

Scalability

Larger organisations mean more staff

Greater automation

Easier to add staff

Repeat the same process for many clients

Simplification

Concentrate on core activities

Less wasted management time

Fixed costs

Benefits

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Cheaper

- Economies of scale
- Greater capital investment
- Headcount reduction
- Predictable costs

Reduced risk

- No key man risk
- Contractual safeguards
- Clear definition of activities

Resilience

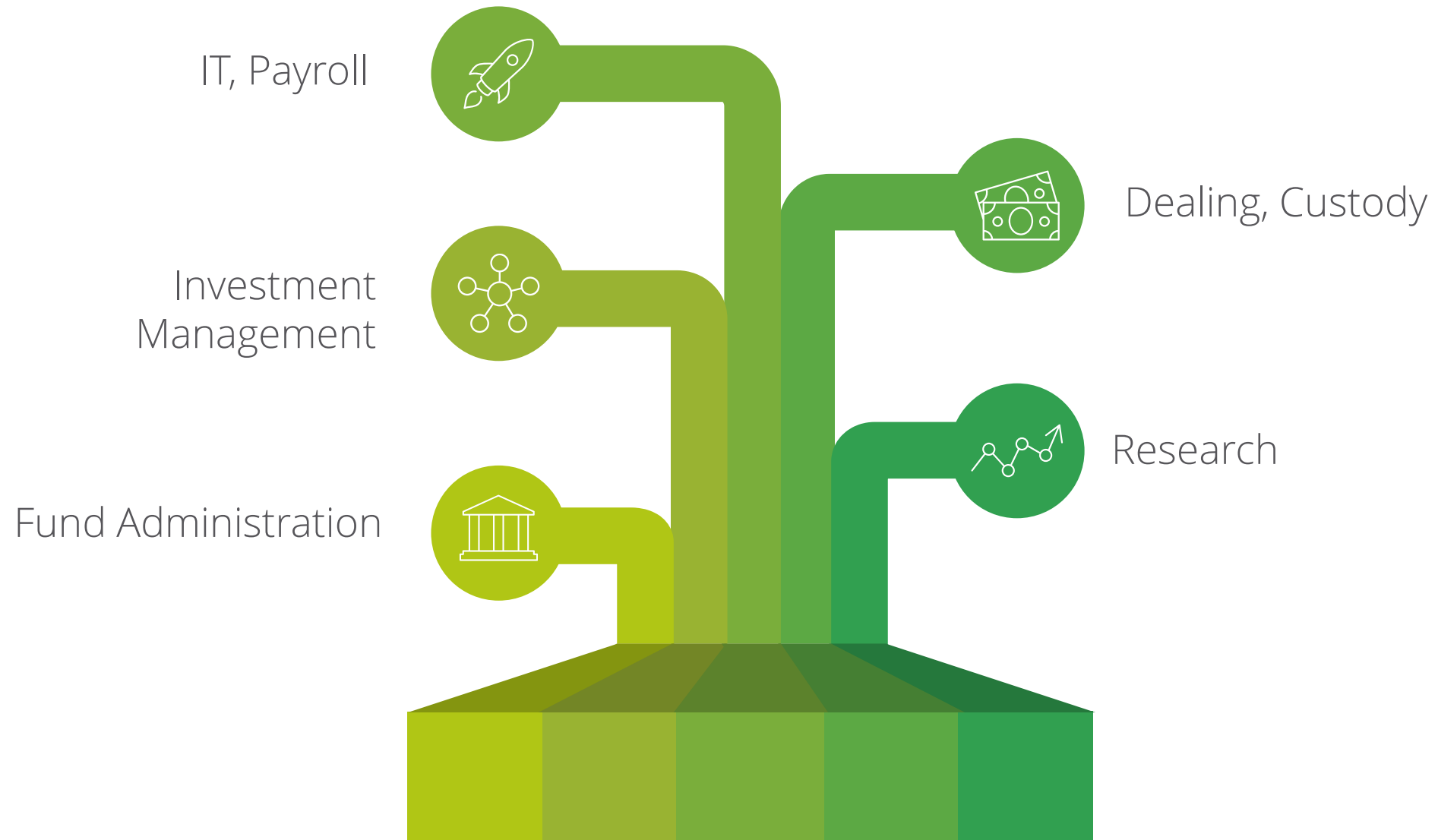
- Staff numbers
- Locations
- 24-7 operations
- Technical capabilities

End of Part 1

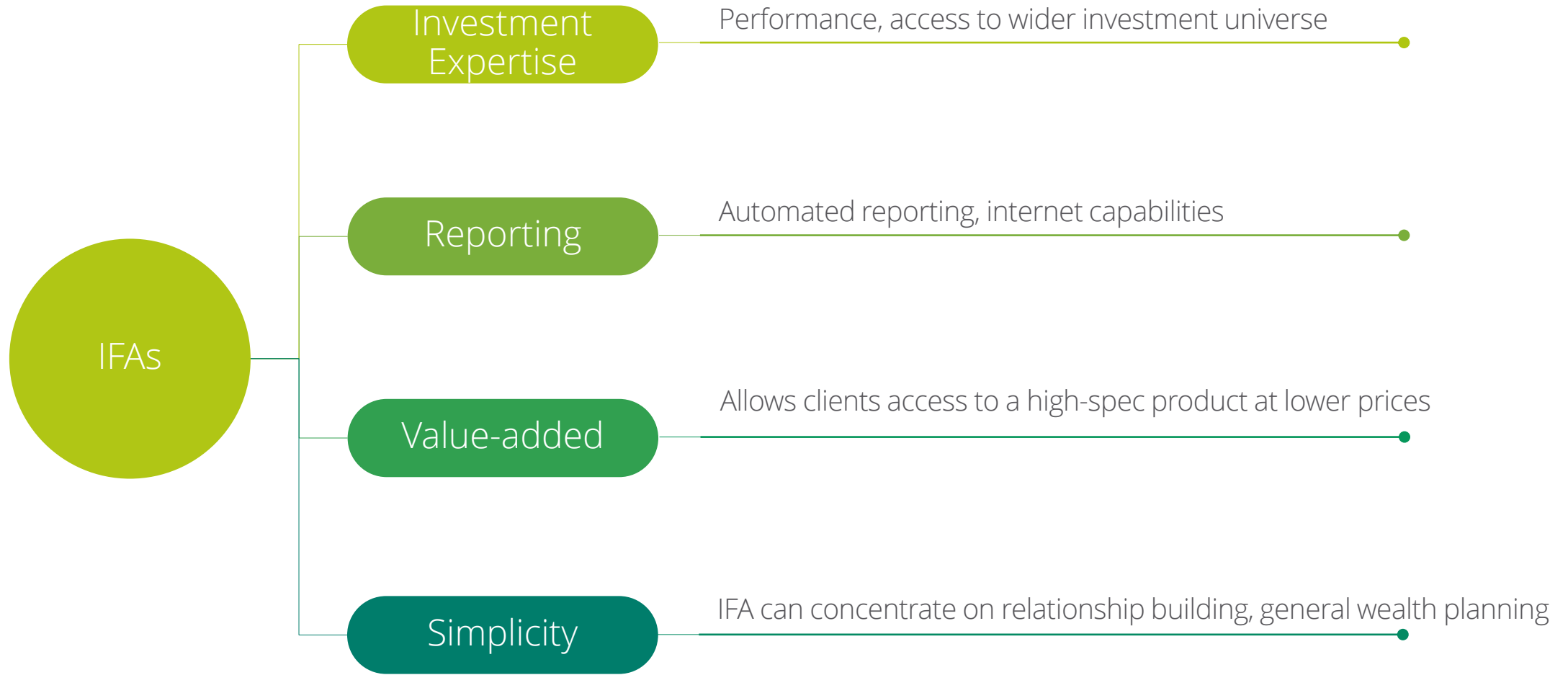
Part 2: How to outsource

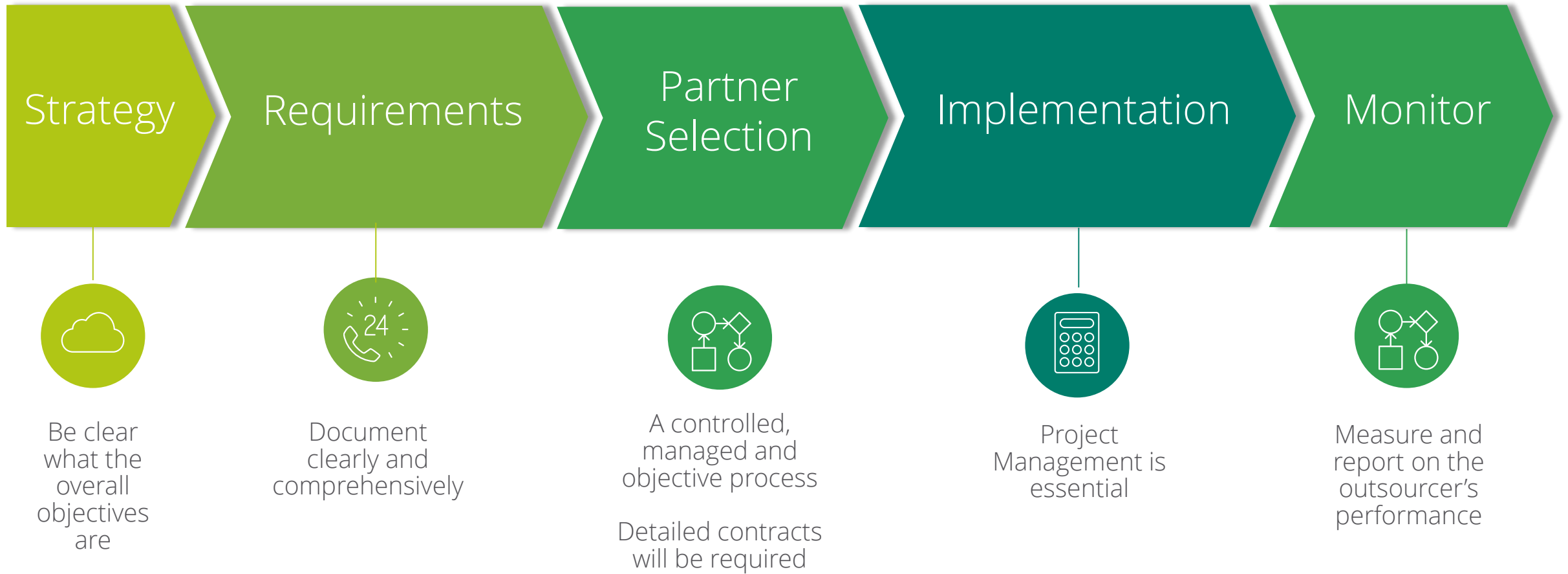
Common areas

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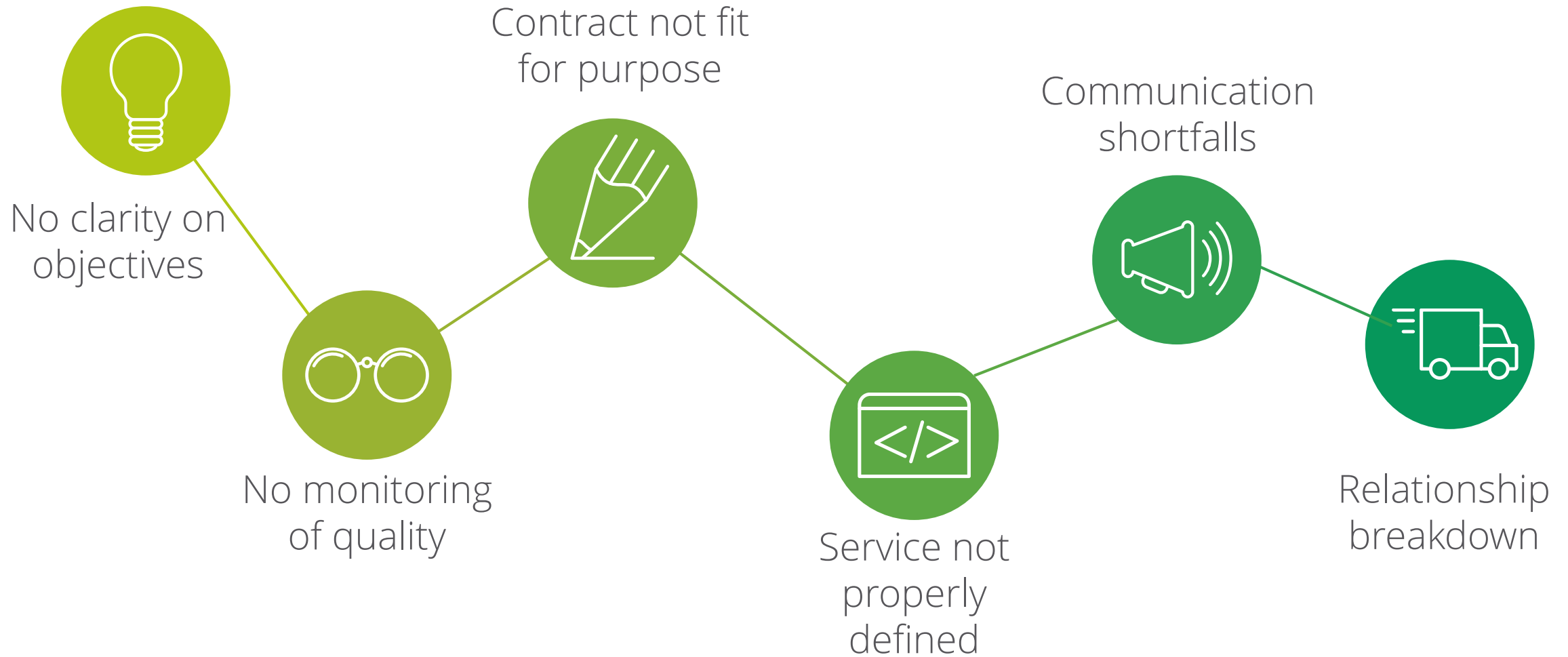
Relevance to IFAs





Pitfalls

Pitfalls



Conclusions

Conclusions



Questions

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An aerial photograph of the New York City skyline, featuring numerous skyscrapers and buildings. The image is overlaid with a semi-transparent green filter. The text "Appendix: Background to Parkwell" is written in white, sans-serif font on the left side of the image.

Appendix: Background to Parkwell



Ian is one of Parkwell's senior consultants with over 15 years of experience in the wealth management and investment industries. Ian has run numerous projects and fulfilled line management roles in operations and IT in private banks and wealth management firms, and has a detailed understanding of how to successfully manage change.



Parkwell is an independent firm of management consultants with extensive experience in the financial services sector. We do not develop software nor do we have any link with package suppliers and thus we are able to remain impartial and independent.



All our consultants have extensive experience in project management and programme management; the science of ensuring that projects and larger programmes are delivered successfully and to the required level of quality. We have a track record of delivering successful projects on time and on budget.

Clients

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